

## EXECUTIVE BRIEFING

# Optimizing Corporate Supply Chains Through Verified M/WBE Infrastructure Partnerships

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**Date:** July 11, 2026

**Audience:** Enterprise Procurement Officers, Chief Supply Chain Officers, Board Members, and Corporate Supplier Diversity Leads

# Executive Summary

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Corporate procurement in 2026 faces a dual crisis that is simultaneously legal, operational, and financial. On one side, a 22% drop in public reporting of supplier diversity programs—driven by political backlash and shifting federal policy—has left procurement teams without visible data pipelines to source qualified, certified partners [1]. On the other side, a structural data gap has emerged: 80% of companies rated by EcoVadis have no documented processes for managing compliance and sustainability risks within their own supply chains [2]. The result is a procurement environment where corporations are exposed to audit failures, regulatory liability, and massive cost inefficiencies.

Desert Sun Investments LLC (DBA **Ana Connects You**), a multi-certified Minority-Owned Business Enterprise (MBE) and Women-Owned Business Enterprise (WBE), bridges this gap with precision. We provide a unified master framework that converts supplier diversity mandates into quantifiable business performance, revenue preservation, and operational resilience. By acting as a single Tier-1 prime vendor hub, we eliminate the vendor fragmentation that costs enterprises up to **\$35,000 per manual vendor onboarding** [3] and expose them to compliance failures that can cost tens of millions annually.

This briefing is the definitive guide to understanding why Ana Connects You is the most strategically sound procurement partner for enterprise buyers navigating the complexity of 2026.

## Purpose of This Briefing

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This document outlines how enterprise buyers can safely, transparently, and profitably route vendor setup and procurement onboarding through Ana Connects You. It explains how our structural alignment insulates corporations from political headwinds while meeting rigorous supplier validation, cost savings, and risk mitigation metrics. The document further details our operational model, our three specialized fulfillment arms, and the substantial financial and operational benefits of consolidating diversity spend under one unified, SEC-aligned master agreement.

## Who We Are

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Desert Sun Investments LLC (DBA Ana Connects You) is a Florida-registered active business entity, established in 2021, operating as a specialized commercial infrastructure hub. We consolidate fragmented multi-industry suppliers under one unified master agreement, allowing enterprise buyers to fulfill their diversity requirements without the friction of managing dozens of separate vendors.

Attribute	Details
Legal Entity	Desert Sun Investments LLC
DBA	Ana Connects You
State of Registration	Florida (Active, in good standing)
Year Established	2021
Certifications	MBE (Minority-Owned Small Business) · WBE (Women-Owned Business Enterprise) · SDB (Small Disadvantaged Business)
Verification ID	Supplier Gateway SG07262796741822
Principal Consultant	Ana Vasquez, M.Ed.
Location	Lake Worth, Southeast Florida

Our certifications are not self-reported. They are **third-party verified through Supplier Gateway** and are fully audit-ready for internal and external corporate reporting. Every diversity spend allocated through our firm is compliant with the most rigorous institutional standards.

# Section I: The Macro Landscape – A Crisis in Corporate Procurement

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Enterprise procurement is navigating a complex operational landscape shaped by three compounding market challenges. Understanding these challenges is essential to understanding why the Ana Connects You model is not merely convenient—it is necessary.

## Challenge 1: The Anti-DEI Compliance Backlash and the Greenhushing Effect

Following the Trump administration’s January 2025 executive orders—“Ending Illegal Discrimination and Restoring Merit-Based Opportunity” and “Ending Radical and Wasteful Government DEI Programs”—and a subsequent March 2026 executive order specifically targeting DEI practices among federal contractors [4], the corporate landscape has fractured. Companies including Ford Motor Company, Harley-Davidson, and several major financial institutions have dismantled or quietly reduced their formal supplier diversity functions [1].

The result is a phenomenon widely documented as “**greenhushing**”: corporations continue to invest in diversity and sustainability programs internally, but have stopped publicly disclosing them to avoid legal and political scrutiny [4] [5]. A 2026 analysis by JUST Capital found that while 53% of America’s largest public companies have a diverse supplier policy, only **22% share how much they actually spend** with diverse suppliers [1]. This transparency gap creates a dangerous compliance blind spot for procurement teams.

