



AT&T Global Supplier Diversity

QUARTERLY NEWSLETTER — SUMMER 2017



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Welcome!

It's summer, which means we're officially in Supplier Diversity Conference season.

Our team across the country is ready to work with you. Make sure to check out our schedule of outreach events to meet us at upcoming conferences and supplier events.

2017 is quickly passing, and our team is focused on ensuring diverse businesses are part of future opportunities. We're working diligently with internal business partners and our Global Supply Chain colleagues to make this happen. Our prime suppliers are also actively seeking diverse suppliers through our virtual matchmaking tool, [VMOD](#).

We're working together towards a mutual goal: give diverse businesses opportunities so they

may continue to thrive, grow and create jobs for our communities. And finally, I'm pleased to share AT&T Supplier Diversity was ranked #2 by [DiversityInc](#) for 2017.

We never take your work for granted what it takes to receive this recognition. We will continue to do our best every day!



AT&T also received the following rankings:

- **No. 3 Top 10 Companies for Employee Resource Groups**
- **No. 4 Top 10 Companies for Veterans**
- **No. 8 Top 10 Companies for Mentoring**
- **No. 12 Companies for Diversity Councils**

Sincerely,

Alithia Bruinton
Director, Supplier Diversity

National Minority Supplier Development Council 2017 Leadership Awards

New York, NY



AT&T and guests attended the National Minority Supplier Development Council (NMSDC) Annual Awards Gala at the Hilton Hotel and Towers in New York, NY. The annual dinner recognizes corporate executives, minority business owners and NMSDC affiliate council presidents for their outstanding leadership. These individuals positively impact their companies and their efforts resonate throughout the NMSDC network. NMSDC is celebrating its 45th anniversary this year.



Pictured seated, left to right: Lisa Arguello, director, York Risk Services Group; Michael Ryan, executive director, Operations, Hearts & Science; Mark Prince, managing partner, Professional Partnering Solutions; Wendy Grant, vice president, Corporate and Community Relations, Republica; Stephanie Lindsly, senior manager, AT&T Supplier Diversity; **standing:** Tirrell Whittley, CEO, Liquid Soul Media, LLC; Derek Ferguson, COO, Revolt TV; Alithia Bruinton, director, AT&T Supplier Diversity.

Dallas-Fort Worth Minority Supplier Development Council Access Expo

Irving, TX

The annual Dallas-Ft. Worth ACCESS event brings together buyers and their Prime Suppliers with certified minority business enterprises (MBEs).



The expo hosted more than 70 exhibitors and featured networking activities, roundtable discussions, a luncheon and a closing reception. Our AT&T Dallas team hosted a booth and sponsored roundtable sessions to meet one-on-one with MBEs. AT&T's Stephanie Lindsly, senior manager, Supplier Diversity, and Jenna Mattingly, contract manager, interviewed roughly 80 suppliers during the roundtable session.

Roland Tunez, AT&T assistant vice president and Dallas Fort Worth Minority Supplier Development Council board member, participated in the ceremonial ribbon cutting to kick off the ACCESS Expo.

Heather Ramsey, AT&T Supplier Diversity manager, and Tammie Jacobs, Supplier Diversity outreach ambassador, hosted the expo booth.



Pictured left to right at the AT&T booth are: Stephanie Lindsly, Supplier Diversity senior manager; Tammie Jacobs, AT&T network analyst; Jenna Mattingly, AT&T senior contract manager; and Heather Ramsey, Supplier Diversity senior manager.

Disabled Veteran Business Alliance: Keeping the Promise Conference

Las Vegas, NV

The Disabled Veteran Business Alliance held a successful 2017 event in Las Vegas.



