



## ONE PERCENT PLUS HIGHLIGHTS

### Together As One – We Can Be The Difference.

May 28, 2024

In this edition of **Highlights**, we are pleased to feature Milton Quinn of Alpha and Omega Industries, who recently participated in the **View From the Top Discussion with Minority Business Owners at the ACCESS 2024 Luncheon**. Following the event, we asked Milton to share more about his perspective and provide insights on his journey.



#### ***Can you share a success story or milestone achieved through your commitment to the One Percent Plus Initiative?***

I've always been passionate about working with other MBE companies. I believe it's crucial to support other MBE firms, just like there were companies that helped me when I started out. One company I've worked with is DACT Way, LLC, a cleaning services company started by four young men who truly inspire me. They initially provided COVID treatment, which allowed us to maintain our offices with a staggered workday schedule. Thanks to their services, we were able to keep our workforce in the office safe, achieving a 0% exposure rate during those challenging times.

Over the years, we've taken on a mentor role with DACT Way, helping them identify new job opportunities, navigate pricing and supplier questions, and explore additional revenue sources. One of the most memorable moments for me was at the DFW MSDC E- Awards. DACT Way joined us as our guest, and I was thrilled to introduce them to various companies and organizations at the event. Thanks to those introductions, DACT Way made significant connections, some of which have turned into clients. Our commitment to expanding MBE spend and fostering relationships has profoundly influenced our perspective on companies around us and our investment in the future of MBE presence.

#### ***Milton, what recommendations do you have for organizations seeking to overcome internal or external challenges in advancing supplier inclusion initiatives?***

I recommend a holistic approach that includes leadership commitment, supplier development programs, and transparent metrics for tracking progress. Leadership buy-in is crucial for driving cultural change and creating a supportive environment for supplier diversity initiatives. Investing in supplier development programs—like mentorship, training, and capacity-building—can empower MBEs and enhance their competitiveness. Additionally, setting clear goals,

benchmarks, and accountability mechanisms ensures that supplier inclusion initiatives are effectively implemented and sustained over time.

Moreover, MBE spend should be a fundamental part of every MBE's strategy. It's hard to hold clients and majority companies accountable for supplier inclusion goals if MBEs themselves aren't seeking opportunities to support each other. When MBEs do business with one another, they demonstrate the importance of programs that increase representation, create job opportunities, and provide economic advancement for historically underrepresented groups, including racial minorities, women, veterans, and members of the LGBTQ community.

***What impact has supplier diversity, particularly through the One Percent Plus initiative, had on your organization's profitability?***

Supplier diversity, particularly through initiatives like the One Percent Plus program, has had a positive impact on our organization's profitability. By diversifying our supplier base and fostering competition among suppliers, we've been able to negotiate favorable pricing and terms, resulting in cost savings and improved margins. Additionally, accessing new markets and customers through partnerships with diverse suppliers has contributed to revenue growth and enhanced overall profitability. My first commercial project was a collaboration between a majority company (Austin Commercial), an MBE firm (Robinson Industries), and DFW Airport.

I feel that the One Percent Plus initiative gives these types of collaborations a solid framework to structure such deals. Initiatives such as this were not present when I started my company but there have always been people and companies that advocated for inclusion and economic diversity. The One Percent Plus initiative stresses the need for MBE and Buying Entities to identify MBE companies that have the potential to grow and then provide them with opportunities that will affect their bottom line.

For more information about Alpha and Omega Industries, go to [www.ao-ind.com](http://www.ao-ind.com)

To hear more from Milton Quinn, follow him on [Milton Quinn | LinkedIn](#) or [Alpha & Omega Industries, LLC.: Posts | LinkedIn](#)

One Percent Plus substantiates the broader rationale of the need for thriving diverse communities and workplaces. Together as one – we can be the difference. Share your voice and experience to inspire others, drive change, and advocate for inclusion! To learn more about the One Percent Plus Initiative, go to <https://dfwmsdc.com/onepercentplus/>.