Critically, this political noise has not erased the underlying business case. According to Supplier.io’s 2025 State of Supplier Diversity Report—built from insights shared by 225 program leaders—**87% of executives continue to support supplier diversity programs**, and 51% consider them strategically important to their business [6]. More than 500 organizations collectively spent **\$122.7 billion with small businesses in 2024**, generating an estimated \$202.7 billion in total economic output and supporting over 828,000 jobs across the United States [1]. The money is still flowing. The challenge is navigating the compliance and reputational landscape to access it.

## Challenge 2: The Certification Data Crisis and the Onboarding Cost Explosion

The political environment has pushed many companies away from formal diversity council memberships, leading to a collapse in verified supplier data. Buying teams relying on uncertified vendors are exposed to compliance risks, false tracking data, and audit failures. The manual-data approach that has replaced structured programs has created a 40% spike in data integrity challenges across procurement departments.

The financial cost of this fragmentation is staggering. Research published by Supplier Gateway confirms that **manual vendor onboarding can cost a company up to \$35,000 per supplier** [3]. Automation can reduce this to approximately \$2,400 per supplier—a 93% cost reduction [3]. For an enterprise managing hundreds of vendors, the aggregate waste is in the tens of millions annually. Gartner estimates that poor data quality alone costs the average organization **\$12.9 million per year** [7]. When procurement teams lack verified, centralized supplier data, they are not just losing efficiency—they are hemorrhaging capital.

## Challenge 3: Severe Supply Chain Vulnerability and the Compliance Depth Problem

The structural fragility of global supply chains has reached a critical inflection point. According to Swiss Re and J.S. Held's 2025 Global Risk Report, **supply chain disruptions cost organizations an estimated \$184 billion annually** [8]. Global supply chain disruption events rose 38% year over year in 2024, with Resilinc's monitoring platform logging 22,522 disruption notifications across the year [8]. McKinsey estimates that disruptions erase approximately **45% of one year's EBITDA over the course of a decade** for the average company [8].

The EcoVadis 2026 Sustainability Ratings Index—the most comprehensive global assessment of its kind—revealed the structural depth of this problem. **Four out of five (80%) companies rated by EcoVadis have no documented process for identifying or managing sustainability risks within their own supply chains** [2]. While companies are making progress on their own internal operations, that discipline rarely cascades to the next tier, which is where the real environmental, social, and compliance risk sits. Seventy-three percent of rated companies have no reporting of upstream Scope 3 emissions, and 42% still rely on unverified supplier questionnaires as their primary compliance verification method [2].

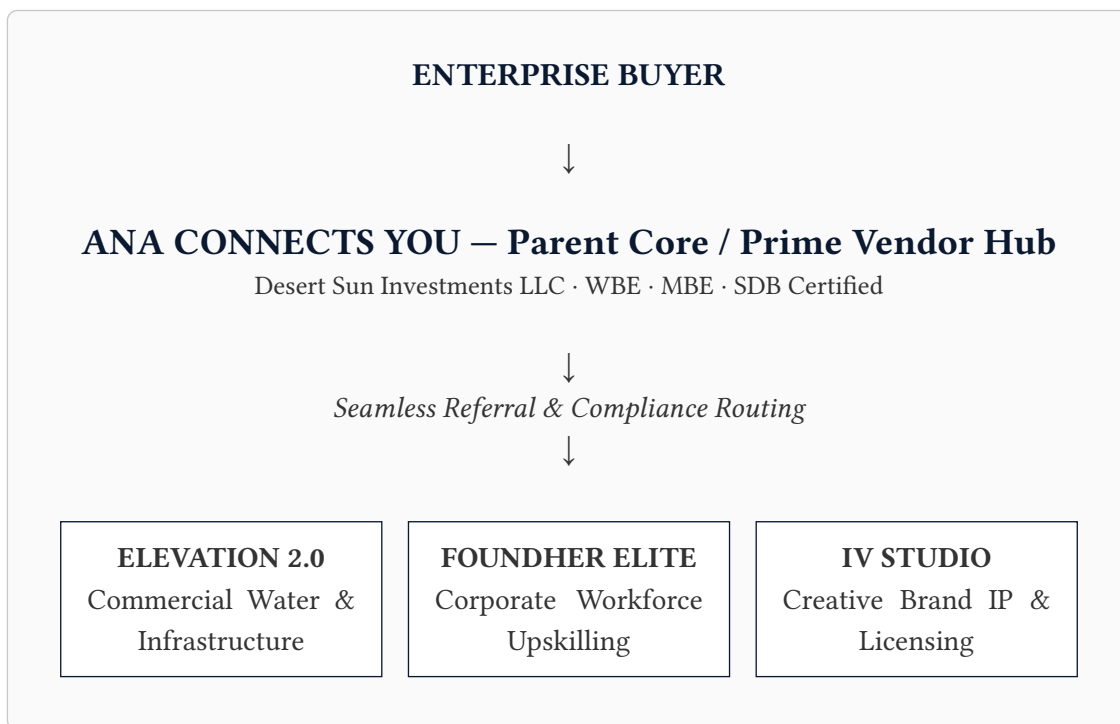
When corporations attempt to diversify their vendor base to address these vulnerabilities, they encounter fragmented local suppliers who lack the scale, security, and institutional tracking capability required for enterprise-grade execution. The problem compounds itself.

