

How to Do Business with Highmark, Tuesday, October 8, 2013

Evaluation Summary (3 pages)

28 Attendees

16 Completed Evaluations

Businesses / Professions represented

Ad Specialties & Corporate Gifts
Businesses / Professions Represented
Civil Engineering
Commercial Pest Control
Construction (3)
Contract Furniture (2)
Engineering
Health Insurance
IT Consulting
Janitorial Supplier
Management Consultant
Non-profit crime prevention
Office Supplies, furniture & flooring
Promotional Merchandise & Graphic Design

1. Are you a member of the African American Chamber of Commerce? **100% Yes**

2. How would you rate the overall presentation?
(1 the lowest to 5 the highest) **4-13% 5-87%**

3. How would you rate the presenters: (1 the lowest to 5 the highest)

Randy Staggers	4 - 6%	5 - 94%	Alex Sciulli	4 - 6%	5 - 94%
Lanee Benton	4 - 18%	5 - 82%	Tynina Lucas	4 - 18%	5 - 82%
Darin Smith	4 - 18%	5 - 82%	Lisa Fitting	4 - 37%	5 - 63%

4. Which part of the presentation was of the most interest to you?

- The description of the departments
- Expansion plans
- Business organization and need
- Subjects related to IT
- Randy and Lanee
- Information about how to secure business in areas that are different from our current contract
- Learning about the process of procurement
- Engineering and consulting
- All
- Alex Sciulli
- Lisa Fitting/Marketing
- Construction
- Construction
- Alex Sciulli, Darin Smith

5. After today's session, are you more or less interested in doing business with Highmark?
More – 100%

6. Did today's session meet your expectations?

Yes – 100%

- Provided an overview of the business and needs
- Very complete and direct
- Because it actually told how to do business with Highmark
- Gave me further information
- Helped me better understand Highmark
- Beyond face-to-face
- Clearly defined expectations
- Learned how we can do more business
- Information
- Answered questions that I had, plus things that I didn't know about
- Clarified M.O. of Highmark

7. Which other company/organization would you like to know "How To Do Business With"?

- Foundations that offer grants
- UPMC (3)
- Bayer Corporation
- Alcoa (2)
- PPG
- IT Related
- PNC
- Other side – The hospitals

Comments

- Excellent workshop
- Very informative
- Great session
- Meeting was well organized
- Very informative session
- Excellent

