Service-Disabled Veteran Owned Business Success Story – Optec Enterprise Solutions

Optech Enterprise Solutions (OES), a certified service-disabled veteran owned business, was established in 2013 and has become a world-class logistics and Business Process Outsourcing (BPO) provider. OES capabilities include integrated end-to-end forward and reverse logistics, equipment refurbishing, transportation, warehousing, packaging, kitting and distribution services. OES is located in San Antonio, Texas and provides the full breadth of supply chain management, logistics and outsourcing, and managed services principally in support of telecom, electronics, and government clients in the U.S. and Mexico.

OES’ business with AT&T has included: (1) Tier 2 U-verse Reverse Logistics for AT&T’s West and Southwest regions; (2) Tier 1 Transportation for various lanes in North America for numerous AT&T operations; (3) Tier 2 U-verse Forward Logistics for AT&T’s West region; and (4) recycling AT&T electronics.

OES’ CEO, Lieutenant General (Retired) Ricardo S. Sanchez, a service disabled veteran, has broad-based supply chain experience reflective of his military background. Lt. Gen. Ret. Ricardo S. Sanchez retired from the U.S. Army in November 2006 after 33 years of service. An inherent duty in all of these assignments was direct responsibility for the strategic and tactical supply chain management and logistical support of the forces assigned.

OES’ success with AT&T is attributed to a myriad of factors. AT&T’s supplier diversity program has a 1.5% DVBE goal, which made collaboration with OES a great match. In addition, Lt. Gen. Ret. Ricardo S. Sanchez participated in AT&T’s Operation Hand Salute (OHS) program in 2013. Moreover, the AT&T Supplier Diversity Team has advocated for OES; provided visibility to OES for upcoming opportunities; and familiarized OES with AT&T’s protocols and processes. Consequently, OES understands AT&T’s expectations and business practices – integrity, service standards, price competitiveness; technical systems; and certification (ISO & TL) requirements. Further, OES has developed the ability to scale and pivot to provide the necessary capacity to support quick launches, high volumes, and course corrections via OES’ staff, processes, systems and facilities. These traits have enabled OES to succeed in the realm of AT&T Supplier Diversity’s objectives. Additional information regarding OES can be found at www.oesglobal.com.
2016 Annual Subcontracting Plans Due December 31st 2015

All AT&T Prime Suppliers should submit their 2016 Annual Subcontracting Plan by December 31, 2015. Annual plan updates are a contractual requirement for Prime Suppliers with an annual contract value in excess of $2 million. Annual Plans should contain reasonable and attainable goals of using minority-, women- and disabled-veteran-owned businesses in the supply chain supporting the products/services Prime Suppliers provide to AT&T. Lou Rosas, AT&T Supplier Diversity Manager, will send reminder emails to ensure 100% compliance by December 31, 2015. The Prime Supplier program managers will begin escalation procedures on January 3, 2016 for those who miss the December 31st deadline. Questions for the submission of annual subcontracting plans should be directed to attsd@att.com.

Yvette Mouton Appointed President of the New Jersey Supplier Diversity Development Council

Yvette Mouton, AT&T Supplier Diversity Manager, has been selected to serve as the President of the New Jersey Supplier Diversity Development Council (SDDC). The SDDC was established by Resolution of the Board of Public Utilities (BPU) on October 8, 1997, with the purpose of developing and implementing an ongoing program focusing on improving relations between entities regulated by the BPU and minority-, women-, and service-disabled-owned businesses. According to the SDDC Declaration of Interdependence, the SDDC is committed to encouraging the development of a strong economy and a productive environment for the growth of business through the state of New Jersey, inclusive of minority-, women-, and service-disabled- owned enterprises and public utilities and cable companies regulated by the New Jersey Board of Public Utilities.

Yvette Mouton has served as the AT&T representative on the SDDC Board for approximately two years. Ms. Mouton will serve a two-year term as President of the SDDC effective January 2016 through January 2018.

Yvette Mouton accepted the 2015 SDDC Advocate of the Year Award on October 16, 2015 at the 2015 Annual SDDC Conference. (L-R Christine Nichlos, 2015 SDDC President, Yvette Mouton, AT&T Supplier Diversity Manager, and Richard Mroz, President NJ BPU.)
Prime Supplier Spotlight: Nexius

Nexius is an AT&T Prime Supplier that works with an extensive set of vendors, contractors, engineering firms and technology experts to ensure that large-scale projects stay on schedule. Nexius Solutions specializes in delivering end-to-end network services, software and business intelligence solutions.

Since its inception, Nexius has been committed to diversity in the workplace and has provided many opportunities to diverse suppliers. In June 2014, Nexius proactively engaged the AT&T supplier diversity team in order to formalize and grow its supplier diversity program. AT&T shared its best practices and collaborated with Nexius, which resulted in a more robust supplier diversity program in key markets. In addition, Nexius participated in the AT&T Dallas supplier diversity matchmaking event and two AT&T virtual matchmaker events that targeted opportunities in the Distributed Antenna Systems and Small Cell arena. These events enabled Nexius to meet with several potential new suppliers in key markets. Indeed, these efforts by Nexius were the impetus for increased spend with diversity suppliers that Nexius needed to comply with AT&T’s Prime Supplier requirements.

Understanding the value of a diverse supplier base, Nexius is committed to expanding opportunities for minority-, women- and service-disabled veteran-owned businesses. Working together to advance next-generation technologies, Nexius will continue to add value to the relationship with AT&T while extending market opportunities for diverse businesses nationwide.

Prime Tips:
As you prepare your 2016 Annual Plans, remember that there are many, many ways to subcontract with M/W/DVBEs. If you are providing Goods, here are just some of the ways you can fulfill their goals through subcontracting:

- Purchase parts that go into the widgets from an M/W/DVBE
- Hire an M/W/DVBE firm to assemble part of the widgets
- Outsource the printing of widget labels to an M/W/DVBE firm
- Hire an M/W/DVBE firm to deliver the widgets to the Supplier
- Hire an M/W/DVBE firm to write and document your product support information and user’s guide
- Hire an M/W/DVBE to perform product testing on the widgets

If you are providing a Service, you might find subcontracting opportunities in other areas such as:

- Hire an M/W/DVBE firm to perform some part of the project’s research
- Outsource the printing of the report to an M/W/DVBE firm
- Purchase your office supplies to be used on the project from an M/W/DVBE
- Outsource the report reproduction and assembly work
- Hire the services of a professional to support the services you provide (for example, architect, attorney, surveyor, medical, accounting)
- Hire a business consultant for a portion of your contract

Final TIP – Reach out to the Prime Supplier team at attsd@att.com for assistance, we are here to help!
**Prime Supplier Team**

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Please direct all questions and comments to Yvette Mouton, Supplier Diversity Communications Lead, at ym7626@att.com.