Our mission is to help women-owned businesses to succeed in global value chains.

We are the only global NGO working with corporations to identify, train and certify women-owned businesses based outside of the USA to succeed in global markets.
What is supplier diversity and inclusion?

• The pro-active sourcing products and services from previously under-used suppliers

• It sustains and transforms a corporation's supply chain to reflect the demographics of the communities in which it operates

• Diverse businesses include companies majority owned by: women, ethnic minorities, people with disabilities, veterans and those who are LGBT

• It is not about positive discrimination, political correctness or favouring one group rather than another
Women are the next emerging market and women-owned businesses are a global opportunity

Globally, women control $20 trillion in annual consumer spending and make 85% of consumer purchasing decisions.

But today, only 1 percent of large corporate and government spend worldwide goes to women-owned businesses.
Who is WEConnect International?

• Established by corporate members to provide certification of women-owned businesses based outside the USA
• Our corporate members represent over US$1 trillion in annual purchasing power
• We connect non-USA based women-owned businesses to global value chains
• We offer certification and training in Africa, Asia, Australasia, Canada, the Caribbean, Europe, Latin America and the Middle East
• We provide an exclusive database of women-owned businesses (certified and self-registered) in 120+ countries
• We support our corporate members in the development and implementation of their global inclusive sourcing programmes
Our definition of a women-owned business

- **Ownership** – minimum 51% of the company shares are held by one or more women
- **Management** – company is lead/managed by a female principal executive officer
- **Control** – key business decisions regarding a company’s finances, operations, personnel and strategy are made by women

Registration options for women-owned businesses

- **Self-Registration** – free - offered globally (WOB)
- **Certification** – paid for - offered in 45 countries including the UK, Ireland, Switzerland, Germany and the Netherlands (WBE)
Business support for WBEs and WOBs

• Our corporate members share visibility on their procurement requirements
• We identify and connect them to relevant women-owned businesses who can provide the required product or service
• Sources of women-owned businesses include our eNetwork and a network of networks across Europe
• Once they’re involved in a tender process, the women-owned businesses have to compete equally – they’re not given preferential opportunities
Example RFP / tender opportunities

- Car dealers - fleet cars - Germany
- Media buying suppliers - UK
- Meeting logistics services - Israel
- German/French speaking trainer - Switzerland
- Ground transportation - Egypt
- Coffee and coffee machines - Germany
- Taxi tender – Russia
- -40° Walk-in Chamber – Switzerland
- Digital marketing services – the Netherlands

- Creative, digital & PR agencies - Europe
- Translation company - Global
- IT vendor - common technology architecture platform - Europe
- Catering company - Germany
- Medical copywriters - Belgium and the Netherlands
- Premiums/giveaway items – Europe
- Event exhibition booths – the Netherlands
What is certification?

- A tool to enable multi-national corporations to track, report and publish data about their supply chain
- An independent assessment to prove that a firm is majority women owned, managed and controlled
- Involves a two-hour virtual or face to face meeting to check paperwork and documentation
- A report is submitted to the WEConnect International head office team in Washington DC for verification
- If successful, a certificate and reference number are issued
- Assessment fees range from £250 to £550 for businesses in the UK
Support for certified businesses

- First opportunity to bid for RFPs / tenders
- Profile sent to all corporate member representatives
- Targeted email introductions to corporate members
- Free access to development programmes in Europe
- Unlimited/free access to the WEConnect Academy
- Free or lower cost tickets to attend our events
- Access to exclusive events offering greater networking opportunities
- Feature items about their business in our email newsletters and on social media
- Opportunity to attend the annual US WBENC conference and others events/award programmes
- Use of the Women Owned logo
- Connections into a truly global network
Bringing consumer recognition to products made by women
#BuyWomenOwned
2018 was another busy year!

WEConnect International events in 2018
Upcoming events in 2019

Calendar: weconnectinternational.org/en/about-us/calendar-of-events

- **29th to 30th October** - Regional Conference on Supplier Diversity and Inclusion in Latin America and the Caribbean - São Paulo, Brazil
- **12th November** - WEConnect International in Turkey Annual Conference – Istanbul
- **14th November** - Inaugural Regional Supplier Diversity Forum in Australia
- **19th to 20th November** - WEConnect International Europe Conference 2019 – London
- **4th December** - NatWest and WEConnect International Female Entrepreneurship UK Roadshow – Manchester
- **6th December** - WEConnect International in India's ThinkBig 2019 - Mumbai
Europe Conference 2019, London

Tuesday 19th and Wednesday 20th November

Theme: Driving Business Growth Through Inclusive Value Chains

Attendees: c250 women-owned businesses and corporate member representatives
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