

AT&T California (AT&T CA)

Headquarters: Dallas, TX

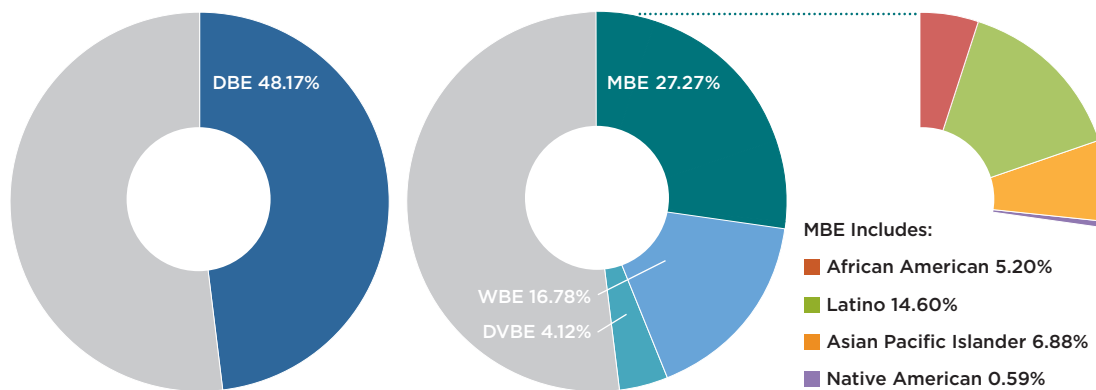
Total 2015 CA Spending: \$2,071,021,235

Category	Spend	Percentage	Grade ¹
All Diverse Business Enterprises (DBE) ²	\$998 m	48.17%	A
All Minority Business Enterprises (MBE) ³	\$565 m	27.27%	A-
African American	\$108 m	5.20%	B
Latino	\$302 m	14.60%	B-
Asian Pacific Islander	\$143 m	6.88%	B+
Native American	\$12 m	0.59%	C-
Women (WBE)	\$348 m	16.78%	A
Women of Color (Minority Women)	\$124 m	5.98%	C+
Service Disabled Veterans	\$85 m	4.12%	A
Best Practices, Technical Assistance & Capacity Building	-	-	***

Comments and Recommendations:

AT&T CA's total DBE spending increased significantly from 41.74% in 2014, even though its total procurement fell by about \$600 million. Most demographic categories remained relatively consistent, but Native American spending dropped significantly in 2015, while spending with WBEs increased by about 6 points. In addition to a robust set of existing best practices, AT&T is exploring virtual matchmaking as a way to more efficiently connect prime contractors and potential subcontractors who may not be headquartered in the same area. AT&T is presently working to incorporate DirecTV into its operations, which could prove challenging as DirecTV did not have a supplier diversity program. In order to maintain its status as a long-time industry leader in supplier diversity, AT&T will need a focused strategy to ensure that its supply chain remains diverse as the company evolves away from its telecommunications roots.

Company Overall Spending



Glossary of Terms

- DBE** ■ Diverse Business Enterprise. Includes minority, women, and disabled veteran-owned business enterprises.
- MBE** ■ Minority-Owned Business Enterprise. MBEs have at least 51 percent ownership by ethnic/racial minorities. The MBE category includes businesses owned by African Americans, Latinos, Asian Pacific Islanders, and Native Americans.
- WBE** ■ Women-Owned Business Enterprise
- DVBE** ■ Service Disabled Veteran-Owned Business Enterprise

For more information, contact **Stephanie Chen**, Energy and Telecommunications Policy Director at: stephaniec@greenlining.org

¹ Visit <http://greenlining.org/issues/2016/2016-supplier-diversity-report-card-californias-public-utilities> for more information on how grades are assigned.

² The DBE category includes all MBEs, WBEs, and SDVBes.

³ MBEs include African American, Latino, API, Native American, and women of color owned businesses.