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SPURRING INNOVATIVE IDEAS IN WIDE OPEN SPACES





SUPPLIER DIVERSITY – THE LOCAL IMPACT

MAY 8, 2017



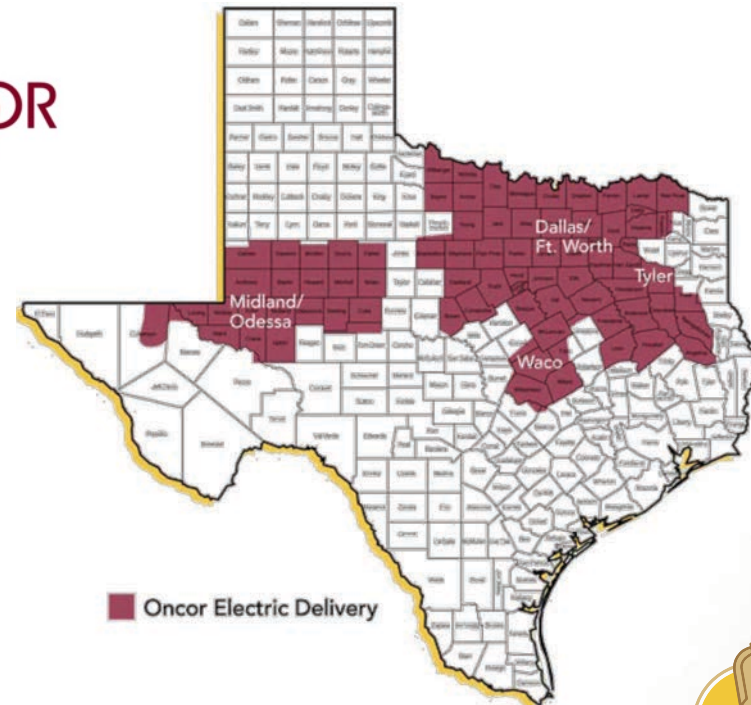
WHO IS ONCOR

Oncor is Texas' largest regulated electricity transmission and distribution company and the sixth largest in the nation.

- With the deregulation of the Texas electricity market, Oncor only provides transmission and distribution of electricity.

Who is Oncor?

- 121,000 miles of Transmission & Distribution lines
- 10 Million customers and 3.3 Million meters
- Uses cutting edge technology with more than 3,000 employees working to safely maintain reliable electric delivery service with the largest distribution and transmission system in Texas



ONCOR SUPPLIER DIVERSITY

Ingrained in our culture

Supplier Diversity is about choosing businesses that embody who we are as a company. We want to work with companies made up of people who not only are the top in their fields, but who also care about making an impact in their local communities.

– Bob Shapard, Oncor Chief Executive Officer

For more than two decades, our company has supported women and minority-owned businesses through our Supplier Diversity Program. It is our commitment as a Texas-based company to make decisions that make Texas a better place, not just for us, but for every resident of Texas.

– Jim Greer, Oncor Senior Vice President
and Chief Operating Officer



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ONCOR SUPPLIER DIVERSITY

Walk the Talk

- Inclusion of diverse suppliers throughout the sourcing process
- Supplier Diversity language included in all RFPs and contracts
- Multi-Tier reporting requirements
- Engage internal organizations in outreach opportunities
- Internal recognition - Supplier Diversity “Champions”
- Participation and support of external supplier diversity organizations





We are Oncor.

*And we know diversity delivers.
Different perspectives. Real results.*

We see it in our workforce, in the communities we serve and in the suppliers who support us. Companies owned by women and minorities deliver unique perspectives, diverse skills and powerful solutions that strengthen our business.

To learn more about supplier opportunities with Oncor visit www.oncor.com.

Together – we are Oncor.



