



AT&T Global Supplier Diversity

QUARTERLY NEWSLETTER — SPRING 2017





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Welcome to Spring 2017!

I'm sure many of you are as busy as we are, launching another exciting year!

We are pleased to share with you our Spring 2017 issue of the Supplier Diversity newsletter. Inside, you will find information about our team's activities during first quarter.

We continue our strategic outreach to bring diverse suppliers into our supply chain. We are also collaborating with our stakeholder partners to develop new programs and initiatives that underscore the need to inform and educate diverse businesses about AT&T's business.

Our collaboration efforts will be center focus for us in 2017 as we generate beneficial outcomes for AT&T and the diversity business community.

We've set our goals and we are ready to execute to achieve even greater results. You will also find information about our planned second quarter outreach events at the end of this newsletter. We want to meet you!

Sincerely,

Alithia Bruinton
Director, Supplier Diversity



Our corporate mission is to create the best entertainment and communications experiences in the world.

Our Global Supply Chain organizations plays a significant role in executing our mission and Supplier Diversity inclusion is imperative.

As vice president of Strategic Initiatives, I lead the overall supply chain strategy, purchasing operations, and critical enterprise programs including supplier diversity. I am pleased to lead this important program and have the opportunity to work with this world-class Supplier Diversity team.

We ended 2016 on a positive note with increased spend to diverse businesses. Our 2016

Supplier Diversity Spend was \$14.2 Billion with minority-owned, women-owned, service disabled veteran-owned and LGBT-owned firms. This represents 18.83% of AT&T's overall procurement spend. The dynamics of our business are changing and we will continue the work of engaging diverse businesses in this process.

I look forward to sharing highlights with you throughout the year.

Sincerely,

Rachel Kutz

Vice President, Strategic Initiatives
Global Supply Chain



AT&T Participates in the Historic WBENC Summit and Salute Conference

New Orleans, LA

The Women's Business Enterprise National Council Celebrates its 20th Year.

The Women's Business Enterprise National Council hosted the 2017 Summit and Salute Conference in New Orleans, LA on March 21-23, 2017. The organization celebrated its 20th anniversary. This year's event featured more than 1,600 Corporations & Women-owned businesses in attendance. According to WBENC, it was their largest Summit & Salute to date!

AT&T was pleased to participate in the three day Summit program filled with a focus on the future of various industries, business networking, and development opportunities. Our team participated in Supplier Meetings and the Procurement Opportunity Connection - 1:1



Rajesh Natarajan

Matchmaker Meetings.

Rajesh Natarajan, AT&T's Assistant VP, New Tech Product Development Engineering, keynoted the Information Communications Tech (ICT) & Connectivity of the Future Panel. Rajesh shared his insights on Trends in Technology and participated in a forum that discussed technology and specifically how women entrepreneurs can take advantage of some of the most recent technology trends. The enthusiastic audience of more than 200 heard information about Smart Cities, IoT, and Cloud Services.

The Salute follows the Summit and is a festive evening that highlights the 2016 America's Top Corporations for Women Business Enterprises. AT&T was proud to have been acknowledged as one of the four corporations recognized as a WBENC Top Corporation for 19 years.



Alithia Buinton greets Marsha Firestone, President and CEO of WPEO-DC and WPEO-NY and Women's President Organization (WPO) during the conference.



Left to right: Pamela Eason, President and CEO Women's Business Enterprise National Council, Rajesh Natarajan, AT&T Assistant Vice President accepting the award on behalf of AT&T; and Theresa Harrison, Director of Global Supplier Diversity, Ernst & Young and Chair of the WBENC Board of Directors.

AT&T & North Central Minority Supplier Development Council Conference

Milwaukee, WI

Annual Supplier Diversity Sourcing Event

AT&T and the North Central Minority Supplier Development Council (NCMSDC) teamed to present their annual conference in Milwaukee, WI. The conference is a business networking event designed to facilitate business relationships between AT&T Global Supply Chain, AT&T prime contractors and minority-owned businesses. Additionally, the conference aims to provide innovative programming to increase the capacity of minority-owned businesses, enhancing their market competitiveness.

The day-long session began with a presentation by Dextra Hadnot, Director, External Affairs, AT&T Wisconsin followed by Scott T. VanderSanden, President of AT&T Wisconsin who presented “The AT&T 2020 Vision and Plan.” Joan-Carles R. Brugué, Senior Manager, Global Supplier Diversity, AT&T presented “AT&T Supplier Diversity – What does your company need to know?” and John Mautner, Founder & President of Cycle of Success Institute led an engaging session entitled, “Looking Good on Paper – Preparing for success with AT&T and beyond!”