## Section II: The Solution – The Ana Connects You Model

Ana Connects You was built specifically to solve the problems outlined above. We replace abstract diversity goals with audited, performance-linked business value. Our model operates on a single, foundational principle: **one contract, full coverage**.

### The Master Hub Flow

We function as the **Parent Core**—the single point of contact and accountability for enterprise procurement. Every mandate submitted to Ana Connects You is routed through our central compliance and governance framework and executed by the specialized fulfillment arm best matched to the scope of work.



This architecture means that your procurement team issues **one contract** to our firm. We handle all internal routing, compliance verification, and partner management on your behalf. Instead of managing multiple separate diversity vendors—each with their own onboarding costs, compliance requirements, and data systems—your team operates through a single, verified, audit-ready relationship.

## Capital & Compliance Alignment

The firm operates in cohesion with SEC-certified financial advisory partners to ensure governance, oversight, and compliance mandates are handled at the institutional level.

- **Capital Structuring:** Joint structuring for corporate endowments, ESG capital, and commercial funding.
- **Governance:** Every project reviewed for corporate governance compliance.
- **Audit-Ready:** All wire clearings and contract ledgers match institutional accounting standards.

## Section III: The Partner Ecosystem – Three Fulfillment Arms

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Each of the three specialized arms under the Ana Connects You umbrella addresses a distinct, high-growth market sector where enterprise demand is surging and qualified, certified vendors are in critically short supply.

### Elevation 2.0 – Commercial Water & Utility Infrastructure

**Focus:** Atmospheric water systems, desalination loops, and commercial utility deployment at scale.

**Website:** [elevation2inc.com](http://elevation2inc.com)

The United States is facing a water infrastructure emergency. The American Water Works Association's landmark 2026 report projects that total drinking water infrastructure needs will reach **\$2.1 to \$2.4 trillion over the next 25 years** [9]. The annual wastewater and stormwater capital needs alone stood at \$99 billion in 2024, with a funding gap of \$69 billion, meaning only 30% of those needs are currently being met [10]. The \$1.2 trillion Infrastructure Investment and Jobs Act (IIJA) allocated approximately \$69 billion for water infrastructure—a significant investment, but one that creates enormous demand for qualified, certified infrastructure partners [10].

Elevation 2.0 positions Ana Connects You at the center of this critical market. As a certified MBE/WBE prime vendor routing commercial water contracts, we provide enterprise buyers with a compliant, scalable pathway to meet both their infrastructure mandates and their supplier diversity requirements simultaneously.