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ONCOR SUPPLIER DIVERSITY

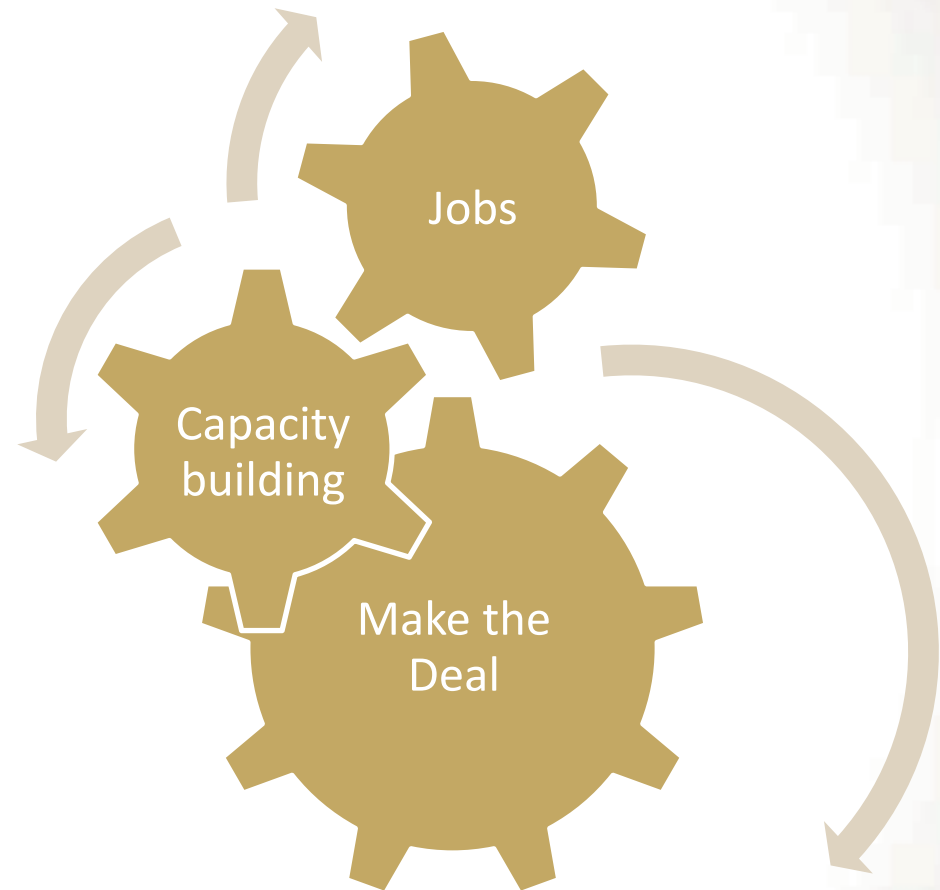
Finding the right suppliers

- D/FW Minority Supplier Development Council
 - Telecom Electric
 - On-Target
 - Logisticorp Group
- Women's Business Council - Southwest
 - Standard Utility Construction
 - Ricochet Fuel
 - Pinnacle Technical Resources



ONCOR SUPPLIER DIVERSITY ECONOMIC IMPACT

- Increased business with diverse suppliers
- Revenue growth
- Increased workforce
- Builds relationships
- Enhances communities



ONCOR

Contact Supplier Diversity

- Grace Hastings,
Oncor Supplier Diversity Manger



- 115 W. 7th Street
- Fort Worth, Texas 76102
- Office 817-215-6555
- Website – www.oncor.com/supplierdiversity



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Dallas/Fort Worth
Minority Supplier
Development Council, Inc



MINORITY BUSINESS DEVELOPMENT AGENCY
BUSINESSCENTER
U.S. DEPARTMENT OF COMMERCE
The Dallas/Fort Worth
MBDA Business Center



Our Mission

- The Mission of the Dallas/Fort Worth Minority Supplier Development Council (D/FW MSDC) is to encourage and facilitate procurement and business opportunities between Buying Entity Members (Corporations and Public Sector Agencies) and Certified Minority Business Enterprises (MBEs).



Quick Facts

NMSDC COUNCIL OF THE YEAR - 2015 & 2011

506
Buying Entity
Members

750
Certified
MBEs

\$14.6
Billion MBE
Revenues
Reported

47,926
Employees of
D/FW MSDC
MBEs

35%
spend with
MBEs
by D/FW MSDC

MBEs
15 Average Years
in Business
7 Average Years
Certified
65% with National
Coverage

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Our Value...



Certification
Gold Standard for certifying
MBEs



Competition
Competitive supply chain
options



Innovation
Innovative and disruptive
supplier solutions



Revenue Protection
Protecting "at-risk" revenue
streams



Customer-Focused
Matching supply chain to
customer base



Economic Impact
Multiplier dollar impact within
the community



Connection
Buying entities with MBEs and
MBE-to-MBE



Training
Phenomenal business
development opportunities



Certification



D/FW MSDC certifies MBEs to do business with private sector corporations and public sector agencies. 3-in-1 Certification.