The conference, Keeping the Promise “Celebrating Success” is a business event benefiting veteran and disabled veteran business owners and entrepreneurs seeking access and opportunities in public and private sectors. The two-day event included peer-to-peer networking; industry break-out sessions focused on best practices; training sessions on negotiation and working with prime contractors; and an expo hall. The conference also provided business success strategies such as creating a powerful capability statement, finding the right opportunities, teaming, structuring deals, proposal writing, and

contract financing. AT&T has been a long standing supporter of the Disabled Veteran Business Alliance and its affiliate chapters. AT&T Supplier Diversity senior manager Lisa Castillo, pictured left, supports the California chapters and AT&T Supplier Diversity senior manager, Heather Ramsey, pictured right, supports the Dallas chapter. Ms. Castillo and Ms. Ramsey represented AT&T at the 2017 conference.

California Public Utility Council Small Business Expo

Los Angeles, CA

The California Public Utility Council (CPUC) Small Business Expo gathered about 600 minority businesses, utilities and corporations together for a half day event at the Skirball Cultural Center in Los Angeles.

The event consisted of informative panels and a business expo. Mike Fogelsonger CEO of 101 Telco Solutions, a Service Disabled Veteran-owned Business was one of the featured presenters. Mr. Fogelsonger shared his experience as an AT&T supplier.

James Ketner, AT&T technical consultant for the AT&T Global Solutions team spoke on How to Develop an Effective Cyber Security Strategy for small businesses.

The AT&T team also participated in the strategic matchmaking sessions by hosting a booth to connect with certified minority businesses for future contracting opportunities.



Pictured here are Mike Fogelsonger, CEO, 101 Telco Solutions; and Lisa Castillo, AT&T Supplier Diversity, senior manager.

Black Enterprise Entrepreneurs Conference

Houston, TX

AT&T sponsored the Black Enterprise Entrepreneurs Summit held in Houston, TX.

AT&T Business Solutions and AT&T Supplier Diversity participated in the 3-day conference. AT&T was the official host of “The Elevator Pitch Competition” and the conference’s Digital Lounge. Angela Williams, senior manager, Supplier Diversity welcomed conference suppliers in the AT&T exhibit booth.

The Summit is one of the nation’s largest gatherings of entrepreneurs attended by more than 1,000 business leaders. This year’s summit highlights included the celebration and awards ceremony honoring the 45th anniversary of the BE 100s—the annual ranking of the nation’s largest black businesses with combined revenues over \$40 billion.



The AT&T team from left to right: Sean Jones, lead manager events; Adaline Washington, lead product marketing manager; John Breen, associate vice president, Network Engineering; Angela Williams, senior manager, Supplier Diversity; Jazmine Harrison, lead consultant, Human Resources; Glenn Standish, technical consultant, Business Solutions; Melissa Harper, senior events manager; and L. Michelle Smith, director, Public Relations.

Houston-based Nicholas Earth Printing Attends the Black Enterprise Entrepreneurs Summit

AT&T hosted Nicholas Earth Printing at the BE Entrepreneurs Summit. The firm provides a range of commercial printing services with an advanced network of web, sheet-fed and digital presses, full bindery and finishing capabilities, fulfillment, and mailing. Nicholas Earth is an AT&T supplier providing printing and other services to advertising agencies. “Arita and I gained a lot from the summit, picking up ideas from other

company owners about overcoming challenges in today’s business climate. It was well worth the time.”

Arita Nicholas is the CEO of Nicholas Earth Printing and has held that position since founding the company in 2003.



Pictured here with AT&T Senior Manager Angela Williams are Arita Nicholas, CEO, Nicholas Earth; and Bob Nicholas, president, Nicholas Earth.

US Pan Asian American Chamber of Commerce Conference – CelebrAsian 2017

San Diego, CA

Connect. Collaborate. Innovate. This was the theme of the US Pan Asian American Chamber of Commerce's annual conference.

