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National Minority Supplier Development Council Award

*Detroit, MI*

**AT&T receives corporation of the year honor**

Each year, the NMSDC holds a black-tie Gala to wrap up its annual Conference and Business Opportunity Exchange. At the event, the NMSDC honored member corporations for their efforts in creating more business opportunities for minority-owned companies of all sizes.

Louis Green, NMSDC’s interim president, congratulated the honorees, saying, “We are pleased and proud to recognize the leaders among our corporate members, and the individuals who work to advance minority supplier diversity and development. And to recognize, too, the outstanding minority business enterprises in our network for their business growth and development, operational success, support of other minority businesses and active participation in the community.”

The Chicago Minority Supplier Development Council was named Regional Council of the Year.

NMSDC’s Conference is the nation’s premier forum on minority supplier development. More than 6,000 corporate CEOs, procurement executives and supplier diversity professionals from the top multinational companies and international organizations, as well as leading Asian-, Black-, Hispanic- and Native American-business owners gathered to re-energize their collective efforts to create a greater presence of minority-owned firms in global corporate supply chains.

AT&T, Ford Motor Corporation, and Toyota all received NMSDC’s Corporation of the Year.

**Each was recognized for its world-class leadership in:**

- Policies (supplier diversity is a guiding principle within the corporation)
- Leadership and Engagement; Procurement (showing increases year-over-year)
- MBE Development (providing development and contracts to MBEs)
- International Programs (providing global opportunities for MBEs)
- Influence (demonstrating leadership in supplier diversity to other corporations).
During the National Minority Supplier Development Council Conference, AT&T sponsored the new NMSDC TECHbar. Interactive, hands-on sessions gave attendees the chance to experiment with new apps and gadgets. TECHbar experts helped attendees navigate the latest in technology, devices, efficiency organization and other business solutions.

TECHbyte presentations offered attendees mini tech education sessions and workshops so they could walk away with new sales and marketing tech tips.

Supplier Diversity Director Oliver Turman participated on a panel called Trending to Success: “Building a Top Notch Supplier Diversity Program.” The session outlined what it takes to have a successful program and provided strategies to use when working with sourcing teams.
Georgia Supplier Supports Those Impacted by Hurricane Harvey

Atlanta, GA

Georgia Supplier Lends a Hand

When Hurricane Harvey caused unprecedented devastation in Texas and other parts of the South, many citizens wanted to help. Orlando Lynch was one to spring into action.

Orlando, president of Atlanta Peach Movers, immediately mobilized his employees and reached out to the local authorities to offer his company’s services, water and supplies. “My whole life has been about helping people and trying to give back,” he said.

Atlanta Peach Movers, Inc., an AT&T supplier, is one of the largest local moving companies in Georgia and a certified, minority-owned business. It provides commercial and residential relocation services and assists AT&T employee relocations in the Atlanta area.

Orlando responded to the call for assistance from a local Atlanta TV station. The station had collected water and supplies and needed to get them to Florida and Texas. Orlando and his team filled the trucks and delivered the much-needed supplies.

“It disturbed me greatly to see so many people impacted. I just had to jump into action.”

To date, Atlanta Peach Movers have loaded and transported more than 20 trailer loads of supplies to the affected areas. We offer a big “thank you” and “job well done” to one of our diverse suppliers who stepped up to the plate and hit a home run. Thank You Atlanta Peach Movers!

Orlando Lynch (center) being interviewed by a local TV station before delivering supplies to Hurricane Harvey victims in Houston.
You Asked, We Answered

When small and diverse suppliers expressed interest in contract work for cell towers services and other supporting services, the AT&T Mobility Operations Support Team (MOST) delivered. MOST teamed with AT&T Supplier Diversity to host an information session in Atlanta and webcasted it to five viewing locations: Bedminster, NJ; Hanover, MD; Dallas, Chicago and San Ramon, CA. Senior Tech Program Manager Margie Green and Supplier Diversity Senior Manager Angela Williams spearheaded the program, which was heralded a success by attendees.

AVP Issac Rodriguez presented from Dallas via AT&T Telepresence.

Presenters pictured left to right are: Margie Green, Linda Valentic, and Angela Williams
The Hanover, MD team was led by Supplier Diversity Senior Manager Stephanie Bates. Pictured below, from left to right: Katrina Johnson, mobility senior sourcing specialist, Frank Baleno, senior sourcing manager, Global Supply Chain and Linda Lanzara, senior sourcing manager, Global Supply Chain.

The Bedminster, NJ team was led by Supplier Diversity Senior Manager Yvette Mouton.

Pictured above, Alithia Bruinton, director, AT&T Supplier Diversity (right) talks with Cathy Lord, president & CEO, LightWave Telecommunications, Inc. at the Bedminster location. Luis Torres, Professional Tech project manager, Ralph Barresi, senior specialist, Rand Engineering, and Henry Armas, senior specialist, Rand Engineering, offered support.

The San Ramon, CA team was led by Supplier Diversity Senior Manager Lisa Castillio and Program Manager Vanessa Sood, and supported by Rebecca Smith, senior sourcing specialist, Mobility Contract Admin Center (MCAC).

