

LATAM Automotive & Manufacturing Industry Group Collaboration

Corporate Co-Chairs:

Ford: LaTara Brown

Adient: Sherry Diccion

JUL 30, 2025

A trusted
certification
partner by



Collaboration Mission

Our mission is to drive inclusive sourcing in Mexico and Brazil by addressing sector-specific needs and creating opportunities for women-owned businesses through tailored events, networking, and collaboration

- Collaboration membership
 - Members: Participation in WEConnect International programming
 - Guests (Non-Members): collaboration & education only

Agenda

- Welcome (LaTara)
- WEConnect Updates (Camila)
- 2025 Activities (Sherry)
- Roundtable (all)

Collaboration Participants (includes members and non-members)

AAM
Adient
BMW
Continental
Cummins
Dematic (member of the KION group)
Eaton
Ford
GM
Honda
Lear
Magna
Navistar
Nissan
RTX
Stellantis
Tenneco
Toyota
Trane Technologies
Vanderlande
Vitesco
Volvo
VW
WEConnect International
Yanfeng

International Day

June 22nd - New Orleans

A Truly Global Gathering - women-owned businesses from across the globe—including key sourcing markets like the U.S., Canada, United Kingdom, Kenya, India, Brazil, Spain, South Africa, Switzerland, Argentina and France.

It's All About the Right Connections - This year, we had a **1:1.5 ratio between buyers and suppliers**, and **1 in 4 of WEConnect International's global member buyers attend**

New this year:

Structured matchmaking sessions—connections with suppliers with pre-arranged meetings

Open networking lounge—drop in, intimate, spontaneous, high-impact connections

All the buzz during **WBENC Conference**, as WBEs spoke about all the connections they made on Sunday and how it was easier to approach and speak to the Member Buyers

Mexico matchmaking session

July 2nd – Mexico City (Bayer offices)

7 Member buyers – Bayer, HSBC, EY, Warner Bros Discovery, P&G, Stellantis and JLL

40 certified women-owned businesses from Mexico

More than 100 1:2:1 meetings between buyers and WBEs

WEConnect Updates

2025 WBEs Showcase

Please vote on your top candidates for Brazil and Mexico **TODAY!**

<https://es.surveymonkey.com/r/6SJQDDX>

2025 Activities

Monthly (4th Thursday): Collaboration Meetings

April 15 & 16: Buyer Training: Impact Sourcing, Virtual (in native language)

April 15th Mexico (Spanish)

April 16th Brazil (Portuguese)

May 28: Industry Connect (formerly known as Meet the Corporate Buyer)

June 22: WEConnect International Day, New Orleans

June 23-26: WBENC Conference, New Orleans

July 2nd: Matchmaker Events (Mexico)

August 19: WBE Showcase, Virtual

November 11-12: LATAM Conference, Sao Paulo, Brazil

NOTES:

1. Rebrand Event: WBE Showcase
2. Sponsors needed for Translation Services (split invoices between sponsors)
\$1,300 Meet the Buyer event: Stellantis, Adient, Ford, ?
\$1,950 WBEs Showcase: Stellantis, Adient, Ford, ?

Industry Connect: May 28

(formerly known as Meet the Buyer)

Agenda

- **WEConnect:** welcome, overview, WBE certification value, how to connect
- **Corporates:** overview, locations, supplier expectations, needs, how to connect **(5 minutes MAX each corporation)**
- **WEConnect:** Q &A, next steps (upcoming events), invite WBEs to Showcase application; WBE Showcase overview

Action Items

Register for event

Additional sponsors? Stellantis, Ford, Adient, Others?