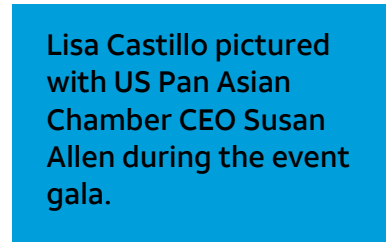
CelebrAsian brought together 800 attendees from across the country May 31st - June 2nd.

AT&T participated in a variety of sessions during the conference including the Supplier Diversity Roundtable, the Business Matchmaker and the Business Expo. Local AT&T Outreach Ambassadors supported our participation.

Enthusiastic attendees formed long lines outside the venue just to meet with AT&T representatives. We extend our congratulations to Susan Allen, US Pan Asian Chamber of Commerce national president and CEO and her team for another successful CelebrAsian.



Inside the Guanxi Business Opportunity Fair at the AT&T booth. From left to right: Rory Gandy, AT&T area manager, Network Engineering; Susan Allen, national president & CEO of US Pan Asian American Chamber of Commerce Education Foundation; Lisa Castillo, AT&T senior manager, Supplier Diversity; and Jill Cole, Lead Compliance Analyst.



Lisa Castillo pictured with US Pan Asian Chamber CEO Susan Allen during the event gala.



Lisa Castillo pictured with Bruce Geier, CEO, Technology Integration Group (TIG). TIG, an AT&T Supplier, is a systems integrator providing IT Solutions for commercial, government and international markets. TIG was a platinum conference sponsor.

Women's Business Enterprise National Conference

Las Vegas, NV

The 2017 Women's Business Enterprise National Conference (WBENC) took place June 21-23 in Las Vegas.

This year's theme, **20 Years Looking Back to the Future**, focused on WBENC's accomplishments. The organization has provided more than two decades of service to women-owned businesses and their corporate partners.

AT&T is proud to be a founding member of WBENC. We look to the organization for certification, referrals and program support to both corporate and WBE members.

AT&T was the conference app sponsor to make sure attendees "Stay Connected" to all conference activities.

AT&T also participated in workshops, conducted one-on-one matchmaker sessions and staffed a booth in the Business Expo Hall.



Pictured above is Alithia Bruinton, AT&T Supplier Diversity director and WBENC board member, welcoming conference participants.



From left to right: Kelly Thomas, AT&T senior events manager; Alithia Bruinton, Supplier Diversity director; Cheryl Hampton, channel manager; Tanya Robnett, area retail sales manager; Sandra Morgan, area manager, External Affairs; and Angela Williams, Supplier Diversity, senior manager.



RECOGNITION

Greater Women's Business Council Top Corporations Award **Atlanta, GA**

Greater Women's Business Council (GWBC)® Top Corporations of the Year Awards are a testimonial to the work of our business partners and the Supplier Diversity organization.

These awards honor leading corporations that have a solid commitment and passion for engaging and empowering women-owned business enterprises. Corporate honorees represent “best in class innovators” in supplier diversity and procurement.

AT&T is honored to be recognized by the Greater Women's Business Council as a top corporation.



The AT&T award presentation included: Kanchana Raman, president, Avion Networks, Inc.; Angela Baskerville, AT&T vice president; Kittie Watson, second vice chair, GWBC; Marc Ensign, Board Chair, GWBC; and Roz Lewis, GWBC president & CEO.



AT&T guests during the awards luncheon. Pictured left to right: Kanchana Raman, president, Avion Networks, Inc.; Angela Baskerville, AT&T vice president, Mobility Delivery; Angela Williams, senior manager, AT&T Supplier Diversity; Cynthia Barnett, director, Sourcing Operations; Janee Price, assistant manager; Resha Gadson, associate director, Billing Operations; and Nathan Sparks, associate vice president, AT&T Global Supply Chain.



