SUPPLIER IMPACT REPORT 2025

Measured Outcomes of Supplier Development, Contract Readiness, and Market Access



AVENTI ENTERPRISES

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LETTER FROM THE CEO



DEONNA BARNETT
CEO & Director of Consulting

2025 marked a pivotal year of expansion, brand maturation, and ecosystem leadership for Aventi Enterprises. We strengthened our role as a premier business development and contract advisory partner for small-to-mid-sized businesses across Central Ohio and beyond. Through an integrated approach combining supplier development, contract acquisition, innovation programming, and strategic advisory, Aventi supported hundreds of businesses in improving market readiness, pursuing contracts with confidence, and positioning for long-term scalable growth.

With growing engagement from public agencies, corporations, entrepreneurs, and community partners, Aventi closed the year with increased demand for services, expanded programming, and a stronger commitment to building contract-ready business ecosystems.

PERFORMANCE OVERVIEW

In 2025, Aventi delivered a year of measurable impact, affirming our position as a leading strategic advisory firm for business growth and contract acquisition. We established our GROW™ framework (Guide, Refine, Optimize, Win), supporting hundreds of businesses across Central Ohio and beyond in strengthening market readiness, increasing bid participation, and accelerating sustainable growth.

Aventi made a deliberate and strong commitment to contract acquisition, providing over 2,200 hours of consulting support to clients and doubling our proposal writing services to meet growing demand. This focused effort produced tangible results including more than $1.4 million in contracts awarded, a 200% increase from two years ago in 2023.

With the introduction of contract readiness training and more than 350 qualified bid opportunities matched through our enhanced bid search services, we are positioned for expanded impact in 2026.



$1.4M +

Total Contract Awards Reported

$109K

Average Contract Size

SUPPLIER PROFILE

SUPPLIER OVERVIEW

61
businesses receiving contract support services

$37.6M
revenues reported

$1.1M
average revenue reported

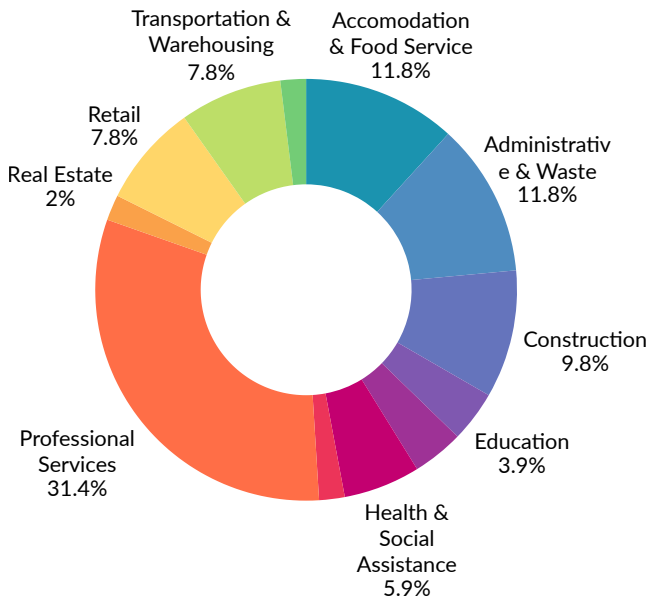
82%
minority-owned

80%
woman-owned

REVENUE BY INDUSTRY

Industry	Annual Revenue
Accomodation & Food Services	$10,539,205.00
Construction	$7,845,277.00
Professional Services	$7,796,728.00
Healthcare & Social Assistance	$3,555,295.00
Retail	$3,159,369.00
Transportation & Warehousing	$2,420,000.00
Administrative & Waste	$1,154,597.00
Other	$489,939.00
Education Services	$291,654.00
Finance & Insurance	$95,000.00
Real Estate	$20,000.00
Manufacturing	Not Reported
Grand Total	$37,367,064.00

SUPPLIERS BY INDUSTRY



SUPPLIERS BY LOCATION





CONTRACT READINESS

Aventi launched its contract readiness virtual training portfolio equipping businesses with the financial, operational, and strategic capabilities required to compete and perform in government and corporate procurement. Throughout 2025, Aventi hosted an informational webinar, How to Grow Your Business with Contracts & Certifications, attracting nearly 390 participants with a select number of businesses advancing into deeper engagement through the Contract Ready Workshop and the Contract Success Lab. The training has been essential in strengthening supplier development support serving businesses throughout the U.S notably Ohio, South Carolina, and Texas.

CONTRACT READY

- The Contract Ready Workshop, designed to help businesses understand procurement processes, read RFPs, conduct market research, and develop proposals, served 30 businesses in 2025.

CONTRACT SUCCESS

- The Contract Success Lab, an intensive, hands-on advisory program, supported 6 businesses in building their best offer, creating contract pipelines, and preparing to pitch to buyers.