Corporate member presenters: Slides Due May 16

Adient	Eaton	Ford
Stellantis	Tenneco	Volkswagen
Yanfeng	ZF	

WEConnect
INTERNATIONAL

INDUSTRY CONNECT: AUTOMOTIVE & MANUFACTURING LEADERS

You're invited! Join us for the sixth edition of **Industry Connect: Automotive & Manufacturing Leaders**— a free virtual event where top industry leaders will explore emerging trends and share their procurement needs and best practices across Brazil and Mexico. Confirmed speakers include major players such as Adient, Ford, Eaton, Stellantis, and Yanfeng. Don't miss this opportunity to connect with global industry leaders — **register now!**

Date: May 28
Time: 10:30 AM (EST)
Location: Virtual
Language: English, with simultaneous interpretation in Spanish and Portuguese

¡Estás invitada! Acompáñanos en la sexta edición del evento **Industry Connect: Automotive & Manufacturing Leaders**, un espacio virtual gratuito donde los principales líderes del sector analizarán las tendencias emergentes y compartirán sus necesidades de compras y mejores prácticas en Brasil y México. Entre los ponentes confirmados se encuentran grandes empresas como Adient, Ford, Eaton, Stellantis y Yanfeng. ¡No pierdas la oportunidad de conectarte con líderes globales del sector — **regístrate ahora!**

Fecha: 28 de mayo
Hora: 10:30 AM (EST)
Modalidad: En línea
Idioma: Inglés, con interpretación simultánea al español y portugués



WEConnect
INTERNATIONAL

WBE Showcase: Aug 19

WBE Showcase (current)

- Share capabilities, experience, locations and how to connect
- Create a Pre-Event session for WBEs, build excitement, provide guidance on presentations, and encourage to submit application, etc. - Camilla

Action Items

- Need sponsors: Ford, Adient, Others?
- Solicit WBEs to apply by DATE
- Identify presenting WBEs based on corporate needs and invite to event

2025 LATAM Collaboration Strategy Action

- Invite BDR automotive / manufacturing companies to collaboration; leverage WEConnect's BDR recognition - WEConnect
- ~~Survey members for WBE 2023 and 2024 spend and # WBEs~~ (add option to select a range) - June - LATAM (Mexico, Brazil)
 - ~~— Review survey and propose changes: Yanfeng, Ford, Adient present at next meeting / **HOLD UNTIL 2026**~~
- Increase WEConnect's exposure by identifying automotive / manufacturing U.S. events to attend (see list of corporate invitees on agenda slide) - COMPLETE
- Refresh signature events branding and content - COMPLETE
 - Buyer Supplier Diversity Awareness Training: Title change to Impact Sourcing Buyer Training - COMPLETE
 - Meet the Corporate Buyer: Title change to Industry Connect - COMPLETE
 - WBE Showcase: Homework, corporates to review and propose changes - COMPLETE
- Evolve to meet industries' needs

Roundtable Thank you!

Next Scheduled Meeting: July 30 10am EDT*

(*date change from June 22, 10am EDT but on same date as NMSDC Business Leadership Meeting)

Future Agenda Topics:

New U.S. Government Administration Impact



IMPACT THROUGH CONNECTION
TOGETHER BUILDING SUSTAINABLE PROSPERITY

WEConnect
INTERNATIONAL

Appendix

- 2025 Events
- Collaboration history slides follow
- WEConnect Membership Rates
- [WEConnect Resources](#)

Buyer Training: Impact Sourcing

- Extend invitation to your corporate buyers
- Note no translation services, native language only
- Mexico: 15 people attended
- Brazil: Cancelled due to 1 in attendance
- Contact Camila directly for individual corporate buyer training, if needed



WEConnect
INTERNATIONAL

IMPACT SOURCING TRAINING

AUTOMOTIVE & MANUFACTURING SECTOR

April 15 | 11-12 p.m. Mexico City time/CST | Virtual

Join our **Impact Sourcing Training for Buyers in the Automotive & Manufacturing sectors in Mexico**. In this one-hour event, you will learn more about the efforts multinational companies are making to include small and diverse businesses in their supply chains, as well as best practices in the sector. **Don't miss it!**

