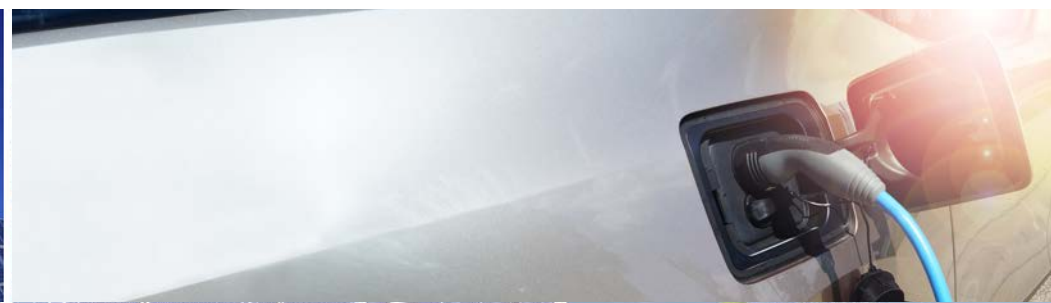




Supplier Diversity

Helping to Build America's Cleanest, Safest and Most Reliable Energy Company



Diverse Business Enterprises • 2017 Annual Report • 2018 Annual Plan
March 1, 2018

2018 Supplier Diversity Annual Plan

10.1.1 GOALS

SDG&E is committed to a 40 percent targeted supplier diversity spending goal. To achieve this goal, we will focus on helping our diverse suppliers build a sustainable business model.

- Achieve 40 percent in spending with diverse suppliers.
- Expand our existing Champions, Ambassadors, and Primes (CAP) program to help advance the supplier diversity programs.
- Offer a comprehensive set of payment options to improve cash flow.

Discover: "Discovering New Suppliers"

"I have been committed to, and passionate about building the right team of seasoned professionals who have deep knowledge and experience in the utility sector; enabling Bridgewater to build our reputation by providing our clients with top quality and responsive services."



Mark Montgomery, Bridgewater Consulting Group, www.bridgewecg.com

Q: As a new supplier in 2017, how did you work with Supplier Diversity to help you gain new contracts at SDG&E?

A: The new Supplier Symposiums organized by the Supplier Diversity team have resulted in effective networking with SDG&E leaders across the company. We've made connections with key prime suppliers and have had multiple opportunities to showcase our services and utility experience with various organizations at SDG&E.

Develop: "Developing a Strong Foundation"

"SDG&E's high standard of excellence is the stimulant to Parkia's aspiration in offering continuous innovative solutions built around safety, quality, and cost-effective services."



Dion Emamin, Parkia Inc., www.parkiainc.com

Q: You participated in a variety of programs offered by SDG&E: technical assistance, Symposiums, and match-making with primes; what are some of the results from participating in these opportunities?

A: Some of the results include: Parkia becoming an SDG&E approved supplier; we competed and were awarded an engineering pilot project and we are partnering with other diverse firms for future opportunities.

Grow: "Growing your Business"

"Level the playing field; parity in business is not a goal - it's a requirement."



Marco Compos, Campos EPC, www.camposepc.com

Q: You demonstrated great success with the PSEP project and were able to leverage connections at SoCalGas. How have these efforts helped you grow at SDG&E?

A: Campos EPC was able to build meaningful relationships and gain a comprehensive understanding of SoCalGas business processes during our tenure for PSEP. Leveraging that, along with our extensive work with other California utilities, has allowed us to immediately step into SDG&E and provide value, quality and efficiency with a limited learning curve.

Sustain: "Sustaining for the Future"

"We are deeply honored to support SDG&E as a leader in the industry with an aligned mission for diverse supplier partnerships and a focus on local community development."



Kevin Osceola, Osceola Consulting LLC, www.OsceolaC.com

Q: You have successfully worked at both Sempra Energy utilities and won contracts over the past nine years. Now, as one of our prime suppliers, how has your firm impacted the local community?

A: As a prime supplier we are fortunate to be able to give back to the underserved community through providing jobs, career development opportunities, scholarships and contributions. This also includes partnering, and mentoring/apprentice programs which we hope will set an example for other suppliers to follow.



- Participated in strategic sourcing initiatives for SoCalGas' major capital projects
- Conducted presentations for business units and monitored department/division goals and performance
- Organized supplier showcase forums to highlight potential diverse contractors
- Identified and developed qualified diverse suppliers and evaluated their contract readiness
- Worked with diverse firms to obtain certifications and arranged meetings with procurement and internal clients
- Resolved issues with contract and performance requirements
- Promoted activities and opportunities at conferences, seminars and events
- Met with prime contractors and verified and monitored subcontracting plans
- Provided timely responses to inquiries via our vendor portal

EXTERNAL ACTIVITIES

SUPPLIER DEVELOPMENT/TECHNICAL ASSISTANCE

We continued to collaborate with ethnic and minority business advocacy organizations and support our mutual goals to help diverse firms grow and become more successful. We also invested in universities, business and community programs to increase diverse firms' business acumen and were involved in the following:

- Partnered with the Asian Business Association - Los Angeles (ABA-LA) to offer workshops on finance, business development, and other topics.
- Sponsored one of our diverse suppliers to participate in Southern California Minority Supplier Development Council's (SCMSDC) CEO Academy, a nine-month executive leadership program designed to help minority business enterprises expand beyond core capabilities and prepare them to scale up their operations.



Participating in the Supplier Engagement Forum are (from left) SoCalGas suppliers Kevin Narcomey, Osceola Consulting; Scott Summers, ARB; Tamara Rashid, Agile 1; Charles Rikel, SE Pipeline; and Kim Henry, Spec Services.



SoCalGas collaborated with several organizations to promote networking activities with diverse firms. A partnership with City National Bank resulted in a workshop to meet diverse firms.