



Connecting local businesses and anchor institutions to support neighborhood growth

CASE Frequently Asked Questions

WHAT IS CASE?

Chicago Anchors for a Strong Economy (CASE) acts as a catalyst to create inclusive economic growth by leveraging the buying power of anchor institutions, such as hospitals and universities, to collectively impact Chicagoland neighborhoods. CASE enables anchors to individually and collectively support the vitality of their neighborhoods and promote sustainable inclusive economic growth, by sourcing and qualifying local, small to medium-sized businesses, with a focus on neighborhood and MBE/WBE firms, to supply the products and services anchors need.

WHO ARE CASE ANCHORS?



WHAT ARE THE BENEFITS OF JOINING CASE?



Business Readiness Assessment

Overall assessment of business vitality to service large contracts with anchor institutions



Proprietary Matchmaking Tool

Access to contract opportunities with anchors, prioritized for CASE Ready businesses



Procurement & Networking

Access to procurement and networking events with the CASE anchors and businesses



Capacity Building

Directed technical assistance support through CASE community partners based on results of business readiness assessment

WHAT IS THE BUSINESS READINESS ASSESSMENT?

A two-phase vetting process created by CASE and Chicagoland anchors, measuring business capacity to service large contracts with institutional buyers. A composite score, rated on a 1 to 5 point scale, is generated based on several key performance indicators, including financial performance compared to industry standards, operational performance, and organizational capacities.

HOW IS THE BUSINESS READINESS ASSESSMENT COMPLETED?

CASE uses its custom, proprietary software Scale to assess businesses and match businesses to contracting opportunities with anchor institutions. Visit chicagoanchors.com to set up your firm's profile.



WHAT IS A CASE READY BUSINESS?

A business that has completed the Business Readiness Assessment with a composite score of 3.0 or higher is a CASE Ready business and qualifies for referral to contract opportunities with anchor institutions via our proprietary matchmaking tool.

WHAT HAPPENS IF MY BUSINESS IS NOT CASE READY?

CASE will continue to support your business in identifying capacity building programming opportunities with community partners. As a business within the CASE network, you will have opportunities to connect with CASE businesses and anchors at networking events.

WHO ARE CASE COMMUNITY PARTNERS?

A network of business assistance providers, community based organizations, and others who support with capacity building, technical assistance, and access to capital such as, Chicago Urban League, Chicago Minority Supplier Development Council, and Women's Business Development Center.

WHAT IS THE COST TO JOIN THE CASE BUSINESS NETWORK?

There is no cost for businesses to join CASE.

ARE THERE MINIMUM REQUIREMENTS/ PREREQUISITES TO APPLY FOR CASE?

- Provide two consecutive years of financials
- At least two full-time employees
- At least two years in business
- Business should be in a business to business (B2B) industry
- Headquartered in Chicagoland
- Annual revenue between \$150K and \$25M*

*Catering businesses will be considered without minimum revenue

I'M A PRIVATE COMPANY AND I DON'T LIKE TO SHARE MY FINANCIALS WITH ANYONE. WHY SHOULD I SHARE THEM WITH YOU AND WHO EXACTLY IS MY INFORMATION GOING TO BE SHARED WITH?

Financial health is a key component to minimize risk for anchors and businesses in delivering on large contracts. Your business financials are reviewed solely to complete the Business Readiness Assessment to qualify as a CASE Ready business and are not shared with any outside parties or anchor institutions. A confidentiality and non-disclosure agreement is executed prior to submitting financial information.

DOES THIS PROCESS GUARANTEE MY COMPANY A CONTRACT WITH AN ANCHOR?

CASE does not guarantee that your business will be awarded a contract with anchor institutions.



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