



PRESS RELEASE

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For Immediate Release:

New Consortium of Public and Private Entities Formed to Drive Regional Small Business Economy

Newark, Delaware, February 8, 2008 – Mike Bowman, Delaware Technology Park President and Chairman, announced today the formation of the DelACCESS Consortium to help drive regional small business growth in Delaware, Maryland, New Jersey and Pennsylvania.

The DelACCESS Consortium is a private/public partnership that focuses on driving regional small business growth through inclusive sourcing, technology and supplier diversity initiatives consistent with the purchasing and economic vitality goals of its member organizations. The Consortium, organized as a not for profit, includes representatives from government, business, academia, and the non-profit community seeking to advance socially responsible economic development and sustainable business growth in the Delaware region. The startup of the DelACCESS Consortium was funded by the U.S. Department of Commerce, the State of Delaware, New Castle County, Delaware State University, Lockheed Martin-MS2, DX-CEEDS, and the Delaware Technology Park.

Utilizing a hi-touch, hi-tech approach, the Consortium has two primary service areas, Supply Chain Management and Small Business Innovation Research (SBIR). These two service areas enable core members to gain operational efficiencies through bundled purchasing, strategic sourcing, best practices research and employee education initiatives while also leveling the playing field for all small businesses, inclusive of minority-owned and women-owned businesses. DeIEXCHANGE is one of the key technology tools offered exclusively through the Consortium. Within the supply chain service area, DeIEXCHANGE B2B Exchange enables core members to efficiently distribute bid opportunities to a broad range of small businesses based on North American Industry Classification Codes. Within the SBIR service area, DeIEXCHANGE SBIR enables core members to efficiently distribute strategic partnering opportunities to high tech small businesses.

Mike Bowman, Chairman and President of the Delaware Technology Park and a board director of the DelACCESS Consortium said, "Small companies account for almost 85% of employment and are viewed as the innovators in the region; however, they depend on revenue from larger corporations and institutions. Better connections between these sectors through the education and business processes of DelACCESS Consortium will yield enormous economic benefits for all."

Chris A. Coons, New Castle County Executive said, "Creating more opportunities for small and disadvantaged firms to do business and to grow successfully in New Castle County is a top priority of my administration. DelACCESS will be a strong partner with New Castle County to advance this objective. I'm pleased that two of my most valuable team members have taken a leading role in launching and directing DelACCESS."

Yvonne A. Gordon was elected the Chairman of the Board of Directors of the DelACCESS Consortium. In addition to Yvonne Gordon (New Castle County), other members of the Board and advisors include: J. Michael Bowman (Delaware Technology Park), L. Jay Burks (State Office of Management and Budget), B. Daniel DeMarinis (MITRE), Gary Fullman (City of Wilmington), Karl Kalbacher (New Castle County), William McFarland (Lockheed Martin), and Amir Mohammadi (Delaware State University).

For more information go to www.delaccess.org
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