¡Estás invitado a participar en el **Entrenamiento en Compras de Impacto para profesionales de los sectores Automotriz y Manufactura en México!** En este encuentro, brindaremos más detalles sobre los esfuerzos de las corporaciones multinacionales para incluir empresas pequeñas y diversas en sus cadenas de valor, incluyendo mejores prácticas en el mercado. **¡No te lo pierdas!**



WEConnect
INTERNATIONAL

IMPACT SOURCING TRAINING

AUTOMOTIVE & MANUFACTURING SECTOR

April 16th | 2-3 p.m. BRT | Virtual

Join our **Impact Sourcing Training for Buyers in the Automotive & Manufacturing sectors in Brazil**. In this one-hour event, you will learn more about the efforts multinational companies are making to include small and diverse businesses in their supply chains, as well as best practices in the sector. **Don't miss it!**

Você está convidado a participar do nosso **Treinamento sobre Compras de Impacto para Compradores dos setores Automotriz e Manufatura no Brasil**. Nesse encontro, explicaremos detalhes sobre o movimento de grandes corporações para incluir empresas pequenas e diversas em suas cadeias de valor, incluindo boas práticas de empresas líderes no setor. **Não perca!**

LATAM Collaboration Survey Update (Jac & LaTara)

Review proposed survey (Camila)
Discuss changes (All)

Survey Content

- 1. Purchases:** Does your company purchase goods and/or services from LATAM countries? (check all that apply – Mexico & Brazil)
- 2. Women-Owned Business Identification and Global Tier II Spending in LATAM countries:** How do you identify women-owned businesses in your supplier database? Does your company have targets for Global Tier II spending (spending with your suppliers' suppliers) with diverse suppliers? Please briefly explain your Global Tier II program, if applicable.
- 3. Global Tier 1 Diverse Spend and Future Focus:** What was your Tier 1 suppliers' total diverse spend in Latin America and the Caribbean (Mexico and Brazil) in 2024? Which country in the region is most important for your company's future diverse spending with women-owned businesses?
- 4. External Challenges and Tier 1 Supplier Diversity:** What is the biggest external challenge to diverse procurement for your organization? Do you encourage your Tier 1 suppliers to develop their own Supplier Diversity and Inclusion targets?
- 5. Products and Services from Diverse Suppliers:** What types of products and services does your company procure from diverse suppliers, including women-owned businesses, in Latin America and the Caribbean (Mexico and Brazil)? Select the sectors most in-demand by your company from the list provided. Could you please list the diverse companies you utilize? We'd like to share this information with the Automotive Manufacturing Group, but your company name will be kept confidential and will not be directly associated with the list. Is this acceptable?

Action Items

- ~~• Send survey May 19~~
- ~~• Due Jun 9~~
- ~~• Review at International Day, Jun 22~~
- **Delayed until further notice**