- MBE
- SBE (Small Business Enterprise)
- HUB (State of Texas Historically Underutilized Business)
- Nationally certified with NMSDC

Average processing time - 37 days



Connections



D/FW MSDC provides numerous opportunities to connect for business. We host **OVER 100 CONNECTING EVENTS ANNUALLY.**

- ACCESS Business Expo
- Hard Hat Construction Expo
- Meet & Greets with major Buying Entity Members
- Quarterly Buyers Appreciation Luncheons
- "How to Do Business With..." Forums



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Working Board of Directors



D/FW MSDC Board of Directors

- Senior Level Executives
- Several North Texas HQ Entities
- Several working and sourcing in North Texas
- Engaged in Working Groups & Strategic Imperatives to improve the Council and stakeholder deliverables
- Many of the Fortune 50 in the area represented



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Strategic Imperatives

Our key strategic imperatives as determined by our senior level executive Board of Directors include:

- 1. INCREASE BUSINESS OPPORTUNITIES** – Increase business opportunities and utilization of certified minority owned businesses.
- 2. BUILD CAPACITY** – Deliver tiered training and tools to develop and grow minority business enterprise capacity.
- 3. CREATE ACCESS TO QUALITY (CAPABLE) MINORITY SUPPLIERS** – Develop a joint effort to identify and connect capable MBEs with new and innovative opportunities. Improve Supplier Diversity programs focused on minority business utilization.
- 4. IMPROVE ORGANIZATIONAL INFRASTRUCTURE** – Improve overall organizational infrastructure to meet the expectations and needs of our stakeholders.
- 5. PROMOTE SUBJECT MATTER EXPERT CHAMPIONS** – Promote and utilized the skills of our SME Board Members.



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MBDA – Dallas/Fort Worth Business Center

D/FW MSDC operates the U.S. Commerce Department's Minority Business Development Agency Business Center – Dallas/Fort Worth

- Ranked one of the top Business Centers in the nation
 - Facilitating federal, state and local government procurement
 - Outreach to markets and contracts
 - Access to capital
 - Global expansion and business
 - National outreach assistance
 - Strategic Business counseling
 - And more...
- Ranked Outstanding by the Dept. of Commerce MBDA in 2012, 2013, 2014, 2015 & 2016
 - 237 jobs created and/or retained
 - \$114,292,156 in contracts and procurement opportunities closed
 - \$24,580,089 in financing transactions



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Contact Us...

www.dfwmsdc.com

214.630.0747

info@dfwmsdc.com

Susan St. Clair- Director of Buying Entity Services
Andrew Nash - Director of Operations
Margo J. Posey - President



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WOMEN'S
BUSINESS
COUNCIL
—
SOUTHWEST



WOMEN'S
BUSINESS
COUNCIL
—
SOUTHWEST

- Women's Business Council – Southwest (WBCS)
- Formed in 1995
- Administers the Women's Business Enterprise National Council's (WBENC) certification
- 501(c)(3) non-profit organization
- Mission: To facilitate mutually beneficial procurement opportunities among Women's Business Enterprises (WBEs) and Sustaining (Corporate) Members
- Membership numbers
 - Over 1,000 WBE Members
 - Over 80 Sustaining (Corporate) Members



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WOMEN'S
BUSINESS
COUNCIL
—
SOUTHWEST



- **Women's Business Enterprise National Council (WBENC)** certification is the most widely recognized and respected certification in the United States for women's business enterprises (WBE).
- The largest third-party certifier of businesses owned, controlled, and operated by women in the United States
- Partners with 14 Regional Partner Organizations to provide its world class standard of certification to women-owned businesses throughout the country



WOMEN'S
BUSINESS
COUNCIL
—
SOUTHWEST

- Serves the four-state region of north and central Texas, Oklahoma, Arkansas and New Mexico
 - WBCS is headquartered in the heart of the Dallas/Fort Worth Metroplex
 - WBCS satellite office in Austin for direct regional support
- Two types of membership:
 - **WBE Members** (Women's Business Enterprise)
 - **Sustaining Members** (Corporate Companies or Government Entities)



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WOMEN'S
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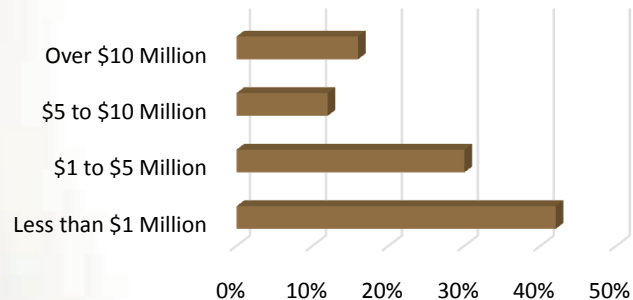
WBE Numbers