30
Contract Ready Workshop

6
Contract Success Lab

ADVANCING SUPPLIER INNOVATION

TECH EXPLORATION PROGRAM (TECHX)

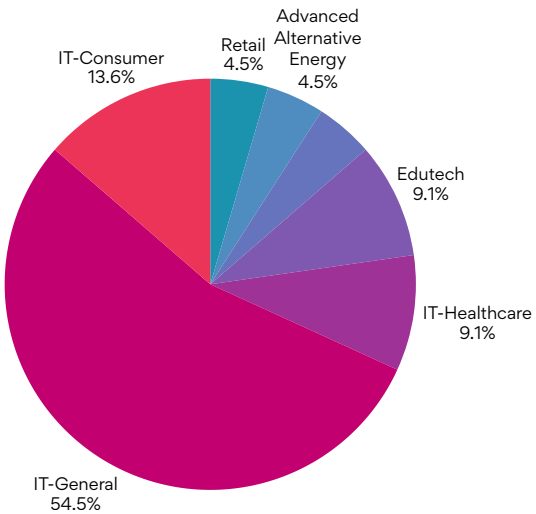
The TechX program, delivered in partnership with Rev1 Ventures and Franklin County, was created to support diverse founders in developing concepts for technology-based solutions aligned with corporate buyer needs. In its fourth year, Aventi led four cohorts focused on ideation, concept validation, and customer discovery, providing structured guidance to help founders translate innovation into market traction. In 2025, the program served 28 founders with 12 founders successfully completing. The program attracted a highly diverse participant cohort, with women comprising 71% participation and 96% represented by black and brown founders.



28
founders enrolled

12
completed the program

8
invited to work with Rev1 for venture development



CONNECTING SUPPLIERS TO OPPORTUNITIES

36
Suppliers

350+
Opportunities Matched

$58K
Average Contract Win



DRIVING MARKET ACCESS THROUGH BID OPPORTUNITY MATCHING

Aventi expanded its Bid Search Service to provide clients with consistent, targeted access to government and corporate contracting opportunities aligned with their capabilities and growth goals. Through a centralized platform, suppliers were able to view curated opportunities, track active bids, and engage in structured bid review and planning support. Over the course of the year, Aventi matched suppliers to more than 350 qualified opportunities, reducing time spent searching and increasing focus on strategic pursuits. This service strengthened supplier readiness by connecting opportunity identification with planning, compliance, and proposal execution.

PARTNERSHIPS & COLLABORATIONS

EPIC LEARNING TODAY

During Black Tech Week, Aventi Enterprises participated in the Startup House hosted by EPiC Learning Today, providing targeted guidance to founders on positioning tech products and solutions for corporate buyers. Aventi shared practical insights on enterprise readiness, value articulation, and procurement alignment to help business owners strengthen their ability to attract and engage corporate partners.





COLUMBUS CITY SCHOOLS LEDE VENDOR PROGRAM

Aventi partnered with Columbus City Schools to help strengthen their Local Economically Disadvantaged Enterprise (LEDE) program through targeted vendor outreach, certification processing, and process improvements that expanded the qualified LEDE vendor pipeline and improved compliance for district contracting opportunities.

WBEC ORV PARTNERSHIP CATCH THE WAVE CONFERENCE

Aventi Enterprises supported the Women's Business Enterprise Council at Ohio River Valley (WBEC ORV) by serving as a business coach in its Business Development Program (BDP) to emerging businesses. Aventi also served as a Silver Sponsor of their Catch the Wave Conference in August 2025, reinforcing our commitment to advancing corporate supplier development and expanding opportunities for Women Business Enterprises (WBEs) within regional and national supply chains.