The AT&T and NCMSDC conference included representatives from Milwaukee County, Southeastern Wisconsin Regional Planning Commission (SEWRPC), U.S. Small Business Administration, University of Minnesota (BCED), Wisconsin Procurement Institute, and the Wisconsin Black Chamber of Commerce.



Scott VanderSanden
President,
AT&T Wisconsin



Dextra Hadnot
Director, External Affairs
AT&T Wisconsin

AT&T Protégé Lynne Pang Prepares Her Business for the Next Level With the Georgia Mentor Protégé Connection

AT&T is pleased to once again participate with the Georgia Mentor Protégé Connection program, a business development program administered by the Georgia Education Foundation in partnership with the Department of Economic Development and the Georgia Institute of Technology.

This year, AT&T's protégé is Lynne Pang, president, Premier Telecom Services (PTS). PTS is a comprehensive wiring integration company. According to Pang, "we aim to be the "go to company" of today's ever changing world of technologies because PTS will never stop learning." Pang shared, "our early motivation for starting Premier Telecom Services, was to provide a service (pulling wires) and do it well. We cannot be replaced by robots."

Ms. Pang expressed her thoughts of being paired with AT&T. "No words can describe our thoughts of having AT&T as our mentor company. I am ecstatic and excited to be able to learn from such a respectable leader. Like AT&T, I want to be able to give back to our community and support our hard working men and women to fulfill the "American Dream."

"My mentors, Angela Williams and

Robert Langhorne, have provided me with countless opportunities to learn more in the last few months than I have learned in the past ten years. Through this relationship with AT&T, I was given opportunities to meet and network with others who are willing to share their know-how. Through Angela and Robert's mentoring, we will know our weaknesses and our needs to re-structure, organize, manage, network and most importantly, learn more efficient ways to do things in order to be a more effective and stronger company going forward."

AT&T has participated in the Georgia Mentor-Protégé Connection since 2003. The program provides opportunities for Georgia small businesses to benefit from a relationship with a corporate mentor for a period of one year. The program seeks to provide advantages to all parties by increasing jobs in the state and supporting Georgia-based small businesses to develop business acumen, performance capacity and competitiveness to be able to work with corporations.



Pictured left to right: Angela Williams, senior manager, AT&T, Supplier Diversity, Lynne Pang, president, Premier Telecom Services, and Robert Langhorne AT&T sourcing manager.

AT&T Buyers Recognized for Supplier Diversity Excellence

Each year MBN Magazine recognizes top purchasing agents from corporations who help develop and drive supply chain diversity. According to MBN, “These buyers offer diverse suppliers access and opportunities to corporate supply chains, allowing them to create greater levels of success. By helping minority business enterprises get their feet in the door and grow their businesses, these master dealmakers are ensuring that global markets are made more innovative and competitive, because of increasingly diverse and inclusive supply chains.” We salute our AT&T honorees:



Debra Fudala | Sr. Sourcing Specialist, AT&T

Debra Fudala is a Sr. Sourcing Specialist in the AT&T Construction and Engineering organization in the Midwest. She is part of the ACAS program (Advanced Contract Administration System), a web based tool that preapproved suppliers use to access and bid on outside plant construction and engineering opportunities in the wireline and wireless space. Over the years, Deb has supported the AT&T Global Supplier Diversity organization in multiple occasions and in 2016 she participated in several outreach events to meet with diverse prospective suppliers. Deb has truly demonstrated what it takes to be a diversity champion.



Tracy R. Copeland | Sr. Sourcing Manager, AT&T

As a Senior Sourcing Manager in the Global Supply Chain organization, Tracy is responsible for identifying and introducing qualified MBEs to opportunities in the areas of IT and Technology. As a Corporate Supplier Diversity Ambassador her goal is to ensure that minority suppliers have a point of contact within AT&T for consideration in contracting. She provides coaching and mentoring to MBEs as an extension of her commitment to supplier diversity. Connecting great companies to great opportunities with AT&T is her passion!



Thomas L. Hamrick | Area Manager, Global Supply Chain Domain 2.0

Mr. Hamrick’s unbridled support was critical to the Supplier Diversity organization at AT&T in 2016. Through his role as both a supply chain professional and as the President of the AT&T Veterans San Francisco Bay Area employee resource group, Thomas provided vital coaching, evaluation and insight to multiple diversity suppliers, diversity forums and organizations. He spoke at various events to help diversity suppliers understand AT&T’s Domain 2.0 program and expectations of suppliers to do business with AT&T.