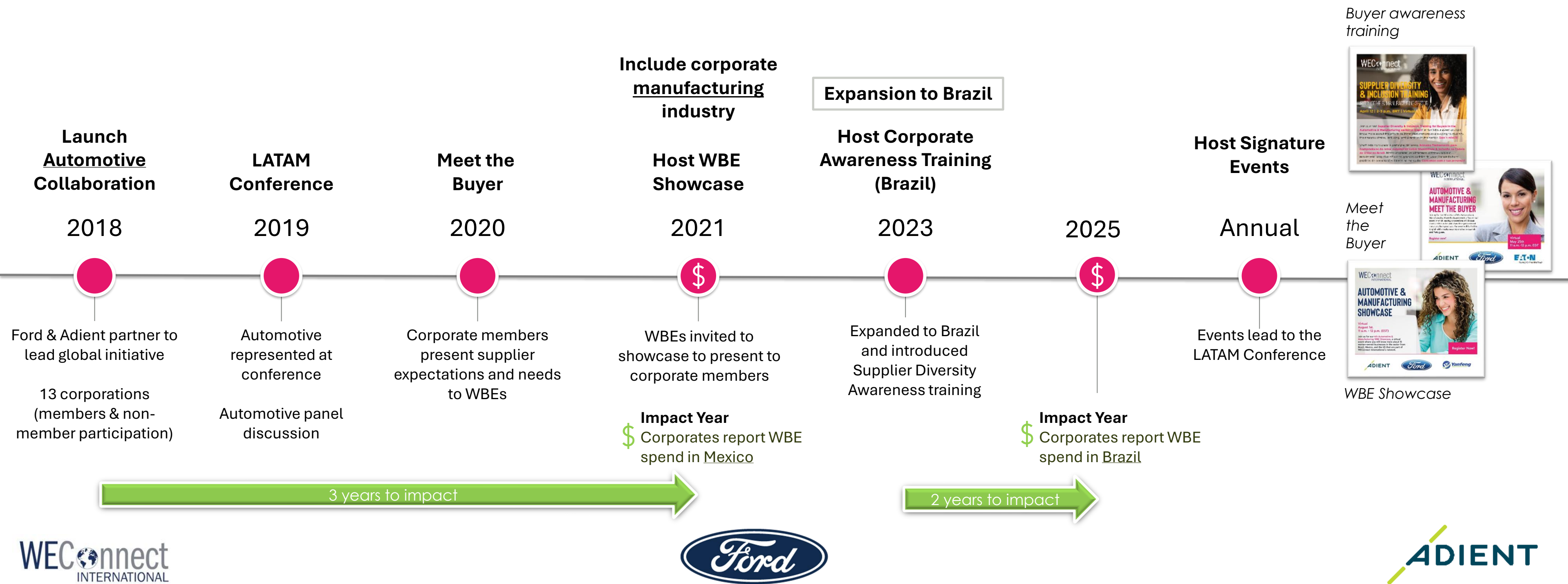
WEConnect International Membership Benefits

BENEFITS	Global Leader \$42,500	Global Advocate \$32,500	Global \$19,500	Regional \$13,000	Market \$6,500
SUPPLIER DATABASE WECommunity searchable database with 135+ countries, 10 languages, and ability to post procurement opportunities.	Global	Global	Global	1 region	1 country
CUSTOMIZED SUPPORT Capacity and needs assessment, plus strategic planning support based on organizational goals.	Up to 20 hours	Up to 15 hours	Up to 10 hours	Up to 2 hours	Up to 1 hour
STAFF TRAINING Global and/or regional webinars for member leadership and staff.	Up to 20 hours	Up to 15 hours	Up to 10 hours	Up to 2 hours	Up to 1 hour
MEET THE MEMBER One-hour session for members to meet with relevant suppliers to discuss opportunities.	6 with 1 per region	5 with 1 per region	4 with 1 per region	1 per member region	1 per member country
ANNUAL BENCHMARKING Member survey to measure against world-class inclusive sourcing programs.	Yes	Yes	Yes	Yes	Yes
DATA SCRUB Assessment of current member suppliers to identify WEConnect International Certified or Registered suppliers.	10,000 suppliers	7,500 suppliers	5,000 suppliers	2,500 suppliers	1,000 suppliers
GLOBAL MEMBER CALLS Monthly updates and best practices sharing.	Yes	Yes	Yes	-	-
REGIONAL ADVISORY COUNCILS Help shape regional strategy, plus local monthly updates and best practices sharing.	6 regions	4 regions	2 regions	1 region	-
TOOLKITS Specialized tools--template policy language, outreach letters, methods for tracking spend with women-owned suppliers, etc.	Yes	Yes	Yes	Yes	Yes

Global Supplier Diversity Collaboration

Automotive & Manufacturing in LATAM

Mission Statement: To empower and expand industry-related WBEs by identifying regional corporate needs, fostering interest in the automotive & manufacturing sectors, and providing targeted education to councils, corporates, and WBEs



