

Attachment
Summary of How Entities Address Best Practices

Best Practices	Supplier Diversity Models			
	City of Los Angeles	SDG&E*	AT&T*	City of San Diego
Commitment by Executive Branch	The Mayor has committed to enhance supplier diversity efforts through the recently enacted Business Inclusion Program. Regular reporting will be required under the new program.	SDG&E's approach to supplier diversity has evolved into a fully integrated program and it is explained that supplier diversity is "woven into the fabric of our business." An annual report is provided of accomplishments and goals.	AT&T has a corporate commitment to promote, increase and improve the quality of the overall participation of minority, women, disabled veteran-owned business enterprises and small business enterprises. An annual report is provided of accomplishments and goals.	The Mayor and City Council have set equal opportunity expectations with the adoption of the Small and Local Business Preference Program and various Council Policies. However, goods and services spending reports are not regularly provided.
Technology and E-Procurement Used to Promote Outreach and Diversity	The City utilizes the LA BAVN, which provides an automated vendor registration system.	A "vendor registration portal" is utilized to identify potential suppliers for contract opportunities.	AT&T utilizes an online vendor registration system. Registered suppliers who want to do business with AT&T are notified of an opportunity electronically.	Opportunity notices are sent electronically by the Purchasing and Contracting Department in addition to posting bid and proposal opportunities on the City's website. An automated vendor registration system is pending.
Departmental Promoters	Through the Business Inclusion Program, Departments will set procurement goals and provide regular updates.	There is an establishment of clear diversity goals as well as a commitment from every manager involved with procurement duties.	Supplier Diversity Outreach Ambassadors are a team of employee volunteers from across AT&T who represent the company at trade fairs and outreach events.	No "Department Promoters" in place.

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Training and Motivating Staff	Criteria has been made for departments to streamline the outreach process within the new Business Inclusion Program.	Provides comprehensive supplier diversity training to new procurement contracting agents, new internal clients, and other stakeholders to heighten awareness of the policy goals.	In 2009, they broadened awareness by reaching out to suppliers with their Citizenship & Sustainability Principles of Conduct for Suppliers. These principles are also available online.	Staff is trained by California Association of Public Purchasing Officers (CAPPO) and various federal agencies in which they participate. P&C is trained by EOCP staff as well.
Awards and Positive PR	The Los Angeles Minority Business Opportunity Center (LA MBOC) serves its constituency by partnering with other agencies in hosting a wide range of education forums including the annual Minority Enterprise Development (MED) Week.	SDG&E played an active role in nominating and/or promoting four DBEs at "Supplier of the Year" hosted by the Southern California Minority Business Development Council and the San Diego Regional Supplier Development Council.	Since 2000, the AT&T Foundation has granted more than \$935,000 in diversity supplier educational scholarships and programming.	A supplier/contractor of the year award that recognizes diversity is being implemented.
Partnership and Outreach	The City partners with the LA MBOC, which provides free services to strategic growth MBE firms.	SDG&E reaches out to Minority Chambers and searches for applicable databases to look for high-potential DBEs. They participate on corporate advisory boards and committees, and participate in local, regional and national trade fairs and conferences during the year.	AT&T sponsors many supplier diversity outreach events such as trade shows, award and recognition programs and workshops. All of these provide excellent forums for diversity suppliers and corporations to network and explore potential business opportunities.	The City partnered with the Small Business Administration (SBA) and conducts over 200 outreach contacts annually. In addition, P&C is considering partnerships with various chambers and diversity media outlets. P&C staff provides "How to do Business with the City" and "Meet the Buyer" Workshops.

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Strategic Use of Under-Threshold	Information not provided	N/A	N/A	No policy in place
Maximizing the Supply Chain: Sub-Contracting and 2nd Tier	The City currently has a subcontractor outreach program that will be expanded through the implementation of the Business Inclusion Program.	SDG&E monitors large contracts to ensure primes are subcontracting at least 30 percent to DBEs.	Since 1989, AT&T's Prime Supplier Program has been helping prime suppliers increase the utilization of minority, women and disabled-veteran owned businesses (MBE, WBE, & DVBEs) in their supply chain through subcontracting.	P&C evaluates firms and does consider subcontracting as part of an overall evaluation in conjunction with EOCP. The SLBE program also provides a voluntary subcontractor participation requirement.
Eliminating Barriers with Well-Placed Bonding, Financing, and Loan Guarantee Programs	A Bond Assistance Program is provided that assists in removing barriers of surety bonding by providing technical and administrative assistance to local, small and minority businesses	Information not provided	AT&T has provided long-term support to the National Minority Supplier Development Council's Business Consortium Fund. It provides several financing alternatives for minority owned businesses.	P&C works with EOC to eliminate and minimize bonding requirements whenever legally possible. In addition, the City has a relationship with bonding companies who can assist firms in obtaining bonds.

*The Best Practices listed were directed towards government entities. However, upon review of private entities and their practices it became clear that these best practices are in use by this sector as well.