



ISM Services Conference
OUT FRONT:
Supplier Diversity Goes Global & Green



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Pacific Gas & Electric Company



Where are We?

Pacific Gas and Electric: **By the Numbers**

- 20,000 employees
- 15 million people
- 70,000-square-mile service area in northern and central California
- \$3.5B total goods and services

• **2010 DBE Performance: 32.7% (\$1.13B)**

MBE	19.6%
WBE	11.3%
DVBE	1.7%

• **2011 DBE Goal: 34%**





Supplier Diversity Goes Global

Supplier Diversity is now Global.

As corporations with strong Supplier Diversity Programs globalized their supply chains, they soon realized that if they didn't globalize their Supplier Diversity Programs many key procurement opportunities would no longer be available to diverse suppliers

Offshore Does Not Mean Off the Table



Supplier Diversity Goes Global

Global Supplier Diversity is led by Global Corporations

accenture

ERNST & YOUNG
Quality In Everything We Do

Alcatel-Lucent



at&t

IBM

CISCO

Marriott
HOTELS - RESORTS - SUITES

DELL

Walmart





Supplier Diversity Goes Global



WE Connect International
Helps corporations take their WBE Programs Global

NMSDC



NMSDC: Global Link
Helps corporations take their MBE Programs Global

Global-Link



Supplier Diversity Goes Global

International Economic Development Organizations Promote Global Supplier Diversity as Well





Global Supplier Diversity Forums



WEConnect China: Global Women Vendors
Exhibition and Forum 2011



WEConnect's Conference For Europe – Getting
Connected 2011



Diverse Suppliers Go Global

NextGen Information Services, Inc.

- Maria del Carmen Jacob, President & Founder
- Founded NextGen in 1997 in Missouri
- Provides contract services to large corporations to develop, design and maintain complex software systems
- Offers IT, clerical, accounting and call center support
- Expanding globally through strategic alliances



"It takes time to develop trust and true understanding of your client's needs. Both parties have to be patient."



Diverse Suppliers Go Global

Superior Design International

- Carmen Castillo, President & CEO
- Founded SDI in 1992 in Florida
- Offers strategic outsourcing for vendor and supply chain management, IT and technical temporary staffing, payroll services, etc.
- Operations in the U.S., Canada, Europe, China, India, Australia and Latin America
- 34th largest Hispanic Business in the U.S.
- Certified by WBENC and NMSDC



“Any diverse or non diverse business that is not on the global boat by now will be missing a promising future.”



Diverse Suppliers Go Global

MSA Global

- Madinah S. Ali, President & CEO
- Founded MSA Global in 2006 in Georgia
- Delivers call center outsourcing, consulting and telecom services
- Offers Contact Centers in the US, Mexico and The Philippines
- Certified by WBENC and NMSDC



“Positioning your business for global growth, is also building for the long-term, and developing a sustainable business model.”

PG&E'S ENVIRONMENTAL COMMITMENT

At PG&E, we are committed to being an environmental leader and demonstrating this through our actions. We pledge to think creatively, work cooperatively, and be result-oriented in our environmental stewardship efforts

Supplier Diversity may have started as a U. S. based government compliance program, but it has transformed into a cutting edge, global supply chain initiative that is keeping pace with emerging supply chain issues.

Supplier Diversity is now Global and Green. . .



DBE's at Every Link in a Green Supply Chain



- DBEs are applying green principles and standards to every step of the supply chain.
- PG&E engages all suppliers who contribute to the design, development, production, packaging, delivery, logistics, and sale of a product/service to adhere to certain levels of environmental responsibility.





Why Do Diverse Suppliers Go Green?



- ▶ Environmental Benefits
- ▶ Compliance & Regulation
- ▶ Competitive Advantage

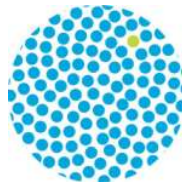


Green Business Standards

Carbon Disclosure Project
www.cdproject.net



Business Roundtable
www.businessroundtable.org



World Resource Institute
www.wri.org



Certifications and Assessments

International **BIZPHYX**
QUALITY EXPERTS

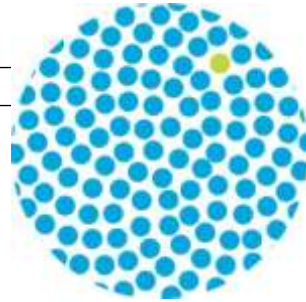
ISO 14001: Environmental Management Systems

PG&E and Bizphyx developed joint ISO 9001 and 14001 Certification Training for DBEs

Industry



EPA Smart Way – Fleet: All American Trucking provides transportation to PG&E



CEO opinion: by the numbers

93%

93% of CEOs believe that sustainability issues will be critical to the future success of their business.

72%

72% of CEOs cite "brand, trust and reputation" as one of the top three factors driving them to take action on sustainability issues. Revenue growth and cost reduction is second with 44%.

91%

91% of CEOs report that their company will employ new technologies (e.g., renewable energy, energy efficiency, information and communication technologies) to address sustainability issues over the next five years.

96%

96% of CEOs believe that sustainability issues should be fully integrated into the strategy and operations of a company (up from 72% in 2007).

88%

88% of CEOs believe that they should be integrating sustainability through their supply chain. Only 54% believe that this has been achieved within their company. An almost identical performance gap is seen for subsidiaries.



