

# 2025 Platinum Supplier Program Cohort 1

**01/17/2025 - 03/19/2025**

Virtual  
 Virtual  
 Mesa  
 Contact # : Jaymee Lomax

## 01/17/2025

| Activity Time      | Activity Detail      |
|--------------------|----------------------|
| 9:00 am - 11:30 am | Day 1: Kick Off Call |

## 01/31/2025

| Activity Time      | Activity Detail  |
|--------------------|--|
| 9:30 am - 12:30 pm | Day 2: Comprehensive understanding of WBENC, WBEC-West, Supplier Diversity and Corporate |

## 02/07/2025

| Activity Time     | Activity Detail  |
|-------------------|--|
| 9:30 am - 4:30 pm | DAY 3: Strategy for Competitive Advantage: The Power of Capability Statements & Pitching |

## 02/14/2025

| Activity Time     | Activity Detail   |
|-------------------|---|
| 9:30 am - 4:30 pm | DAY 4: How to Win: Prospecting, Pitching & Negotiation. |

## 02/21/2025

| Activity Time     | Activity Detail  |
|-------------------|--|
| 9:30 am - 2:30 pm | DAY 5: Review of Updated Capability Statement & Presentation from a Procurement and Business Unit Expert |

## 02/28/2025

| Activity Time      | Activity Detail   |
|--------------------|---|
| 9:00 am - 12:30 pm | DAY 6: Building & Rebuilding Your Sales Pipeline in a Virtual World |

03/19/2025

| Activity Time      | Activity Detail   |
|--------------------|-------------------|
| 9:30 am - 12:30 pm | DAY 7: Graduation |