WBE Revenue

Total WBE Gross Revenue in 2016

\$12.3 billion

WBE Annual Revenue



WBE Industry

- Accounting
- Advertising/Marketing**
- Agriculture
- Architectural Design
- Arts/Entertainment
- Chemical Manufacturing/Distribution
- Computer System Design
- Construction**
- Consulting Services**
- Data Processing/Hosting
- Distribution
- Educational Services
- Employment Services
- Engineering Services
- Event Management
- Finance
- Food Services
- Graphic Design
- Healthcare
- Human Resources Services (non-staffing)
- Information Technology/Management**
- Insurance
- Interior Design
- Legal Services
- Logistics
- Manufacturing**
- Market Research
- Medical Equipment/Supplies
- Mining/Oil & Gas
- Other Non-Professional Services
- Other Professional Services**
- Pharmaceuticals
- Print (Broker)
- Print (Non-Broker)
- Real Estate
- Rental/Leasing
- Retail Trade
- Scientific/Technical Design
- Translation Services
- Transportation
- Utilities
- Video/Film Services
- Warehousing
- Website Design
- Wholesale Trade

>5% of membership



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Benefits to Corporations



- Rely on WBENC's national standards for WBE certification with stringent guidelines
- Meet your supplier diversity spend goals by sourcing from our over 1,200 certified WBEs in the WBCS four-state region
- Connect with potential suppliers at networking and matchmaking events
- Receive recognition for your corporate initiatives and successes through WBCE awards, committee involvement, and event sponsorship
- Share and learn supplier diversity best practices with other procurement professionals



"We are proud to work alongside WBCS to build regional success through economic inclusion. Our [WBCS] membership provides great opportunities to identify and engage with women-owned businesses, ultimately creating more jobs and employing more people in the communities where we work and live, attracting great talent in our own backyard."

-Rich Templeton, Chairman,
President, and CEO, Texas
Instruments, Incorporated



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WOMEN'S
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One-Stop Shop Certification



Women's
Business
Enterprise



Do you want to
do business with
CORPORATIONS?



WBE through
WBCS/WBENC



Do you want to
do business with
the STATE OF
TEXAS?



HUB through
WBCS/WBENC or
state



Do you want to
do business with
the FEDERAL
GOVERNMENT?



WOSB through
WBCS/WBENC or
SBA



Do you want to
do business with
DFW AIRPORT?



SBE through
WBCS/WBENC

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Join our Conversation



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twitter.com/WBCSouthwest



linkedin.com/company/women's-business-council---southwest



instagram.com/wbcsouthwest



www.wbcsouthwest.org



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Distributor Supplier Diversity

JACK MAY, VICE PRESIDENT,
UTILITY ALLIANCES AND BUSINESS DEVELOPMENT
IRBY UTILITIES



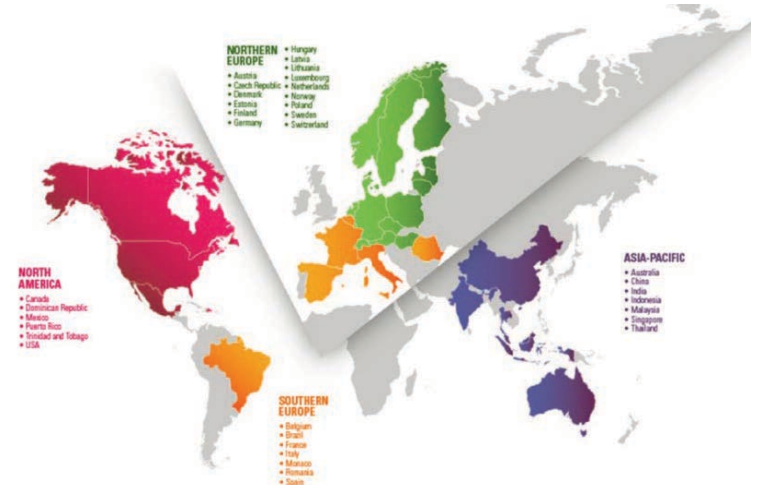
Sonepar Group (Holding Company)

- ⚡ Established 1969 (Headquarters in Paris, France)
- ⚡ 2015 Sales exceed \$22 billion
- ⚡ Decentralized operating philosophy
- ⚡ Operating 190 companies, in 44 countries on 5 continents
- ⚡ Largest electrical distributor in the world



Sonepar – USA (Parent Company)