2024 Activities

Supplier Diversity Awareness Buyer Training April TBD

- ✓ APR 16, 1 pm ET - Brazil (**WECONNECT**) virtual, language: Portuguese; hosted by WEConnect; target audience buying teams responsible for sourcing in Brazil
- ✓ APR 17, 1 pm ET- Mexico (**WECONNECT**) virtual, language: Spanish; hosted by WEConnect; target audience buying teams responsible for sourcing in Mexico
- ✓ Meeting invites sent, includes flyer (**WECONNECT**)
- ✓ Review training deck (WEConnect with committee) - COMPLETE

• Meet the Member Brazil & Mexico May TBD (**WECONNECT**)

- ✓ Sponsors: Adient, Ford, Dana, Yanfeng—splitting the invoice (60 min.) of \$1,800 between sponsors \$450ea; sponsor logos included on event communications
- ☐ Presenters: Adient, Ford, Yanfeng, Eaton, Magna
- ☐ Slides due by MAY 23 EOD
- ☐ Promote WBE attendance & registration, 66 registered

WBE Showcase Aug TBD (**WECONNECT**)

- ☐ Corporate members identify WBE to invite – Complete
- ☐ Send Camilla your corporate opportunities/needs for Mexico & Brazil – Complete
- ☐ Send WBE Showcase event flyer to buying teams to register – CAMILLA, CORPORATE MEMBERS
- ☐ WBE applications received: 19
- ☐ WBEs selected: 10 (5 Mexico, 5 Brazil)

Matchmaker Events TBD

- ☐ Sao Paulo, Brazil
- ☐ Mexico?

International Day June 23? -

- ✓ Plan 2025 Automotive/Manufacturing tables? Paige to advise
- ✓ Invite WEConnect WBEs to event and WBENC Conference – CORPORATIONS

LATAM Conference TBD (**WECONNECT**)

- ☐ Need to send invite with registration
- ☐ Send sponsorship package
- ☐ Develop an automotive/manufacturing industry session
- ☐ Confirm Corporate speakers: Adient (Miguel Martinez), Ford Isabel Tapia)
- ☐ Target WBEs to visit with automotive/manufacturing corporations

WEConnect Newsletter – Include LATAM Update (Quarterly)

- Overview of the Auto/Manuf Industry group
- WBE showcase update
- Article on the value of portals (WBE-branded newsletter)
- Length to contract awards topic