The Dallas team was led by Supplier Diversity Senior Manager, Heather Ramsey, and supported by Pat McNamee, associate director, MCAC, Gwendolyn Tucker, senior sourcing specialist, MCAC and Gina Haynes, senior sourcing specialist, MCAC.

The Chicago team was led by Supplier Diversity Senior Manager, Joan Brugue, and supported by Ron Tomlinson, associate director-MCAC.
The 2017 National Gay & Lesbian Chamber of Commerce International Business and Leadership Conference in Las Vegas attracted over 1,200 entrepreneurs, corporate decision-makers, and affiliate chamber leaders.

This year, we amplified our conference engagement. We participated in all of the marquee sessions during the 4-day conference and led a workshop with one of our diversity prime suppliers.

We were proud to host this year’s LGBT Biz Pitch competition. External Affairs AVP Scott Saperstein provided the sponsor’s remarks and also served as co-mentor with AT&T Supplier Diversity Senior Manager Lisa Castillo.

In its seventh year, “Biz Pitch” invites contestants to compete for a cash prize of $25,000 along with an additional $25,000 business consulting and prize package. Selected participants for the “LGBT Biz Pitch” presented on the main stage. The audience played a crucial role in selecting the top contenders as corporate mentors advised and honed the pitches leading up to the final stage presentation.

We also conducted supplier interviews during the business matchmaker session and participated in the NGLCC’s Marketplace Expo. LGBTQ businesses chatted with AT&T leaders in various channels to explore future opportunities.

Our very own Lisa Castillo volunteered to participate in NGLCC’s first year-long mentoring program. She has mentored a west coast security company for the last several months – offering sound advice and recommendations. They have access to special engagements, on-going coaching, and support to boost their marketing material to address corporate audiences.
AT&T Participates in the 2017 U.S. Hispanic Chamber of Commerce National Conference

Dallas, TX

AT&T was a corporate sponsor of the 2017 U.S. Hispanic Chamber of Commerce’s 2017 National Conference. This year’s conference convened in Dallas, October 3-5.

Throughout the 3-day conference, filled with business sessions and networking, we were once again inducted into the Million Dollar Club. The Million Dollar Club recognizes corporations that demonstrate a commitment to minority- and women-owned businesses through their work with Hispanic suppliers. This year’s honorees have invested a minimum of $25 million to upwards of $1 billion or more in contracts with Hispanic-owned companies. We were recognized in the $1 billion category.

“We applaud this year’s Million Dollar Club honorees as true trailblazers in supplier diversity. These industry leaders are turning the word of inclusion into actions of inclusivity by their continued investment of resources to ensure that their suppliers reflect the faces of their customers, employees, and shareholders. The USHCC enthusiastically celebrates and thanks these companies’ leading efforts as part of our Million Dollar Club,” said USHCC President & CEO Javier Palomarez.

The AT&T Supplier Diversity team also participated in this year’s Business Matchmaking event. It provides us with an opportunity to meet one-on-one with Latino-owned businesses. Stephanie Lindsly, senior manager for AT&T Supplier Diversity, and Heather Ramsey, senior manager of AT&T Supplier Diversity, conducted meetings with current and prospective diverse suppliers.

This year’s presentation of the Ohtli Award, the highest honor bestowed upon Mexican citizens living abroad, went to our very own former Vice Chairman of AT&T Inc. and CEO of AT&T Business Solutions and AT&T International, Ralph de la Vega.

Congratulations, Ralph!

Pictured from left to right: Francisco de la Torre, General Concul of Mexico, Dallas; Ralph de la Vega, former Vice Chairman, AT&T Inc. and Javier Palomarez, President & CEO, United States Hispanic Chamber of Commerce.

The USHCC actively promotes the economic growth, development and interests of more than 4.2 million Hispanic-owned businesses that combined contribute over $668 billion to the American economy every year. It also advocates on behalf of 260 major American corporations and serves as the umbrella organization for more than 200 local chambers and business associations nationwide.
Illinois Hispanic Chamber of Commerce
Chicago, IL

AT&T participated in the Illinois Hispanic Chamber of Commerce Gala. The event is hosted annually to recognize and celebrate leaders in the business community. Congratulations to all those recognized in this year’s event.

Pictured from left to right seated: Carlos Ponce, executive director of the Hispanic American Construction Industry Association; Edith De la Cruz, president, Antigua, Inc.; Joan-Carles Brugue, senior manager, Supplier Diversity at AT&T; standing: Alex Esparza, executive director, Eighteenth Street Development Corporation; Susana Gonzalez, associate dean of Academic Operations at Chamberlain College of Nursing; Mrs. Esparza; Deb Fuentes-Niziolek, senior manager, AT&T Supplier Diversity; and Mr. James Niziolek.
The President’s Roundtable Briefs CEOs on Cybersecurity

Washington, DC

The President’s Roundtable presented its CEO Briefing on Cybersecurity Oct. 19, at the AT&T Forum in Washington, DC.

The briefing, Cybersecurity: Preparing Today, To Protect Tomorrow, provided CEOs information on how to protect against a host of threats that can impact customer data and information. Attending businesses ranged from cybersecurity firms to financial services, industrial services, IT services, media services and others.

