



IEEE SMART VILLAGE IN STRATEGIC PARTNERSHIP WITH THE MBDA FEDERAL PROCUREMENT CENTER TO ADVANCE GLOBAL TRADE WITH MINORITY BUSINESS ENTERPRISES

January 21, 2022: IEEE Smart Village and Rotary E-Club of Silicon Valley Smart Village have partnered with the MBDA Federal Procurement Center (FPC) to provide technical assistance and business development services to Minority Business Enterprises (MBEs) seeking to do business overseas. These support services include capacity building, direct matching of opportunities with qualified/vetted MBEs, relationship management, deal sourcing, and job creation/retention strategies. The FPC will bring MBEs into meetings with Federal agencies with the goal of accessing, bidding, and winning contracts involving the export of goods and services, as well as participation in overseas development, industrial and agricultural projects.

The IEEE is the International Institute of Electrical and Electronics Engineers –the world's largest technical professional organization dedicated to the advancement of humanity through technology. Through its global membership, IEEE is a leading authority on areas ranging from aerospace systems, computers and telecommunications to biomedical engineering, electric power and consumer electronics. The IEEE has over 396,000 members in more than 160 countries, more than 60 percent of whom are from outside the United States.

The MBDA is the U.S. Commerce Department's Minority Business Development Agency, the Federal Government's lead agency with regard to supporting the growth and success of Minority-owned businesses across the country. KDM & Associates (KDM), led by Keith Moore, CEO, has been awarded a 5-year grant to operate the MBDA's Federal Procurement Center –to provide innovative support critical to the Nation's pandemic affected medium-sized minority business enterprises (MBEs), and to engage community stakeholders and advocates throughout the country including Historically Black Colleges and Universities (HBCUs), and other Minority Serving Institutions (MSIs). KDM's carefully selected team has the experience and expertise to be a catalyst to building MBEs' capacities, mentoring MBEs to access, pursue and win Government contracts, and increasing their global competitiveness.

The MBDA Federal Procurement Center will establish a trademarked **What Works** online training program that will educate and inform U.S. MBEs on strategic business growth alternatives that will better position them for international success (mergers & acquisitions, joint ventures, Federal Mentor-Protégé partnerships); and that will identify matching opportunities for them with in-country organizations and businesses overseas which can bring them into a wide range of enterprises and projects. The focus will be on Africa, South Asia, and Latin America.

In addition to introducing American MBEs generally to overseas opportunities, the FPC will intentionally seek to partner African-American owned MBEs with the wide range of in-country businesses and projects that the IEEE SV program is working with in Africa; Hispanic-American MBEs will be partnered with IEEE SV businesses that are being established throughout the Latin America region; South Asian-American MBEs will be partnered with counterparts and enterprises in South Asia including India, Pakistan, Sri Lanka, and Bangladesh; and Asian and Pacific Islander MBEs will be partnered with opportunities throughout East Asia, ASEAN and the Pacific Islands.

The Rotary E-Club of Silicon Valley Smart Village was founded in July 2019 with Dr. Robin Podmore, Co-Founder of IEEE Smart Village, as President, John Nelson, President of IEEE Smart Village, as Treasurer, and Abdullateef Aliyu as Secretary, with the sponsorship of Ramesh Hariharan, then Governor of Rotary District 5170. The RSVSV E Club has members from Canada, Ecuador, India, Kenya, Rwanda, South Africa, Uganda and the USA. Rotary District 5710 which covers Silicon Valley and East San Francisco Bay is the home to Stanford University, HP, Intel, Apple, Facebook, Google, Netflix, Tesla and the Electric Power Research Institute.

The E-Club mission is to be the bridge so IEEE and Rotary International can work together to benefit humanity. The E-Club vision is a world where all people have access to electricity, Internet, water, sanitation, health care, housing, transportation, jobs and entrepreneurship. The E-Club is accomplishing this mission by applying the technologies of IEEE (Electricity, Internet, Electric Transportation, Computers, Wireless, Internet of Things, Artificial Intelligence, E Learning, Virtual Reality, Knowledge Capture and Transfer, Monitoring and Control, Bio Medicine, Instrumentation, etc.) to address the Rotary International focus areas of sustaining the environment, providing clean water, sanitation and hygiene, saving mothers and children, fighting disease, growing local economies and supporting education.

According to Dr. Robin Podmore: "IEEE Smart Village and Rotary E-Club bring a Total Enterprise Support Team to each one of our front-line village entrepreneurs. These are the true heroes of our organization. There are systemic issues facing village residents across the continents of Africa and North America. Villages are being hollowed out with grandparents and grandchildren remaining while the parents seek jobs in the cities. We are reversing this migration. We are helping youth and parents create business in their rural areas with renewable electricity, safe water, high speed Internet, electric transportation, electric tractors along with working farms and processing plants. Having KDM and the MBDA's Federal Procurement Center help our entrepreneurs tie in to the financial, commercial and technical resources of the U.S. Government is a dream come true."

According to the Chairperson of the IEEE North American Working Group, Joan Kerr, "We are excited to collaborate with KDM and the FPC in this timely initiative to build back better by creating international opportunities, technical support and capacity building for Minority Businesses across the country". As Charles Sills, FPC Project Director, states "So many Minority-owned businesses in this country have achieved so much and are contributing greatly to our Nation's economy – with the right kind of support and training, they can also sell their products and services to countries and projects overseas, and thereby grow their own revenues while connecting with and enriching entrepreneurs and enterprises around the world".

For additional information, please contact:

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