

Working together



Creating opportunities



Achieving results

9.1.5 SUBCONTRACTORS

2012 SoCalGas	Minority Men	Minority Women	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Women, Minority Business Enterprise (WMBE)	Service-Disabled Veteran Business Enterprise (SDVBE)	Total WMDVBE
Direct \$	\$110,897,867	\$55,857,641	\$166,755,508	\$87,899,351	\$254,654,858	\$12,337,861	\$266,992,719
Subcontracting \$	\$42,252,274	\$16,868,462	\$59,120,736	\$19,662,719	\$78,783,455	\$2,567,253	\$81,350,708
Total \$	\$153,150,141	\$72,726,103	\$225,876,244	\$107,562,070	\$333,438,313	\$14,905,114	\$348,343,427
Direct %	13.34%	6.72%	20.06%	10.57%	30.63%	1.48%	32.11%
Subcontracting %	5.08%	2.03%	7.11%	2.36%	9.48%	0.31%	9.78%
Total %	18.42%	8.75%	27.17%	12.94%	40.11%	1.79%	41.90%
Percentages may not equal total due to rounding							
Total Procurement	\$831,442,383						

Osceola Consulting, Inc. Once a subcontractor, now a prime

Kevin Narcomey and his firm, Osceola Consulting, Inc., started doing business with SoCalGas as a subcontractor on a major process improvement project in 2008.

The Native American-owned consulting, resourcing and information technology company exceeded expectations and was offered a direct contract for the project's next phase and subsequent annual contract renewals. This led to additional business, including providing software procurement and vendor management services, developing an accounting program to help SoCalGas manage its fixed assets and work on the Advanced Meter Project.

Today, SoCalGas is one of Osceola's largest clients. The Tiburon, Calif.-based firm, which was founded in 2006, has about 20 employees working at SoCalGas facilities on program design, development, testing, training and deployment.

"SoCalGas is a major player in the industry and having the company as a strategic client is important for Osceola Consulting and its reputation in the industry," Narcomey says. "The spirit of the relationship has been one of partnership and trust. Communication is up-front, direct and straightforward."

He added that SoCalGas helped his firm with referrals and networking with other utilities and nominated Osceola for two consecutive Supplier of Year awards. "The Supplier Diversity team at SoCalGas has been active and supportive. I can truly say that Osceola Consulting would not be the company it is today without SoCalGas' commitment to supplier diversity."

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Kevin Narcomey's firm, Osceola Consulting, is helping SoCalGas to implement new technologies to support field operations and work planning.