



A DIVISION OF SAVVY DIVA ENTERPRISES

# CAPABILITY STATEMENT



Scan me!

**LATESHA ISBELL HOWARD**

Atlanta, GA  
latesha@thesavvydiva.com  
470.518.5111

# CAPABILITY STATEMENT

Small Business Development | Corporate Consulting & Training



**Savvy Diva Enterprises** provides education and services to help entrepreneurs to start and grow profitable businesses. As a **minority- and women-owned** small business, Savvy Diva Enterprises is uniquely positioned to support diverse businesses from start-up to scaling for growth, including access to business capital.



**Evolution to Equity** is a division of Savvy Diva Enterprises focused on helping corporations to navigate an evolving business environment with a strategic diversity and equity lens, and intentional inclusion. We provide corporate consulting, training, and public speaking with expertise in Supplier Diversity Strategy, Culture, Goal Setting, Program Development, Processes and Policies, Leadership Development, and Supplier Development.

## SMALL BUSINESS SERVICES



### ACCESS TO CAPITAL

We assist small businesses in obtaining the right funding sources for their business type and stage of operation.

- Access to hundreds of vendors and lenders for funding
- Easy step-by-step business credit builder software and expert 1-on-1 coaching program
- Hard money loans for real estate



### SMALL BUSINESS CONSULTING

We provide expertise to position established businesses for growth:

- Business audits
- Technology and automations
- Corporate contracts consulting
- Government contracts consulting, including SAM.gov registration and diversity certifications



### ENTREPRENEURSHIP TRAINING

Our robust training offerings include:

- Entrepreneurship Academy for new business owners
- Advanced courses for established business owners (i.e. Corporate Contracts)
- Real estate investor trainings

## CORPORATE SERVICES



### CONSULTING

We provide expert consulting to help your corporation to:

- Embed supplier diversity into your company's strategic plan, goals, processes, policies, and culture
- Implement effective supplier diversity programs
- Leverage technology to track and report DBE spend and connect with suppliers



### COACHING, TRAINING, AND PUBLIC SPEAKING

Transformation often requires new skills and tools. We can help:

- Train and coach leaders on supplier inclusion to drive transformational change
- Onboard and train suppliers
- Serve as a keynote speaker, panelist, or moderator around diversity topics



### SUPPLIER DEVELOPMENT

Let us help develop your suppliers to better deliver their products and services to you:

- Entrepreneurship training
- Access to capital
- One-on-one consulting
- Support with obtaining diversity certifications

# CAPABILITY STATEMENT

Our Supplier Diversity framework pictured below is innovative. While Evolution to Equity is helping corporations to enhance supplier diversity strategy, culture, programs, processes and policies, our parent company (Savvy Diva Enterprises) is positioning diverse small businesses to successfully win and dependably deliver products and services to corporations. The magic happens when the two come together with the assistance of cutting-edge technology.



## Supplier Diversity Framework



### Consulting

- Strategy and culture
- Goal setting
- Program development
- Process and policy improvements

### Coaching & Training

- Leadership coaching
- Supplier Inclusion training
- Supplier onboarding

### Technology

- Goal tracking & reporting
- Platform for matchmaking

### Supplier Development

- One on one consulting
- Entrepreneurship training
- Access to capital

### Government Certifications

- Support with obtaining government diversity certifications

## DIFFERENTIATORS

**Latesha Isbell Howard (CEO)** is an experienced entrepreneur, corporate professional, and DE&I specialist with demonstrated leadership experience.

- Master of Business Administration / Bachelors in Finance
- Women's Entrepreneurship Certification
- Diversity, Equity, & Inclusion Certification
- Digital Marketing Certification
- DBE, WBE, and MBE certifications (in progress)
- National Small Business Association's (NSBA) Leadership Council member
- NSBA Economic Development policy committee member
- Mid-level manager in Fortune 500 company (awarded \$60-65 million in contracts annually)

## NAICS CODES

- 541611** – Administrative Management and General Management Consulting Services
- 541612** – Human Resources Consulting Services
- 541720** – Research and Development in the Social Sciences and Humanities
- 561110** – Office Administrative Services
- 611430** – Professional & Management Development Training
- 611699** – All Other Miscellaneous Schools and Instruction
- 611710** – Educational Support Services

## CLIENTS

We've helped dozens of clients to:

- Start profitable businesses
- Obtain over **\$1.3 million** in business credit and funding



## COMPANY DATA

Company name: Savvy Diva Enterprises LLC  
Date of registration: 5/15/20  
State of registration: GA  
Entity type: Limited Liability Corporation  
UEI#: HHEN0gUKHUB6  
DUNS#: 117714143  
CAGE code: 92JC8



## CONTACT INFORMATION

Point of Contact: Latesha Isbell Howard  
Phone: 470-518-5111  
Email: [latesha@thesavvydiva.com](mailto:latesha@thesavvydiva.com)  
Web: [www.thesavvydiva.com](http://www.thesavvydiva.com)  
[www.evolutiontoequity.com](http://www.evolutiontoequity.com)