

## A GREAT DOWNTOWN VIEW AND A SOLID BUSINESS EQUALS HAPPINESS FOR DEBORAH WEBSTER

Deborah Webster wanted to bring her healthcare purchasing and consulting business downtown to an airy, light-filled space. Scott Hicks at Forcefield Web on the 5th floor suggested that she come to The Guilford Building, and now she is here, comfortably settled into 508-509.

As a young professional in 1978, Deborah found an administrative job at Women's Hospital in Greensboro as director of purchasing. In 1980 she moved to Louisville, Kentucky, and advanced her career there by becoming materials manager for a group of mid-south hospitals. And so went Deborah's upward momentum in hospital administration until 1991 when she stepped out on her own to start Webster & Associates.

The firm's first client was The American Red Cross at its Headquarters in Washington, DC. Webster & Associates became immersed in the Washington world of purchasing contracts and consulting. It was a hard-edged, competitive business climate that primed Deborah and her colleagues for bigger projects.

Building on experience gained at Red Cross, Webster & Associates partnered with independent blood centers in 1993 to expand a group purchasing program. This program, available to 80 independent blood centers nationwide, grew from five contracts to over 90 during a six-year period. Webster & Associates was on a roll.

Deborah returned to Greensboro in 1993 and has run Webster & Associates from this city ever since. Today she describes her firm as a distributor of medical and laboratory equipment, furniture, and supplies. The U.S. Navy is a major customer as are various federal and state agencies as well as colleges and schools. "I respond all day to bids," says Deborah. Because Webster & Associates is a small, woman-owned business, it is on set-aside lists that bring Deborah a stream of requests for bids. Sometimes her work schedule is intense.



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Outside the office, Deborah is a passionate supporter of women entrepreneurs and enjoys serving on the UNCG Business School Advisory Board.

### BUILDING NOTES

- ◆ Proficient Health of Greensboro is moving to the 9th floor in December. We are preparing the floor and customizing spaces for Proficient now.
- ◆ The Guilford Building Parking Lot is a magnet for unauthorized vehicles, so we are stepping up day patrols and towing to ensure that our tenants have room to park in the lot. Be sure to keep your valid permit in your window at all times when parking in our lot.

THE GUILFORD BUILDING WILL BE CLOSED ON MONDAY, SEPTEMBER 2, 2013  
IN OBSERVANCE OF LABOR DAY.