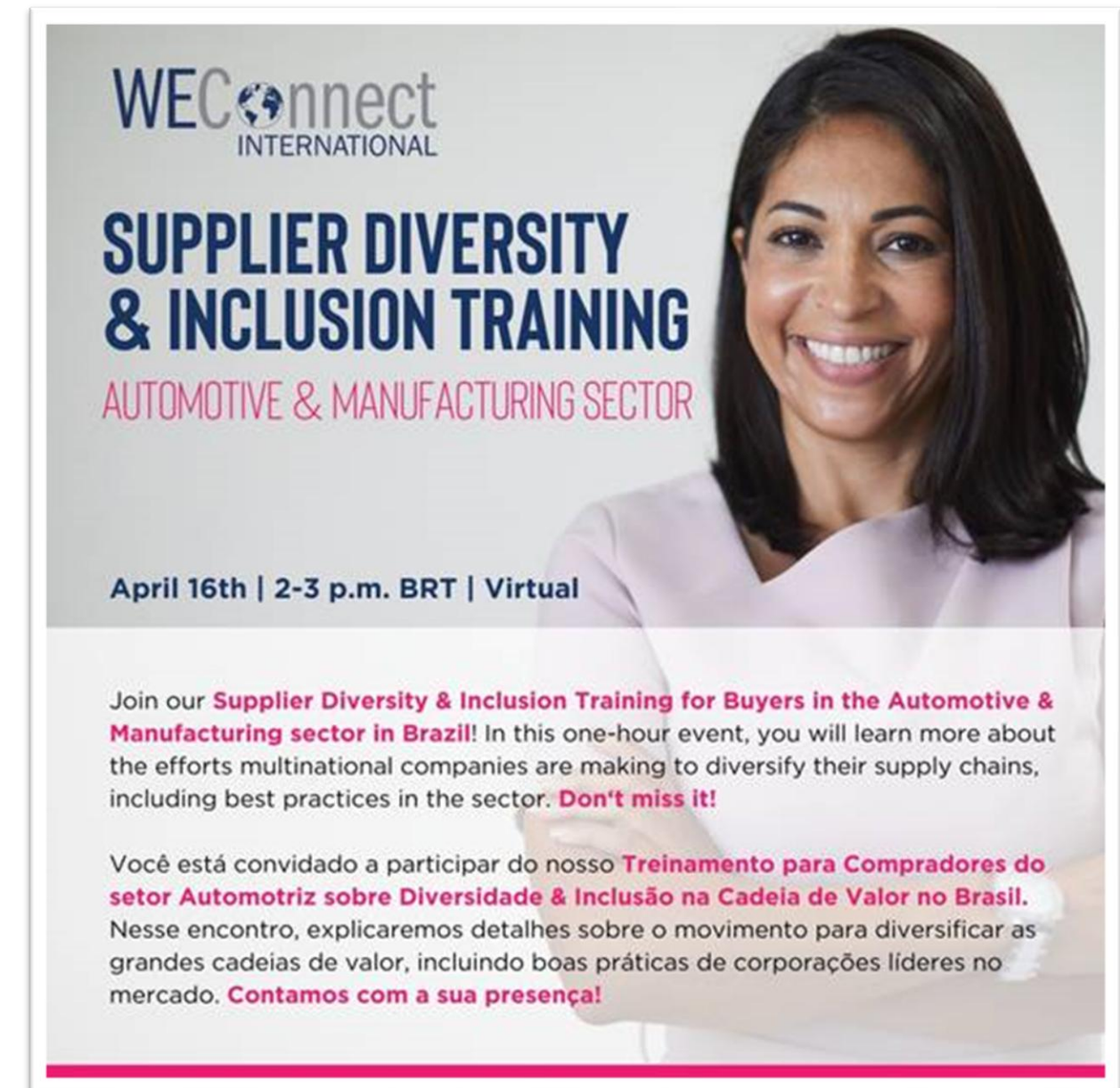
Supplier Diversity Buyer Awareness

Example

Agenda

- Business case in Brazil / Mexico
- WEConnect International overview
- Integrare overview (Brazil only)
- Buyer Next steps:
 - Understand supplier ownership (51% or more women owned)
 - Share diverse ownership findings with certifying council
 - Leverage councils' services to identify diverse-owned suppliers in your supply base
 - Utilize council's to identify WBEs for opportunities

Presentations in local language



Corporate Engagement

2023: 13 Brazil

2024: 27 Brazil, 14 Mexico; corporates: Adient, Ford, Eaton, Nissan, S&C Electric, Stellantis, Dana, Nippon Seiki, Vanderlande, Yanfeng, Magna

Meet the Buyer

Example

Agenda

WEConnect

Welcome
Overview
WBE Value certification
Event moderator

Corporate Members

Share corporate overview & locations in-country
Supplier expectations and needs
How to connect

Closing

Q & A
Next steps (upcoming events)
Invite to complete survey for showcase, include link to survey

Presentations in native language with translation services paid by corporate sponsors



WEConnect
INTERNATIONAL

AUTOMOTIVE & MANUFACTURING MEET THE BUYER

Join us for the 4th edition of the Automotive & Manufacturing Meet the Buyer event, a free virtual event in which leading corporations will discuss trends in the sector and share their procurement needs and best practices. The event will be held in English with simultaneous translation to Spanish and Portuguese.

