



YING MCGUIRE

PASSION VISION IMPACT

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EXECUTIVE LEADERSHIP

National Minority Supplier Development Council: CEO & President

Technology Integration Group: Global Vice President
Dell Technologies: various leadership roles in Marketing, Procurement, Operations, and Business Diversity.

NON-PROFIT BOARD

Billion Dollar Round Table: Board Member

Southwest Minority Supplier Development Council: Chairwoman of the Board
Greater Austin Asian Chamber of Commerce: Founding Board Member
George H.W. Bush Foundation for US-China Relations: Advisory Board

GOVERNMENT ADVISOR

United States Investment Advisory Council: [Council Member](#)

SBA - The Council On Underserved Communities: [Council Member & Chair of Access to Contract & Purchasing Subcommittee](#)

BOARD PROFILE

Multicultural, multilingual, and multidisciplined in corporate strategy, P&L management, global expansion, supplier and cost rationalization, and business diversity, Ying McGuire has over **15 years executive leadership experience** spread across a Fortune 50 tech firm, a mid-market IT firm, and a large nonprofit.

A passionate, visionary and impact driven **community and non-profit leader, and a trusted government advisor**. Skilled in facilitating public, private, and nonprofit partnerships, fostering collaboration, organizational alignment, and driving lasting impact. Ying is an inspirational storyteller; inspiring action while setting audacious goals that push her teams to achieve beyond their own expectations.

BOARD COMPETENCY & CAREER HIGHLIGHTS

Corporate Strategy: facilitated corporate strategic planning and developed transformational strategic plans for a Fortune 50 firm, several mid-market firms, several startups and nonprofit.

Global Expansion: grew a global business profitably from <1% to 20% of company revenue through a combination of organic growth, merger & acquisition, and strategic alliances; broad and deep relationships and market knowledge in Americas and Asia markets.

Supplier & Cost rationalization: delivered a total of \$7 billion structural material cost savings and \$1 billion tax savings.

Supplier and Business Diversity: grew annual procurement spend with diverse suppliers from \$640M to \$3 billion between 2007 to 2011 and mentored diverse CEOs on global expansion.

Public Policy: partnered with executive and legislative branch in advancing small businesses and minority owned businesses; testified to the Committee on House Financial Services Diversity and Inclusion Subcommittee advocating for minority business enterprises.

THE JOURNEY

Following the Tiananmen Square incident in China, Ying packed up her life into one suitcase, arrived in Los Angeles with little English and \$1,000 to her name, but she had a promise she held in her heart: the American Dream.

She imagined what would later manifest as a reality: higher education, respect in corporate America, opportunity to be an entrepreneur, the freedom to vote and express herself, and representation on government and nonprofit boards.

In 2020, after witnessing the outcry of racial injustice, her vantage point of America's social and economic state drastically changed: unfortunately, opportunities that helped her get here today are not a reality for far too many people of color in this country. In 2021, Ying transitioned from tech industry to nonprofit leading the most prominent minority business development organization. Her renewed American dream is to help entrepreneurs of color actualize their American dream and enable equal access to wealth-building opportunities.

PROFESSIONAL EXPERIENCE

NATIONAL MINORITY SUPPLIER DEVELOPMENT COUNCIL (NMSDC), NEW YORK/AUSTIN *CEO & President, Board Member & Board Officer*

NMSDC® is America's most influential and successful minority business development organization governed by a 31-member board of directors and supported by more than 1,700 corporate members and 18,000 certified minority business enterprises (MBEs). It consists of a national office in New York, 23 regional affiliates, 9 international affiliates, and NMSDC Business Consortium Fund. Ying was appointed by the board of directors as NMSDC's first Asian American CEO.

- Responsible for developing and executing NMSDC's strategic plan to reach \$1 trillion in annual revenue for NMSDC certified MBEs.
- Leading organizational transformation through driving alignment on purpose, strategy, structure, and culture, as well as through digital transformation, brand elevation, and public policy advancement.
- Diversified revenue streams. More than doubled revenue within 24 months, enforced fiscal discipline across the organization and ensured a balanced budget.

TECHNOLOGY INTEGRATION GROUP (TIG), SAN DIEGO/AUSTIN *Global Vice President*

TIG is a leading minority owned technology solution provider with 25 offices in US, China, Canada, and a global partner network covering four continents. The Global Vice President owns all P&Ls outside of US.

- Grew international business by ~5000% through expanding China operations, acquired two Canadian companies, and formed strategic alliances across four continents.
- Led international team's transition from hardware sales to recurring revenue service sales.

DELL TECHNOLOGIES (DELL), AUSTIN *Global Supplier Diversity Leader & Procurement Leader*

Led Dell's global supplier diversity organization and an indirect procurement team in growing procurement spend with diverse suppliers and optimize cost and quality. Served as a Dell's spokesperson in the diverse business community.