- ⚡ Established 1998 (Headquarters in Philadelphia, PA)
- ⚡ 2016 Sales exceed \$9 billion
- ⚡ Operating companies throughout the United States
- ⚡ Largest electrical distributor in the US



Irby

- ⚡ Established in 1926 (Headquarters in Jackson, MS)
- ⚡ 2016 Sales of \$980 million
- ⚡ Comprised of 50+ locations covering 43 states
- ⚡ Average Inventory Investment in excess of \$100 million



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2016 Supplier Diversity Annual Report

Irby is committed to supporting the CenterPoint's Supplier Diversity program which provided essential opportunities for a growing number of qualified Minority-Owned Business Enterprise (MBE) and Woman-Owned Business Enterprise (WBE) suppliers. The following details your Supplier Diversity spend for the 2016.

2016 DIVERSITY SPEND

	HUBZONE	MBE	WBE	WOSB	Grand Total
A-1 FIRE EQUIPMENT COMPANY INC			✓		✓
ACP INTERNATIONAL			✓		✓
ALLSTATE BRICK INC		✓			✓
ARMICHEM INTERNATIONAL			✓		✓
BEAED LP		✓			✓
E-MAX INSTRUMENTS INC			✓		✓
J&B FASTENERS LP			✓		✓
LIGHTNING BOLT & SUPPLY INC			✓		✓
LUB-O-SEAL			✓		✓
OLSEN & GUERRA LUMBER COMPANY		✓			✓
RAINBOW TECHNOLOGY CORP			✓		✓
RALPH'S INDUSTRIAL ELECTRONIC			✓		✓
REEF INDUSTRIES INC			✓		✓
RYAN SALES	✓				✓
S & H MANUFACTURING CO			✓		✓
SOUTHCONN TECHNOLOGIES INC	✓				✓
WHOLESALE ELECTRIC SUPPLY CO INC			✓		✓
WIRE CLOTH MANUFACTURERS INC				✓	✓
Grand Total	000000	000000	000000	000000	000000

MWBE EVENTS

Irby was pleased to have Jack May, Vice President of Business Development, and Annette Gorham, Director of Business Development, attend the following MWBE events in support of Supplier Diversity expansion:

- **Supplier Diversity Recognition Breakfast**, Seeing is Believing, April 5, 2016, Houston, TX
- **33rd Annual EEI Business Diversity Conference**, May 24-27, 2016, Phoenix, AZ
- **Houston Minority Supplier Development Council, EXPO 2016**, October 5-6, 2016, Houston, TX



This document is confidential and privileged information solely for the purpose of program evaluation

Supplier Diversity Report

- Database of MWBE Certified Suppliers
 - Effectively tracking diversity spend
- Utility Approved Suppliers
- Challenges associated with utilizing MWBE
 - Corporate Suppliers vs MWBE Suppliers
- Supporting Alliance Customers' MWBE Goals
 - Attending MWBE Events
 - Meeting MWBE Suppliers One-on-One
 - Irby's Single POC MWBE programs



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2016 Supplier Diversity Annual Report

DIVERSITY OPPORTUNITIES

ACP International manufactures products for Utility, Telecom, CATV, Pipeline, Government, and Commercial applications and is certified Women's Business Enterprise (WBE). They offer a wide variety of utility markers, pipeline markers, signs, labels, tags, decals, lettering, numbering and asset identification products. Custom order capabilities include graphic design, screen printing, fabrication, polyurethane doming and assembly. The agent representing this company is Hawrylak and Associates. This opportunity was submitted to Alan Currie on April 11, 2016 for consideration (www.acpinternational.com).

LUKEN Electric is a full line electrical distributor who is DBE/MBE/SBE Certified Electrical Distributor located in Roselle NJ. Irby met LUKEN at the EEI Business Diversity Conference in May 2016. There may be an opportunity to partner with them in services National Grid or Con Edison with Safety and MRO and tool material. Our contact at LUKEN is Luke Henry, President (www.luken.NYC).

S&H MANUFACTURING CO is a leading sheet metal fabricator located in Houston, TX. S&H is currently identified as an MWBE supplier for CenterPoint. This manufacturer recently noted a decrease in sales and reached out to Irby for an explanation. Irby successfully negotiated improved pricing and a stocking program with S&H which secured their position as CenterPoint's principal Diversity Supplier (www.sandhmanufacturing.com).