Register now!

Virtual
May 25th
11 a.m.-12 p.m. EDT

ADIENT  **EATON**
Powering Business Worldwide

Engagement

2021: 101 attendees, 7 corporates presented
2022: 90 attendees, 5 corporates presented
2023: 53 attendees, 4 corporates presented
2024: 66 attendees, 4 corporates presented

2024 Meet the Buyer - Feedback

100% of the WOBs believe the event complied with their knowledge and connections expectation

86% of the WOBs were **very satisfied** with the information provided by the member buyers

14% of the WOBs were **satisfied** with the information provided by the member buyers

57% of the WOBs **strongly agree** that the event increased their access to buyers and their supply chains

43% of the WOBs **agree** that the event increased their access to buyers and their supply chains

- “Excellent opportunity and event”
- “Offered opportunity for Brazilian companies to present their services”
- “We had the opportunity to ask questions and also hear a brief description of the companies, but the buyers focused their presentations on directing us to their supplier portals”

Corporate Discussion:

Ideas to address portal comment above

- Add conversation on the value of Portal to 2025 event
- Prepare discussion on this topic / 1 slide prior to corporate overviews presented by corporate members
- Portals start the engagement process
- Language barriers? Translation available on portals?

Some WBES do not attend because they heard nothing back from Corporates

1. Need to educate WBEs about the timing of contracts; patience and persistence
2. Length of introductions to contract – (3yr to 8 yrs); different corporate members attending,



WBE Showcase

Example

Agenda

WEConnect

Welcome
Overview
Event moderator

WBE Presentations

Share capabilities
How to connect

Closing

Q & A
Next steps (upcoming events)

Presentations in native language with translation services paid by corporate sponsors

WBEs are selected through an application process



AUTOMOTIVE & MANUFACTURING SHOWCASE

Virtual
August 1st.
11 a.m. - 12 p.m. (EST)

Join us for our **4th Automotive & Manufacturing WBE Showcase**, a virtual event where you will know more about 15 women-owned businesses in the sector from Brazil, Mexico, and the US that are part of WEConnect International's network.

Register Now!





Engagement

2021: 77 attendees, 22 WBEs presented
2022: 92 attendees, 17 WBEs presented
2023: 24 buyers, 14 WBEs presented
2024: 32 buyers, 11 WBEs presented

WBE Showcase – August 8th

Mexico

1. IHC
2. Di Carmo
3. Isodrop
4. SSSR System Solutions
5. Dithum
6. Sinterq

Brazil

1. Setin & Stoyan Equipamentos de Energia Solar Ltda
2. TothBeTreinamentos
3. Tree
4. Obratec
5. CELA

Presenting in native language with translation

Presenting order: 1) Brazil and 2) Mexico in alpha order

Mention approx. time start for Mexico WBEs – Camilla

Q & A to follow after presentations

International Day – draft working agenda

8:00am – 4:30pm

- Kick-off & Welcome
- History & Vision for WEConnect International
- Industry Group Session for Member Buyers
- WBE Breakout – TBD
- WBE Breakout – TBD
- Coffee Break
- Economic Update
- WBE Success – Showcase partnership
- Lunch
- 1:1 Meetings – Participants will schedule through WEConnect International app (self-directed MatchMakers)
- Networking Lounge
- Women-Owned Logo: How to Leverage
- Pitch Session – Focus on Innovation in Business
- “TED Talk” Keynote
- Wrap-Up

Corporates attending?

6:00 – 7:30pm

- Networking Reception

WEConnect Updates

Industry Connect event – May 28th (virtual)

91 WOBs/WBEs from Brazil and Mexico enrolled so far

Confirmed speakers: Adient, Eaton, Ford, Stellantis, Tenneco, Volkswagen, Yanfeng, ZF,

Call to action: Anyone else interested in splitting the translation costs with Adient, Ford and Stellantis?