A New Era of Sustainability

UN Global Compact-Accenture

CEO Study 2010

*766 CEOs across the globe participated in survey

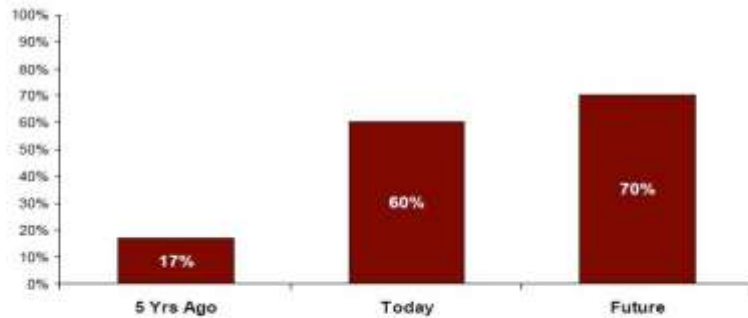


Going Green is not an Option

ATKEARNEY

Being "green and ethical" will no longer be an option, it will be a necessity for all participants in the supply chain

Companies deselecting suppliers for failing to meet sustainability criteria ⁽¹⁾
(% of respondents)



Notes: (1) For more than 5% of sourcing events.
Source: A.T. Kearney and Institute for Supply Management™ (ISM) Sustainability Management Survey, January 2007



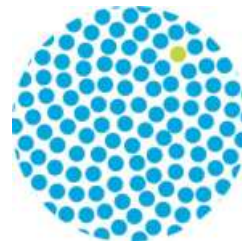
Diverse Suppliers Go Green

Collaboration is the Key

Corporations Collaborate to Drive Green

- The Carbon Disclosure Project
- The Business Roundtable
- Electronic Industry Citizenship Coalition
- Electric Utility Industry Sustainable Supply Chain Alliance (EUISSCA)
- Global e-Sustainability Initiative (GeSi)

Corporate Leaders

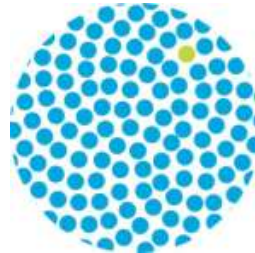




Diverse Suppliers Go Green

Corporations Increasingly Require Suppliers to Support Sustainability/Green Initiatives & Report Performance Metrics

- Full Disclosure
- Ability to Report Metrics
- Active Alignment with Sustainability Goals
- Reductions in:
 - Energy Usage
 - GHG
 - Water Usage
 - Pollution
 - Waste



Diverse Suppliers Go Green

PG&E's Green Supply Chain Initiatives

- Green "Report Cards"
- Green Supplier Network Sponsorship
- Electric Utility Industry Sustainable Supply Chain Alliance (EUISSCA) Leadership
- Life Cycle Assessment Research Project

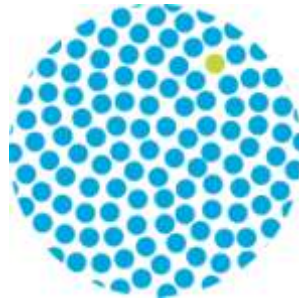




Diverse Suppliers Go Green

Diverse Suppliers Are Leaders in Supporting Corporate Green Supply Chain Programs

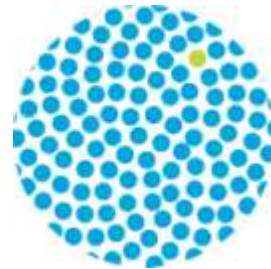
- Akraya
- All American Trucking
- Fong Brothers
- MJ Avila
- Pivox
- Zones



2011 PG&E :: Green Supplier of The Year

MJ Avila

- Chosen as the 2011 PG&E Green Supplier of the year
- Nominated in 2 out of 9 Categories
 - Green Supplier of the Year
 - Generation Supplier of the Year
- Certified WBE – 8(a) – HUBZone – SBE -SDBE

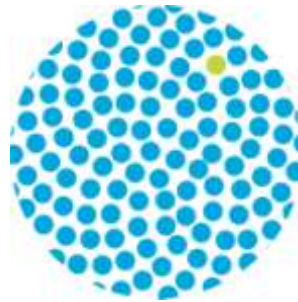




Diverse Suppliers Go Green

Diverse Suppliers Are Following the Growth of Green Business Opportunities


- Milender White
- Silverwood Energy Company
- S&S Tools and Supply
- Sun Energy
- Telamon
- Visage Energy
- Walden Energy



Green Supplier Highlight



Milender White Construction

- MBE: Native American Owned Business Enterprise 
- Awarded subcontract on the PG&E / SOLON Five Points, 15 Million Watt Solar Power Plant project in Fresno, CA





Green Supplier Highlight



Telamon

- DBE Awarded Joint Venture contract to build a 41,000 panel Solar Farm
- Part of the Telamon Energy Solutions Division also responsible for smart buildings, LED Lighting, sustainability products, and renewable energy technology.



Green Supplier Highlight







Terra Verde (Means: Land that is Green)

- WBE selected by PG&E to conduct Biological and Environmental Surveys
- Consults on Environmental Compliance Initiatives and provides Environmental Training





Old School – New School

Old School	New School
	
	



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RECON RECYCLING'S vision is to be a global company and great people known for Recycling Everything. Our success in achieving this vision will be defined not only by our innovative services and consumer satisfaction, but also by our accomplishments as a responsible citizen of the world. This citizenship includes proactive policies, practices and training that promote a sustainable environment wherever we do business.



Company-wide, RHA is dedicated to protecting human health, natural resources and the global environment. The following environmental goals and principles provide guidance to RHA personnel statewide in the conduct of its daily business practices.