Cheryl D. Bond | Lead Purchasing Specialist AT&T

Cheryl Bond is a Lead Purchasing Specialist, for AT&T Mobility devices and a major supporter of AT&T’s Supplier Diversity initiatives. Cheryl’s role within AT&T ensures that diverse suppliers have the opportunity to participate in the Supplier Diversity program. She has been instrumental in onboarding additional Original Equipment Manufacturers (OEM’s) to the diversity program which significantly increased diversity spend and the opportunities for diverse suppliers. Cheryl’s commitment to diversity is commendable.

The Supplier Diversity team salute these outstanding Outreach Ambassadors!

AT&T Named as a Corporate Champion by Women's Business Council – Southwest at Annual Awards Gala

Frisco, TX

The Women's Business Council – Southwest (WBCS), recently named AT&T as a Corporate Champion, an exclusive recognition given to Sustaining (Corporate) Members who demonstrate success in the effective integration of certified Women's Business Enterprises (WBEs) throughout their supply chain.

This recognition identifies companies that have an established process for reducing barriers and driving growth for WBEs as well as a strong supplier diversity program.

The 2017 Corporate Champions were unveiled at the annual Women's Business Council – Southwest's Parade of Stars Awards Gala on February 2nd in Frisco, Texas. Nine Corporate Champions were selected from an application process open to all 90 WBCS Sustaining (Corporate) Members.

“Our Corporate Champions represent the gold standard in supplier diversity programs,” said Debbie Hurst, President of the Women's Business Council – Southwest. “They have leveraged diversity and inclusion throughout their company culture and continue to be advocates for the WBEs in the southwest region.”

Headquartered in Arlington, Texas, the Women's Business Council – Southwest (WBCS) is dedicated to increasing mutually beneficial procurement opportunities between certified woman-owned businesses, corporations, businesses, government entities, institutions and other organizations. With more than 1,000 Women Business Enterprise (WBE) Members and over 80 Sustaining (Corporate) Members, WBCS is in its 22nd year of providing national certification to women-owned businesses. WBCS administers the national certification on behalf of the Women Business Enterprise National Council (WBENC) for Arkansas, New Mexico, Oklahoma and north and central Texas.



Oliver Turman, Director, AT&T Supplier Diversity, accepts the award for AT&T.

AT&T Presented with Wisconsin National Corporation of the Year Award

Milwaukee, WI

The North Central Minority Supplier Development Council held its Wisconsin Business Opportunity Fair (WBOF) on March 8-9th in Milwaukee.

AT&T was presented with the 2017 Wisconsin National Corporation of the Year Award. “The Corporation of the Year Awards are special, because MBE firms make the nominations and MBE firms select the winners, along with support from the Minority Business Enterprise Input Committee (MBEIC)” according to the Council.



Duane Ramseur, President, NCMSDC, Dextra Hadnot, AT&T, Joan-Carles Brugué, AT&T, Shelia Payton, Outreach Coordinator, the Office of Congresswoman Gwen S. Moore (WI-04), Ossie C. Kendrix, Jr., President/CEO, African American Chamber of Commerce of Wisconsin and Edna Abernathy, Vice Chair, MBEIC and NCMSDC Board Member

The Prime Focus

We've added a new segment to our newsletter entitled "The Prime Focus". This section will feature highlights of the activities we have with our prime suppliers and the work they do to engage diverse suppliers to support AT&T business. We will also provide information about upcoming events and activities focused on our Prime Supplier Program.

We salute the following prime suppliers for their participation in the AT&T and North Central Minority Supplier Development Council's sourcing event. The firms conducted one-on-one matchmaker meetings with diverse businesses in attendance.

- **AON, Ernst and Young, Generac, Group O, Meetings & Incentives Worldwide,**
- **Michels Corporation, PS Energy Group, Rose International, SAC Wireless**



AT&T Prime Suppliers can now register their business opportunities in the Virtual Matchmaking On Demand (VMOD) tool.

The AT&T Virtual Matchmaking On Demand (VMOD) site was developed as a resource for Prime Suppliers looking to enhance the utilization of MWDVBEs in their supply chain and for Diversity Suppliers to market their capabilities to all of AT&T's service providers.