### FoundHer Elite – Corporate Workforce Upskilling

**Focus:** AI certification, data literacy, and enterprise workforce development programs for Fortune 500 partners.

**Website:** [foundherelite.com](http://foundherelite.com)

The artificial intelligence skills gap has become one of the most urgent and costly challenges facing enterprise organizations. According to IDC, the global AI skills gap threatens **\$5.5 trillion in losses from global market performance by 2026**, with over 90% of global enterprises projected to face critical skills shortages [11]. At the company level, 65% of organizations report that AI skill gaps are directly delaying key projects and reducing competitive performance [11].

FoundHer Elite addresses this gap with targeted, enterprise-grade AI certification and data literacy programs. By routing workforce development contracts through Ana Connects You, corporate buyers simultaneously address their skills gap, fulfill their supplier diversity mandates, and invest in a certified, compliant training ecosystem. Organizations with mature supplier diversity programs achieve **133% greater procurement ROI** compared to those without [12], and FoundHer Elite's programming is designed to deliver measurable, reportable outcomes that satisfy both executive performance metrics and ESG reporting requirements.

## IV Studio — Creative Brand IP & Licensing

**Focus:** Exclusive consumer design assets, packaging transformations, and visual IP activations.

**Website:** myivstudio.com

The global brand licensing market is one of the most dynamic and rapidly expanding sectors in the commercial economy. The market is projected to reach **\$334.25 billion in 2026**, growing at a compound annual growth rate of 6.3% [13]. For enterprise buyers seeking to refresh brand assets, develop new packaging, or activate visual IP campaigns, IV Studio provides a certified, diverse-owned creative partner capable of delivering institutional-grade creative work.

By routing brand and creative IP contracts through Ana Connects You, corporations gain access to IV Studio's specialized capabilities while simultaneously fulfilling their WBE/MBE supplier diversity requirements—converting what was previously a standalone creative expenditure into a dual-purpose, compliance-aligned investment.

## Section IV: The Financial Case – The Cost of Inaction

The business case for partnering with Ana Connects You is not abstract. It is grounded in documented, quantifiable financial losses that corporations are sustaining right now due to fragmented procurement, compliance failures, and supply chain vulnerability.

Problem	Documented Cost	Source
Supply chain disruptions (annual, global)	\$184 billion	Swiss Re / J.S. Held, 2025 [8]
Direct procurement disruptions (per org, annual)	\$16 million	Coupa, 2026 [8]
Manual vendor onboarding (per supplier)	Up to \$35,000	Veridion / Supplier Gateway, 2025 [3]
Poor data quality (per org, annual)	\$12.9 million	Gartner [7]
EBITDA erosion from disruptions (over a decade)	45% of one year's EBITDA	McKinsey Global Institute [8]
AI skills gap losses (global, by 2026)	\$5.5 trillion	IDC [11]
U.S. water infrastructure funding gap (annual)	\$69 billion	EESI, 2026 [10]

Against these losses, the ROI of a structured, certified, single-contract procurement relationship is clear. Organizations that prioritize supplier diversity spend **20% less on their buying operations** [12]. Companies with diverse suppliers demonstrate a **133% greater return on procurement investments** [12]. Vendor consolidation—the strategic reduction of supplier count through a trusted prime vendor—is now a top priority for 68% of technology leaders, with most organizations targeting a 20% cut in vendor count [14].

Ana Connects You delivers all of these benefits through a single, unified engagement. We are not a cost center. We are a cost-reduction engine with a compliance wrapper.

## Section V: Compliance Architecture

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In a regulatory environment where the definition of “compliant” is shifting by the quarter, the institutional integrity of your supplier’s credentials is not a secondary consideration. It is the primary one.

Our certifications are maintained through **Supplier Gateway**, one of the most rigorous third-party verification platforms in the industry. Every credential is audit-ready, digitally verifiable, and compliant with the standards required by federal subcontracting plans, corporate supplier diversity programs, and ESG reporting frameworks.

- **MBE (Minority-Owned Small Business):** Verified through Supplier Gateway’s Enhanced Digital Certification (EDC) system.
- **WBE (Women-Owned Business Enterprise):** Verified and current.
- **SDB (Small Disadvantaged Business):** Verified and current.
- **Identity Verified:** Institutional identity verification completed.

