Become a Supplier Ecosystem Partner

2027 PARTNERSHIP & SPONSORSHIP OPPORTUNITIES

A Message from our CEO



Building a Stronger Supplier Ecosystem Takes All of Us

At Aventi Enterprises, we believe strong businesses create a strong supply chain leading to a stronger economy. Yet, across our economy, the supplier pool is shrinking as small and mid-sized businesses face increasing challenges in competing for government and corporate opportunities. For buyers, this means fewer qualified vendors. For small businesses, it means contract opportunities may remain out of reach.

At Aventi, we are working on changing that.

Through supplier development, contract readiness training, and meaningful engagement with procurement professionals, we equip businesses in Ohio and throughout the U.S. with the knowledge and connections to compete and acquire contracts. Since 2019, we have trained over 1,500 businesses and secured more than $9M in capital and contracts. We serve a variety of industries, including professional services, food service, janitorial, construction, healthcare, and IT, with businesses generating an average revenue of $1.8M.

While we have made some progress, we recognize that reversing the decline in supplier participation is not something Aventi, or any single organization, can accomplish alone.

Building a stronger supplier ecosystem is a shared responsibility. It requires the commitment of corporations, government agencies, financial institutions, business organizations, and community leaders who recognize that developing capable suppliers benefits everyone.

That is why we are looking to partner with organizations like yours to strengthen the supplier ecosystem. These opportunities invite organizations to become part of the solution by investing in supplier education, supporting important conversations about procurement, celebrating business achievement, and advancing supplier engagement.

The businesses we develop today will help shape the economy of tomorrow.

I invite you to join Aventi as a Supplier Ecosystem Partner. Together, we can build stronger suppliers, expand opportunities, and create a more sustainable business community.



Deonna Barnett
CEO & Managing Director
Aventi Enterprises, LLC

Our Supplier Ecosystem Initiatives for 2027

Supplier Education & Training

Revenue range of participating businesses: $75k - $2M

Preparing small and mid-sized businesses for contract opportunities through structured training both online and in-person.

Includes: How to Grow Your Business with Contracts webinars, monthly Contract Growth Workshop, proposal writing clinics, and other capacity-building education.

Estimated Participating Businesses: 125- 150



Aventi training program at Aventi's Corporate Office.

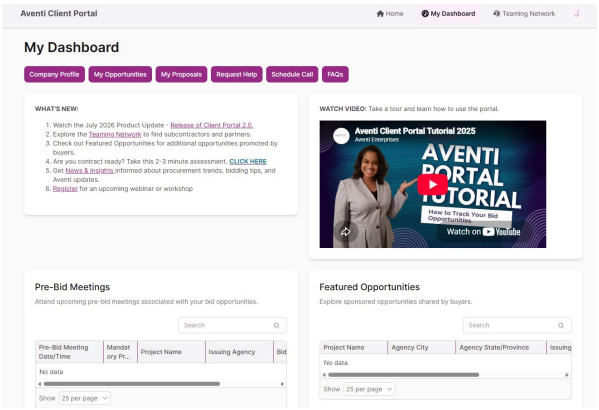
Contract Acquisition Services

Revenue range of participating businesses: $500k - $20M

Connecting businesses with contract opportunities, building buyer relationships, and navigating procurement requirements to respond to government and corporate contracting opportunities.

Includes: Bid Search Services, bid assessments, proposal writing and review, and bid management.

Estimated Participating Businesses: 50 - 65



Aventi Client Portal to post bid opportunities, resources, and a teaming network for suppliers.

Supplier Insights Forum

A signature convening of business leaders, buyers, procurement professionals, and supplier development stakeholders to discuss challenges, emerging opportunities, and shared responsibility for building a stronger supplier ecosystem.
Proposed Date: April 13, 2027
Proposed Location: Creekside Event Center, Gahanna
Cost to Attend: $35
Estimated Attendance: 75 – 100



2026 Supplier Insights Forum at Aventi's Corporate Office

2025 Performance See our 2025 Supplier Impact Report

Activity	Result
Training Participants	330+
Contract Acquisition Clients	35
Contracts Secured	$1.4M
Proposal Win Rate	58%

Partnership Opportunities

Our strategic partnerships create mutually beneficial opportunities to share expertise, connect suppliers with buyers, and support business growth. Partnerships do not require financial investment but rather a committed responsibility to support the work of Aventi.

Supplier Education Partner

For chambers of commerce, membership associations, economic development organizations, and business networks that welcome Aventi to deliver introductory contract-readiness workshops to their members or affiliated businesses.