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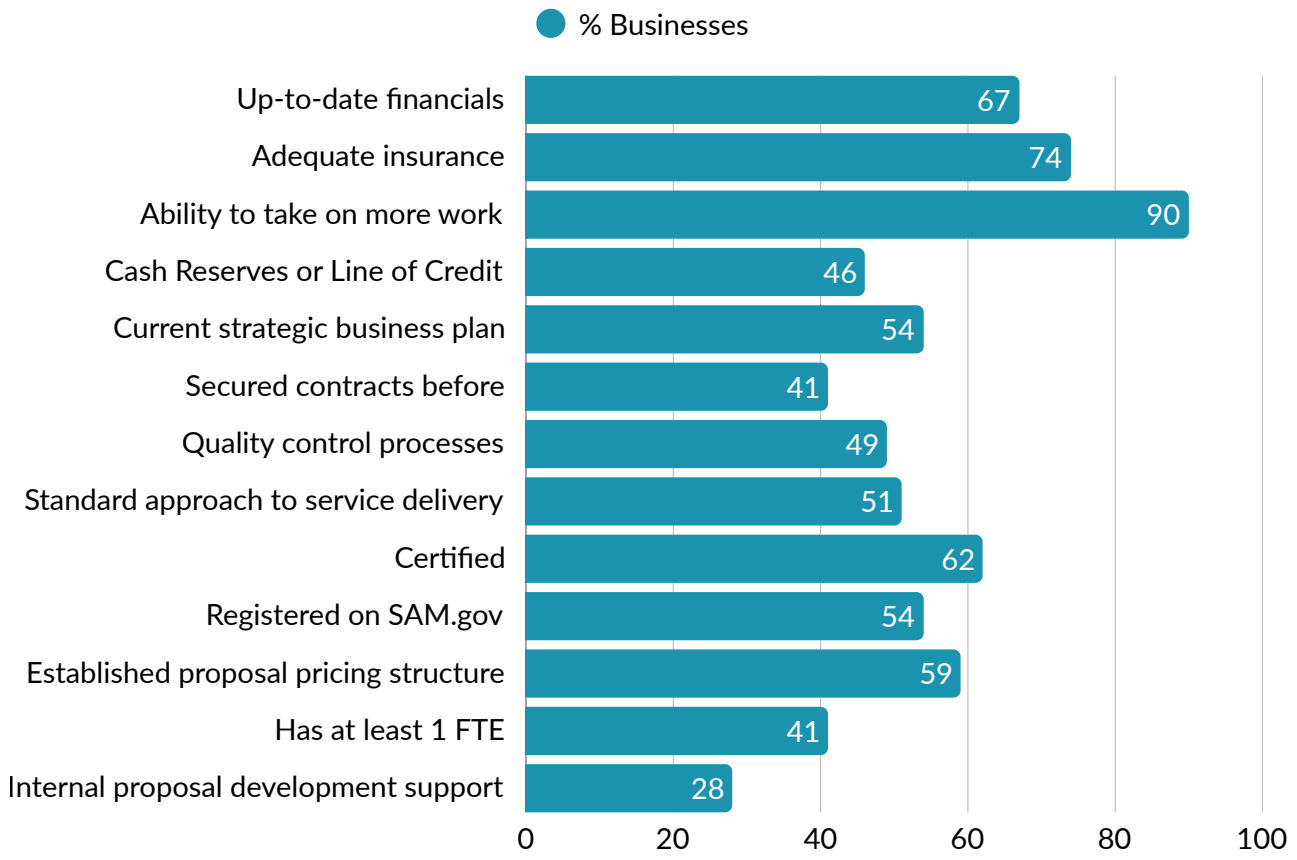
SUPPLIER INSIGHTS

READINESS IS A MAJOR BARRIER TO CONTRACT SUCCESS

While access to contract opportunities has increased through our Bid Search Service, the ability to compete effectively remains a critical challenge. Out of 39 businesses that completed our Contract Readiness Assessment, 59% had never secured a contract before, 54% did not have any cash reserves or a line of credit, 51% did not have quality control processes in place, and only 28% had internal support for contract acquisition activities.



THE POOL OF CONTRACT-READY SUPPLIERS REMAINS LIMITED

A significant gap persists between the number of businesses interested in contracting and those prepared to deliver. Out of those who completed the assessment, only 15% were considered “ready” to pursue contracts with proven past performance, financial clarity, and operational capacity. These results offer buyers a limited pool of qualified vendors. It is Aventi’s goal to strengthen this pipeline, which requires targeted development and vetting to ensure suppliers can meet performance expectations.

FUTURE OUTLOOK

FUTURE PLAN

Over the next few years, Aventi will focus on deepening its role as a national leader in contract readiness, supplier development, and contract revenue growth for small and mid-sized businesses. The organization's strategy centers on moving beyond transactional services toward scalable, systems-driven solutions that help businesses consistently pursue, win, and perform government and corporate contracts. Emphasis will be placed on expanding recurring advisory relationships, strengthening the Bid Search client portal, and increasing automation in opportunity matching, tracking, and reporting. Aventi will also continue national expansion of its training programs, serving businesses across multiple states while deepening partnerships with economic development organizations, corporations, and public agencies to support supplier pipelines.





LONG TERM

Aventi's outlook is guided by a clear objective to help businesses throughout the U.S. move from contract readiness to results. By combining advisory, technology, training, and strategic partnerships, Aventi will continue to position its clients and the broader supplier ecosystem for consistent contract success and sustainable growth.

AVENTI ENTERPRISES

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CITY OF COLUMBUS WBE WOMEN BUSINESS ENTERPRISE OFFICE OF DIVERSITY AND INCLUSION

CITY OF COLUMBUS MBE MINORITY BUSINESS ENTERPRISE OFFICE OF DIVERSITY AND INCLUSION

Ohio Certified WBE Women-Owned Business Enterprise

Ohio Certified MBE Minority Business Enterprise