Federal subcontracting plan requirements—where large prime contractors must set goals for small and diverse subcontractors on contracts exceeding \$750,000—are statutory under 15 U.S.C. § 637(d) [4]. These requirements were not altered by any executive order. **More than \$96 billion in annual federal set-aside spend remains on the table** [4], and prime contractors have a legal obligation to source from certified diverse firms to meet their subcontracting plan commitments. Ana Connects You provides the verified, audit-ready credentials to satisfy those obligations.

## Section VI: The Engagement Framework

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Partnering with Ana Connects You is a structured, three-phase process designed for institutional-grade review and seamless execution.

### **Phase 1 – Discovery & Alignment**

We begin with a mutual NDA and a thorough mandate clarification session. Our team conducts a diagnostic of stakeholder alignment to ensure that the scope of work, compliance requirements, and performance expectations are fully understood before any agreement is executed.

### **Phase 2 – Architecture & Partner Fit**

A Master Agreement and Schedule A are developed to define the scope of the corporate partnership blueprint. This document specifies which fulfillment arms are engaged, the compliance and reporting framework, and the performance metrics that will govern the relationship.

### **Phase 3 – Activation & Fulfillment**

Vetted Tier-1 commercial partners execute under the agreed framework. The principal receives hands-off delivery, with all compliance verification, partner management, and reporting handled centrally by Ana Connects You. Our coordination team routes qualified inquiries within five business days of intake submission.

## Section VII: Frequently Asked Questions

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### **Does contracting with your firm simplify our vendor management?**

Yes. Instead of managing multiple separate diversity vendors, your procurement team issues one contract to our firm. We handle all internal routing, compliance verification, and partner management on your behalf.

### **Are your certifications verified and audit-ready?**

Yes. We maintain active, third-party verified credentials through Supplier Gateway (ID SG07262796741822). All diversity spend allocated through our firm is fully compliant and audit-ready for your internal and external reporting.

### **How do you handle fulfillment across different industries?**

The firm acts as the prime vendor umbrella. Execution is delivered through our three specialized affiliated arms—Elevation 2.0 for commercial water, FoundHer Elite for workforce upskilling, and IV Studio for creative IP—all managed under our central compliance and governance framework.

### **Is this firm transferable and institutionally structured?**

Yes. The firm is built as a fully transferable commercial infrastructure with independent operational arms, verified certifications, SEC-aligned financial partnerships, and a clean compliance framework—designed for institutional-grade review.

### **Do you work with Veteran-Owned Businesses?**

Yes. As a certified Minority- and Women-Owned firm, we actively welcome collaboration with Veteran-Owned Businesses. We are proud to serve as a resource and procurement partner for veteran-owned enterprises looking to access corporate supply chains and enterprise contracts.

## Conclusion: The Strategic Imperative

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The procurement landscape of 2026 is not forgiving of inefficiency, fragmentation, or non-compliance. Supply chain disruptions are costing organizations \$184 billion annually [8]. Manual vendor onboarding is consuming tens of thousands of dollars per supplier [3]. The AI skills gap is threatening trillions in economic output [11]. Water infrastructure is in crisis [9]. And the political environment has made it harder than ever to publicly demonstrate the supplier diversity commitments that institutional investors, regulators, and communities demand.

Ana Connects You was built for exactly this moment. We are not a vendor. We are a **commercial infrastructure partner**—one that converts your procurement complexity into a single, verified, audit-ready, performance-linked relationship. We bring the certifications, the compliance architecture, the fulfillment ecosystem, and the institutional alignment that enterprise buyers need to move forward without friction.

The question is not whether your organization needs a partner like Ana Connects You. The question is how much longer you can afford to operate without one.

**To initiate a corporate project evaluation, submit a mandate through our secure intake portal at [anaconnectsyou.com/contact](https://anaconnectsyou.com/contact). Our coordination team will schedule an initial alignment briefing within five business days.**

**Direct Contact:** [ana@anaconnectsyou.com](mailto:ana@anaconnectsyou.com)

**Entity of Record:** Desert Sun Investments LLC · Established 2021 · Florida

## References

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