

# AT&T Supplier Diversity Overview

Oliver Turman, Director AT&T Supplier Diversity

December 2015



# AT&T Global Supplier Diversity Performance

## Tier I - Direct

AT&T Global Supplier Diversity is an organization that connects certified diverse businesses with opportunities to provide products and services to AT&T around the world.

## Tier II – Prime Supplier Program (PSP)

AT&T also encourages subcontract opportunities to diversity owned businesses by contractually requiring annual supplier diversity participation plans and diversity reporting from our Prime Suppliers.



In 2014, AT&T spent  
**\$16.5 Billion-**



# Why Diversity?

Because it reflects the diversity of our customers, employees, and the communities we serve!

Better Business Solutions

Community Impact

Customer Loyalty

Brand Enhancement



# What's Required of Diverse Suppliers

**INNOVATION** - so that thinking outside the box is normal

**COOPERATION** - no single supplier can accommodate all needs

**COLLABORATION** – to develop solutions with smaller, nitch providers

**INTEGRATION** – from network to device and everything in between

**RELIABILITY AND AVAILABILITY** – quality so the solution works every time, any time



# Supplier Opportunities

## Emerging Opportunities

**Applications, products and services** to support transformative solutions:

- Network Services
- Application Development
- Entertainment Solutions
- Business Services



## Traditional Opportunities

- Sub-Contractors
- Distribution Centers
- Transportation
- Component Suppliers
- Tech Support
- Customer Care



# 2015 Supplier Diversity Initiatives

## Utilize Vendor Strengths and Supplier Diversity Growth Trends

- National Supplier Diversity results
- Technology & Vendor Sourcing:
  - Domain 2.0, Wireless, Cloud
- Diversity Advocacy Awards
- Supplier Diversity Entrepreneur Program



# Prime Supplier Program

Our Prime Suppliers are vital to our success – helping us create opportunities for diverse firms to participate in the business they do with AT&T

## Helping Our Prime Suppliers:

1. Establish their own diversity initiative
2. Develop Annual Plans
3. Report results showing progress towards goals

Established  
**1989**

# Visit Often

[www.attsupplierdiversity.com](http://www.attsupplierdiversity.com)

The screenshot shows the AT&T Global Supplier Diversity website. At the top is a navigation bar with the AT&T logo and links for Overview, Doing Business With Us, Our Programs, and News. The main banner features a woman in a green and white striped top looking at a tablet. To her right is a dark box with the text "Work together Win together" and a description of the organization's mission, with a "Find out more" button. Below the banner are three main sections: "Supplier Diversity by the Numbers" with a "diversity" logo and a "Learn More" link; "Success Stories" with a colorful cloud icon and a "Read Now" link; and three smaller sections: "Opportunity Areas" with a group photo and a description of working with AT&T; "Events" with a photo of a large industrial structure and a description of upcoming events; and "Innovation" with a photo of a person surrounded by screens and a description of emerging technologies.







Thank You