RECOGNITION

Buy Those That Buy Us Annual Breakfast

Dallas, TX

AT&T Recognized as a 2017 Buy Those That Buy Us Honoree

Buy Those That Buy Us (™) is a two-fold Council initiative designed to accelerate the learning curve to create successful supplier diversity programs and keep the goal of minority business inclusion in the forefront of the corporate and public sector mindset. Buy Those That Buy Us (™) recognizes best practices that have achieved real results utilizing certified MBEs; and encourages others to include these best practices in their supplier diversity programs. These results provide insight on building MBE capacity, advocating internal discussions and training, implementing multi-tiered programs, expanding spend outside traditional procurement areas and much more.



Accepting the recognition on behalf of AT&T are: Heather Ramsey, Supplier Diversity senior manager; Stephanie Lindsly, Supplier Diversity senior manager; Rachel Kutz, vice president, AT&T Global Supply Chain Strategic Operations; Oliver Turman, director, AT&T Supplier Diversity; and Roland Tunez, assistant vice president AT&T Global Supply Chain.

The Prime Focus

AT&T is recognizing 48 companies for their commitment to and support of minority-, women- and disabled veteran-owned companies in our supply chain.

“Supplier diversity is a top priority at AT&T and we’re proud to work with companies that take it as seriously as we do,” said Susan A. Johnson, Senior Vice President, AT&T Global Supply Chain . “Our 2016 award winners demonstrated an unwavering commitment to helping our diverse supplier community flourish. At AT&T we know inclusion drives innovation. Supplier diversity is key to our overall success. And we take pride in being a leader in this area.”

AT&T Global Supplier Diversity Awards

The suppliers below received the 2016 AT&T Diversity Excellence Award for meeting or exceeding 21.5% utilization of diverse companies in the products/services provided to AT&T. They’re also being awarded for seeking diversity companies, maintaining membership in national and regional diversity business organizations, and participating in trade fairs and expos.



CONGRATULATIONS TO:

- **ABBCO SERVICE CORPORATION**
- **ANSCO AND ASSOCIATES, LLC**
- **CAPGEMINI AMERICA, INC.**
- **COMMUNICATIONS TEST DESIGN, INC.**
- **DIESTE, INC.**
- **FEDEX SUPPLY CHAIN**
- **THE MARKETING ARM**
- **RAYCAP, INC.**
- **RODGERS TOWNSEND**

AT&T Global Supplier Diversity Awards

continued

The suppliers below received the 2016 Supplier Diversity Crystal Award for meeting or exceeding 21.5% utilization of diverse companies in the products/services provided to AT&T. These suppliers made outstanding contributions in support of AT&T's goals the past year. We're proud to recognize them.

- **ABM BUSINESS & INDUSTRY GROUP**
- **ADVANCED COMMUNICATIONS GROUP**
- **AFL**
- **AFNI, INC.**
- **ALTEC, INC.**
- **ANIXTER**
- **AVAYA**
- **THE BECK GROUP**
- **BLACKBERRY CORPORATION**
- **CIENA COMMUNICATIONS**
- **CISCO SYSTEMS, INC.**
- **COMMSCOPE, INC.**
- **CORNING OPTICAL COMMUNICATIONS, LLC**
- **DELL TECHNOLOGIES, INC.**
- **DUFFEY SOUTHEAST, INC.**
- **ERICSSON NORTH AMERICA**
- **FUJITSU NETWORK COMMUNICATIONS**
- **GE ENGINEERED SOLUTIONS**
- **GILBANE BUILDING COMPANY**
- **IHC CONSTRUCTION COMPANIES, LLC**
- **JUNIPER NETWORKS, INC.**
- **LG ELECTRONICS MOBILECOMM USA, INC.**
- **NABHOLZ CONSTRUCTION CORPORATION**
- **NETSCOUT SYSTEMS, INC.**
- **NOKIA**
- **NORTHCENTRAL TELCOM, INC.**
- **ORACLE**
- **PRISTINE ENVIRONMENTS**
- **RCS SYSTEMS, INC.**
- **SAMSUNG ELECTRONICS AMERICA**
- **SECURITAS SECURITY SERVICES USA, INC.**
- **SKYLER ELECTRIC COMPANY, INC.**
- **SYKES ENTERPRISES, INC.**
- **TELEPERFORMANCE**
- **WEST REVENUE GENERATION SOLUTIONS**
- **WEX, INC.**
- **W.W. GRAINGER**
- **XEROX CORPORATION**
- **ZTE (USA), INC.**