- Collaboratively select relevant training topics and coordinate an Aventi-led session.
- Promote sessions, assist with registration, and designate a coordination contact.

Buyer Partner

Share public contracting opportunities, procurement forecasts, supplier requirements, and participate in supplier engagement activities. Ideal for organizations that purchase goods and services, manage supplier networks, or want to expand their access to qualified small and mid-sized businesses.

- Submit relevant public solicitations, upcoming contracting opportunities, or procurement forecasts for Aventi to share through its Client Portal at least quarterly.
- Share supplier registration instructions, qualification requirements, procurement procedures, or relevant resources.
- Participate in a supplier networking event, buyer information session, or procurement discussion hosted by Aventi
- Communicate categories of goods and services the organization purchases and areas where additional qualified suppliers are needed.
- Designate a procurement or supplier engagement contact who can coordinate with Aventi

Referral Partner

Refer businesses to Aventi that need contract readiness training or support responding to contract opportunities. Ideal for organizations and professionals that regularly work with small and mid-sized businesses.

- Refer at least five businesses that could benefit from Aventi's Supplier Education or Contract Acquisition Services.
- Share relevant Aventi programs, training opportunities, or contracting resources with the partner's business network.
- Identify one company representative responsible for coordinating referrals, communicating with Aventi, and maintaining the relationship.

Partner Benefits:

All partners receive the following benefits:

- Recognition as a partner on the Aventi website homepage
- Company listing in the Resource Directory of the Aventi Client Portal
- Recognition as a partner in Aventi’s Small Business Briefing e-Newsletter
- Welcome announcement highlighting the partnership on Aventi's LinkedIn and Facebook pages.
- Invitations to selected Aventi networking events, Supplier Insights Meetings, and supplier engagement activities.
- Opportunity to share approved business resources, articles, or educational materials on Aventi's Client Portal.
- Recognition in Aventi's annual Supplier Impact Report under Strategic Partners.

Sponsorship & Advertising Opportunities

Aventi's Sponsorship and Advertising Opportunities provide organizations with meaningful ways to increase brand visibility through the Aventi network and support the development of a stronger supplier ecosystem. These opportunities allow organizations to connect with small/mid-size businesses, procurement professionals, and supplier development leaders while demonstrating their commitment to economic opportunity.

Training Sponsor | $1,500 annually

Ideal for: Banks and credit unions, large corporations with supplier development programs, insurance and bonding companies, construction and engineering firms, accounting and financial advisory firms

A year-round sponsorship with company visibility across Aventi's learning and engagement activities.

- Company recognition during twelve (12) How to Grow Your Business with Contracts webinar and twelve (12) Contract Growth Workshops, including company logo on shared sponsor slides and online registration.
- Company listing in the Supplier Resource Center on the Aventi Client Portal.
- Company logo and mention in the 2027 Supplier Impact Report.
- Company listing and website link on Aventi's website homepage and Small Business Briefing e-newsletter
- Complimentary Contract Growth Workshop registrations ($179 each) for three (3) suppliers of your choice.

Supplier Insights Forum Sponsor | $1,000 per event

Ideal for: Corporations with procurement departments, construction and engineering companies, utilities and energy companies, financial institutions, procurement and supply chain consulting firms

Supports Aventi's signature discussion on supplier challenges, procurement opportunities, and collaboration among ecosystem stakeholders.

- One table sponsorship and two complimentary registrations.
- Verbal acknowledgment during the event as an event sponsor.
- Company logo on event registration materials, selected promotions, shared signage, and sponsor slides.
- One event-related newsletter acknowledgment and one social media acknowledgment.
- One half-page advertisement (7.5" x 5") in the 2026 Supplier Impact Report.

Small Business Briefing Advertiser | $150 per issue

Ideal for: Banks, credit unions, financial service providers, insurance and bonding companies, accounting, legal, and business consulting firms, technology, payroll, and HR service providers, and more.

Reach small and mid-sized business owners and professionals interested in government and corporate contracting through Aventi's newsletter. To maximize visibility, **advertising is limited to two advertisers per issue**, with placements available on a first-come, first-served basis. Email list currently consists of 4,200+ subscribers.

- Opportunity to promote services, special offers, events, or business resources.
- Clickable advertisement linking readers to the advertiser's website or landing page.
- Flexibility to select preferred publication dates, subject to availability.

Join the Supplier Ecosystem

Aventi welcomes a conversation to discuss a partnership that best aligns with your organization's priorities.

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