- Drove \$3 billion annual procurement spend with diverse suppliers resulting in the induction of Dell into the Billion Dollar Round Table.

- Spearheaded the historical creation of the first supplier diversity organization in China; sponsored and mentored MBE CEOs to expand their operations globally.

Program Leader, Worldwide Operations Council

Partnered with senior vice presidents of Procurement, Product Group, Manufacturing, Information Technology, Services, and Finance to drive companywide cost savings, supply chain excellence, operational efficiency, and improve Dell's margin and tax advantage. Developed and implemented Dell's strategic and operational plans that made immediate impact to shareholders' value.

- Delivered a total of \$7 billion cost savings between 2004 to 2006.
- Planned and built overseas operations from the ground up resulting in \$1 billion tax advantage.
- Facilitated semi-annual corporate strategic planning which included performing strategic and financial analysis and driving senior vice president level forums to identify breakthrough initiatives.
- Instituted a quarterly operational review between the council and Michael Dell to ensure alignment and execution of plans.

Global Commodity Manager, World Wide Procurement

Managed global commodities during 2002-2004 SARS epidemic driven supply chain disruptions and delivered best in class cost, quality, and continuity of supply.

- Reengineered a supplier cost model, which resulted in exceeding the cost saving targets.
- Transitioned global supply manager roles from Austin to Shanghai for cost savings and continuity of supply; played a leading role in bridging business culture and language gaps during the transition.

Marketing Manager & Product Brand Manager, Americas Public

Managed marketing activities and desktop product line for the education market. Accountable for new product introduction, market research and communication, pricing strategies, and sales training.

- Directed \$1 billion annual revenue desktop product line; maintaining profitability while attaining a year over year unit growth rate of 20%.

NONPROFIT BOARD & GOVERNMENT ADVISORY EXPERIENCE

- Council Member, **United States Department of Commerce Minority Business Enterprise Advisory Council**
- Council Member, **Council on Underserved Communities, Small Business Administration**
- Council Member, **United States Investment Advisory Council, U.S. Department of Commerce**
- Advisory Board Member, **George H.W. Bush Foundation for U.S.-China Relations**
- Advisory Board Chair, **International Trade Center (ITC), a UN & WTO Joint Agency**
Board Member and Acting Board Chair, **US China Innovation Alliance**
- Board Member, **Southern California Minority Supplier Development Council (SCMSDC)**
- Founding Board Member, **Greater Austin Asian Chamber of Commerce (GAACC)**
- Founder and Co-Chair, **Texas-China Investment Summit**
- Board member, **Billion Dollar Round Table**
- Board Member & Chair, **Southwest Minority Supplier Development Council (SMSDC)**
- Board Chair, **Texas Asian Chamber of Commerce (TACC)**

EDUCATION

Thunderbird School of Global Management Phoenix, Arizona USA
Masters of Business Administration (with concentration in International Marketing)

Nankai University Tianjin, China
Bachelor of Arts (with concentration in Tourism Management)

Accenture Diverse Supplier Development Program Chicago, Illinois USA

AWARDS

- 2024 Social Impact Women to Watch, Nonprofit HR
- Minority Technology Firm of The Year, United States Department of Commerce
- CRN Top Woman Channel Leader
- Women in Technology Diversity Advocate by Ingram
- Top 25 Woman Business Leaders by MEA Magazine
- Best of the Decade, Minority Business News USA
- America's Top Diversity Advocate, Diversitybusiness.com
- Soaring Heights Award, Texas Business Alliance
- Minority Supplier Development Leader of The Year, SMSDC
- Champion of Diversity, Diversity Plus Magazine

MEDIA PRESENCE

New York Times

[The Day Rosa Santana Got Her Big Break](#)

Forbes

[Making Access To Opportunity More Equitable](#)

Inc.

[How to Make Sure the Bipartisan Infrastructure Law Leaves No Community Behind](#)

HuffPost

[Immigrant Women Leaders: Revitalizing American Meritocracy](#)

Bloomberg TV

[This is Not a Conference, It is a Catalyst](#)

[NMSDC Launches 50th Anniversary Steering Committee](#)

[NMSDC launches The Forefront 50 to recognize corporations that are leveling the playing field](#)

Black Enterprise

[Council Raises \\$5.8 Billion on the Way to \\$1 Trillion in Pledges for Minority Business Enterprises](#)

[Sustainability May get Axed Amid Recession Worries, Potentially Imperiling Corporate Pledges to Black Community](#)

NPR Marketplace

[Execs Across Political Spectrum Say DEI is Critical for Business](#)

Entrepreneur

[4 Keys to Achieve Business Success in a Time of Crisis](#)

The Business Journals

[In Her Own Words: To make a greater impact, Ying McGuire moved to major nonprofit](#)

Business View Magazine

[Actualizing the American Dream](#)

Minority Business News USA

[All Roads Lead to \\$1 Trillion](#)

[McGuire envisions Minority Business Economic Forum as Davos for MBEs](#)