Third Quarter 2017 Outreach Events

JULY

July 18

Chicago MSDC: MBE 2 MBE Exchange Trade Show/Expo—*Chicago, IL*

July 19

PSEG Supplier Diversity Fair—*Salem, NJ*

July 20

Annual NCMSDC Iowa Business Opportunity Fair (IBOF) Trade Show/Expo—*Des Moines, IA*

July 23-25

American Indian Chamber EXPO 2017 Match-Making—*Rancho Mirage, CA*

July 24-25

Astra's 20th Anniversary 2017 Trade Show/Expo—*Las Vegas, NV*

July 27

Women Presidents Education Organization Corporate- DC Annual Access Reception—*Washington, DC*

AUGUST

August 1

AT&T Discovery District Supplier Diversity Event—*Dallas, TX*

August 1-4

NGLCC International Business & Leadership Conference Trade Show/Expo—*Las Vegas, NV*

AUGUST cont'd

August 4

Make the Connection! - Illinois Hispanic Chamber of Commerce (IHCC) Trade Show/Expo—*Chicago, IL*

August 10

Western Region Minority Supplier DC Expo 2017 Match-Making—*Richmond, CA*

Women Presidents Education Organization Corporate Roundtable & Lunch—*New York, NY*

6th Annual Back to Business Conference Trade Show/Expo—*Atlanta, GA*

August 16-17

Billion Dollar Roundtable 2017 Summit/Forum—*Oakland, CA*

August 17-19

CA Black Chamber of Commerce Summit 2017 Match-Making—*Oakland, CA*

August 24-25

CA Hispanic Chamber of Commerce Annual Convention Match-Making—*Rohnert Park, CA*

August 24

Greater Women's Business Council (GWBC) Power of Partnering Marketplace Trade Show/Expo—*Atlanta, GA*

August 25

Georgia Minority Supplier Development Council (GMSDC) Spirit of Alliance Awards—*Atlanta, GA*

SEPTEMBER

September 2

Women Business Enterprise Council-Southwest Business Works—*Austin, TX*

September 7

Wisconsin Business Development Connect (WBDC) Connect & Celebrate Trade Show/Expo—*Rosemont, IL*

Women's Business Enterprise National Council SW Business Works—*Arlington, TX*

September 12-14

13th Annual Women's Business Enterprise Conference - West Strategic Procurement 2017—*San Diego, CA*

September 12

New Jersey Board of Public Utilities Supplier Diversity Development Council Annual Conference—*Piscataway, NJ*

September 20

Dallas Fort Worth MSDC Quarterly Buyers Luncheon—*Dallas, TX*

September 21

North Central Minority Supplier Development Council Minnesota Business Opportunity Fair —
Minneapolis, MN

September 29

Florida State Minority Supplier Development Council (FSMSDC) 42nd Awards Gala—*Orlando, FL*



Engage. Integrate. Transform.

AT&T Global Supplier Diversity

AT&T is delivering the network of the future, and it all starts with Supplier Diversity. Engaging and integrating diverse suppliers will help AT&T drive to a software-defined network, advance mobile services, revolutionize next-generation TV and connect customers with high speed internet services. Discover how you can get involved — visit attsupplierdiversity.com.

For information about the Supplier Diversity Program,

please visit our website at:
www.attsupplierdiversity.com

Newsletter Editor: Stephanie Bates
Newsletter Contributors: Yvette Mouton, Angela Williams, Heather Ramsey and Lisa Castillo

Do you have questions or comments?
g05792@att.com