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Supplier Diversity Report

- Building relationships with MWBE Suppliers
 - Facilitate introductions
 - Negotiate DON'T Disqualify
 - Pricing & Stocking Programs
 - Educate MWBE into the Utility Business

CenterPoint Energy 2016 Supplier Diversity Annual Report

COMPANY INFORMATION	SUPPLIER DIVERSITY CONTACT
Shari C. Irby (Irby Utilities)	Annette Gorham, Director Business Development
815 Ivy Drive	Office
Jackson, MS 39201-5805	Email: gorham@irby.com
COMPANY COMMODITY	
Electrical Material and Warehouse Services	
IRBY UTILITY DIVISION DIVERSITY PURCHASING INFORMATION AS RELATED TO TOTAL SALES	
Total U.S. Sales: \$ (XXX)	
Total MWBE Expenditures: \$ (XXX)	
MWBE % of Total Sales: 3%	
COMPANY DIVERSITY PURCHASING INFORMATION SPECIFIC TO SALES TO CNP	
Sales to CenterPoint Energy: \$ (XXX)	
MWBE Direct** Dollars Allocated to CenterPoint Energy: (XXX)	
Total MWBE% of Total Sales to CenterPoint Energy Sales: 10%	
CENTERPOINT ENERGY CONTACT	
Alan Currie, Manager, Purchasing and Logistics	
SUBMITTED TO	
Steve Dukes, Sr. Supplier Diversity Coordinator (steve.dukes@centerpointenergy.com)	
CONFIDENTIALITY STATEMENT	
Irby submits this Supplier Diversity Report solely for the purpose of evaluation and contract compliance. All information within this report is considered "Confidential." Recipients are not authorized to duplicate, distribute, or otherwise disseminate or make available this document, or the information contained therein, to a third party without the prior written consent of Irby. CenterPoint Energy may make this document available to those of its employees who have a need-to-know of its contents, to evaluate this requirement.	
<small>1. Master Supply Agreement #A0-2015-0541, E&M&H - Supplier Diversity</small>	



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IRBY UTILITIES
 815 Irby Drive
 Jackson, MS 39201
 800.844.1811
 www.irby.com

March 15, 2017

AAI
 P.O. Box 1744
 Albany, NY 12201-1744

Reference: Account Number 488001

Dear Irby Vendor,

Please complete the enclosed **Vendor Classification Survey** form, classifying your company based on the categories below:

- Small Business
- Minority Owned Small Business
- *Small Disadvantaged Business
- Women Owned Small Business
- *HUB Zone Business
- Veteran Owned Small Business
- Service Disabled Veteran Owned Small Business

If you have any questions regarding your Diverse Business Classification/Status, Irby encourages you to contact your local US Small Business Administration office or see the website information included as an attachment to this letter.

For *Small Disadvantaged Business and *HUBZone Business Classifications, you must include CURRENT and OFFICIAL CERTIFICATION.

Complete the form, required certifications and e-mail to Stebbins@irby.com. If you prefer US Mail, send to the address below or fax to 601-960-4298.

Irby Electrical Distributor
 815 Irby Drive
 Jackson, Mississippi 39201


Thank you in advance for your prompt attention. If there are any questions or concerns, please do not hesitate to contact me.

Regards,

Frank Stebbins
 Risk Manager

Diversity Classification Maintenance

- Utilize Annual Request for COI
 - Irby’s entire supplier data base



IRBY UTILITIES
 815 IRBY DRIVE
 JACKSON, MS 39201
 800.844.1811
 WWW.IRBY.COM

SUPPLIER CLASSIFICATION FORM

Company's Legal Name Phone Number

Name under which company conducts business, if different from above Fax Number

Address City State Zip Code

Contact Person Title Phone Number Email

Prepared by Title Phone Number Email

Federal ID Number DUNS Number

Irby Account Number Principle Product/Service

PLEASE COMPLETE BELOW TO IDENTIFY YOUR COMPANY'S DIVERSITY CLASSIFICATION

This is to certify that the business identified above qualifies or is certified as:

- Small Business (SBA)
- Minority Owned Small Business (MBE)
- *Small Disadvantaged Business (SDB)
- Women Owned Small Business (WBE)
- Small Woman-Owned Business Concern (WOSB)
- *HUB Zone Business (HUBZone)
- Veteran Owned Small Business (VOSB)
- Service Disabled Veteran Owned Small Business (SDVBE)

If you have any questions regarding your Diverse Business Classification/Status, Irby encourages you to contact your local US Small Business Administration office or see the website information included as an attachment.

For *Small Disadvantaged Business and *HUBZone Business Classifications, you must include CURRENT and OFFICIAL CERTIFICATION.

Signature of Preparer Date



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