This will enable the development of new business relationships which will lead to Prime Suppliers meeting and exceeding their annual plan targets. This 24/7/365 tool allows Prime Suppliers to be immediately matched with vetted MWDVBE suppliers when an opportunity arises, instead of waiting for a physical matchmaker event or having to search the myriad of databases from various Certification Agencies.

REGISTER TODAY www.attvmod.com

Let's meet the AT&T Supplier Diversity Team

The **Stakeholder Management and Data Reporting Team** is led by Director, **Alithia Bruinton**. The team manages AT&T national and global outreach initiatives. In addition, this team is responsible for supporting supplier data analytics, results reporting, regulatory reporting and special program initiatives. Each Manager is assigned to a specific geographic region to develop, managed and execute outreach events for the program. Team members:



Alithia Bruinton
Director



Stephanie Bates
Mid-Atlantic Region



Joan Carlos Bruge
Central Region



Lisa Castillo
West Region



Heather Ramsey
Southwest Region



Yvette Mouton
Northeast Region



Angela Williams
Southeast Region



Vanessa Sood
Program Manager

The **Diversity Sourcing Team**, led by Director **Oliver Turman** works closely with our Global Supply Team, Business Unit Partners and Prime Suppliers. They manage our existing diverse suppliers to advocate and position them for new opportunities. This team also manages our Prime Supplier Program, Supplier Certification, and Data Enrichment. Team members:



Oliver Turman
Director



Jessica Briseno
Logistics, VARs,
Transportation



Stephanie Lindsly
Advertising,
Marketing,
Business Solutions



Deborah Fuentes Niziolek
Network Services



Lou Rosas
Diversity
Reporting,
Network
Hardware



Deberah Stone
Tech Dev, IT,
Staffing



Net Waddy
Corporate Real
Estate

Second Quarter 2017 Outreach Events

APRIL

April 18

Women's Business Enterprise Council, SW Power to Potential—*Hurst, TX*

April 20

New Jersey African American Chamber of Commerce—*Newark, NJ*

April 20-21

Chicago Minority Supplier Development Council Chicago Business Opportunity Fair (CBOF)—*Chicago, IL*

April 25-26

Georgia Minority Supplier Development Council (GMSDC) Business Opportunity Expo Trade Show

April 25-27

Disabled Veteran Business Alliance National Keep The Promise Veteran Conference—*Las Vegas, NV*

April 27

Greater Women's Business Council (GWBC) Top Corporation Luncheon Awards —*Atlanta, GA*

April 28

Dallas Ft. Worth Minority Supplier Development Council, Buy Those That Buy Us Recognition Awards—*Dallas, TX*

MAY

May 3

California Public Utility Council Southern CA Small Bus Expo 2017—*Los Angeles, CA*

May 3

New Jersey Board of Public Utilities Supplier Diversity Development Council Minority Investment Management Forum

May 8

National Association of Women Business Organization-California: Propel Your Business Conference 2017 Summit/Forum—*Sacramento, CA*

May 9

Dallas Ft. Worth Minority Supplier Development Council ACCESS Expo 2017 —*Irving, TX*

May 12

Western Region Minority Supplier Development Council Awards Gala 2017 Excellence in Supplier Diversity —*Oakland, CA*

May 16

Women's Business Enterprise Council-West, 2017 Procurement Strategy Workshop—*Tempe, AZ*

May 17

National Minority Supplier Development Council (NMSDC) Leadership Awards Gala—*New York, NY*

May 24

Wireless Infrastructure Association (WIA) Supplier Diversity Summit —*Orlando, FL*

May 31-June 2

US Pan Asian American Chamber of Commerce CelebrAsian Conference —*San Diego, CA*

JUNE

June 8

New York/New Jersey Minority Supplier Development Council 2017 Business Conference and Expo—*Secaucus, NJ*

June 12

Capital Region MSDC Annual Golf Outing—*Mitchellville, MD*

June 14

Northwest Mountain Minority Supplier Development Council (MSDC) Annual Business Expo—*Seattle, WA*

June 20-22

Women's Business Enterprise National Council (WBENC) National Conference and Business Fair—*Las Vegas, NV*

June 21

Dallas Ft. Worth Minority Supplier Development Council Quarterly Buyers Luncheon—*Dallas, TX*



For information about
the Supplier Diversity
Program,

please visit our website at:
www.attsupplierdiversity.com

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.

Newsletter Editor: Stephanie Bates
Newsletter Contributors: Yvette Mouton, Angela Williams, Heather Ramsey and Joan Brugue

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