The briefing underscored the need for business owners to be knowledgeable and vigilant in recognizing vulnerabilities and finding solutions.

The Presidents’ RoundTable (PRT) is an organization of high-growth African American entrepreneurs in the Baltimore-Washington, D.C. region. The business owners strive to improve access to opportunities for all minority entrepreneurs, and help members build business capacities, and support them through sharing resources and peer experiences. Collectively, the members employ more than 1,750 workers and oversee and control assets exceeding $1.1 billion.

The panelists pictured left to right are: Dr. Robert Wallace, CEO of BiTH Group and president of The President’s Roundtable, who served as the panel moderator; Sarah Geffroy, director, Public Policy, AT&T; Michael Applebaum, vice president, Product Marketing, Tenable, Inc.; and Connie Peterson Uthoff, assistant program director, Cybersecurity Strategy and Information Management, George Washington University.

More than 100 CEOs attended the PRT event at the AT&T Forum. AT&T guests from left to right: James Woodyard, CEO, Telecommunications Development Corporation, Inc.; John Doe, Mike Davis, CEO, Pinnacle Enterprise Business Solutions; Daryl Corley, president/CEO, MSDS Consultant Services, LLC; Ken Hicks, CEO, Ques, LLC.; and Ted Fells, CEO, NuCore Vision, Inc.
Supporting Business Growth Strategies

Dallas, TX

*We’re in the sixth year of our mentorship and continuing education program series targeted at diverse businesses. The Business Growth Acceleration Program (BGAP) offers businesses looking for external support a growth initiative.*

Dina Finta, founder of Thrivepoint Programs and BGAP instructor, kicked off this year’s program at our headquarters in Dallas. It started with an introduction to the program mentors and AT&T program representatives.

The 6-month program encourages participants to engage, discuss and consider how they can grow their businesses. Participants meet virtually as a group for 12 different 2-hour discussions over 6 months. One-on-one mentoring is scheduled between group sessions.

The mentor network includes a team of business experts, practitioners and leaders who bring a unique range of entrepreneurial knowledge. They’ve had careers as industry leaders and have held positions as CEOs, board members, investors, supply chain operation leaders, strategists and entrepreneurs.

The goal is for each company to strengthen its business from every angle.

Topics for this year’s virtual sessions include: Strategic Growth Planning, Leadership, Employee Engagement and Motivation Drivers, Professionalism, Business Diversification, Market Research, Finance and Scenario Planning.

Graduation is scheduled for February 2018.
Awards and Recognition

Georgia Minority Supplier Development Council Spirit of Alliance Awards

Atlanta, GA

Corporation of the Year

AT&T received the Corporation of the Year Award from the Georgia Minority Supplier Development Council (GMSDC) during the organization’s annual awards.

This award recognizes the GMSDC corporate or government member-partner for their commitment to the Council, minority business development, and to equal economic access through its minority procurement or supply chain program.

The Corporation of the Year serves as a sponsor of minority firms and programs as well as endorses the guiding principles of Georgia Minority Supplier Development Council.

Pictured left to right: Vanessa Lane, GMSDC board chair; Jwyanza Watt, Director Billing Operations - Finance, AT&T; Angela Williams, Senior Manager, AT&T Supplier Diversity; and Stacey Key, GMSDC president & CEO.
Awards and Recognition

Buyer of the Year-Staffing Services was presented to AT&T’s Shirley Delia

Shirley Delia, lead vendor manager, was presented the Buyer of the Year Award by the GMSDC. This award is given to a corporate member (e.g. buyer or procurement professional) responsible for providing active contracts to Georgia Minority Supplier Development Council’s certified or Reciprocal Service Minority Business Enterprise businesses in the Staffing Services field. Shirley oversees the AT&T Managed Service Program (MSP) and supports staffing services for AT&T.
AT&T received the Florida State Minority Supplier Development Council (FSMSDC) 2017 National Corporation of the Year Award. This is the highest level of achievement presented to a current national corporate member of the FSMSDC.

FSMSDC recognizes the Corporation of the Year for consistently demonstrating a commitment to minority purchasing, technical and managerial assistance and sponsorship of minority programs.

AT&T’s Angela Williams is a board member of the FSMSDC and supports the organization’s outreach to diverse businesses in Florida.
Calendar of Events:
December 2017

December 5-7
2017 National Veterans Small Business Engagement – St. Louis, MO

December 7
Illinois Hispanic Chamber of Commerce December Meeting – Chicago, IL

Western Region Minority Supplier Development Council’s Annual Meeting – San Francisco, CA

December 8
Chicago Minority Supplier Development Council’s Annual Meeting – Chicago, IL

December 11
AT&T & North Central Minority Supplier Development Council (NCMSDC) Supplier Diversity Procurement Conference

December 11-12
Tri-State Minority Supplier Development Council (TSMSDC) Business Marketplace – Louisville, KY

December 12
Dallas/Ft. Worth Minority Supplier Development Council Annual Meeting – Irving, TX

For information about the Supplier Diversity Program, please visit our website at: www.attsupplierdiversity.com

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