

**PROCUREMENT ACTIVITIES  
WITH  
DIVERSE SUPPLIERS**

**BEFORE THE PUBLIC UTILITIES  
COMMISSION OF THE STATE OF CALIFORNIA**

**WMDVLGBTBE ANNUAL REPORT AND  
PLAN**

3/1/2019

**2018 ANNUAL REPORT & 2019 PLAN TO THE  
CALIFORNIA PUBLIC UTILITIES COMMISSION**

**GENERAL ORDER 156**



## **SPRINT CORPORATION**

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<b>Sprint</b>	<b>2019</b>	<b>G.O. #156</b>
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## **INTRODUCTION**

This Filing, in compliance with the requirements of California Public Utilities Commission (CPUC) General Order 156 (GO 156), includes a Plan demonstrating Sprint's 2018 good faith efforts in pursuing minority owned businesses for Procurement opportunities and Sprint's 2019 anticipated good faith efforts in continuing to maintain a robust Supplier Diversity Program. The Plan describes the program activities undertaken and the results achieved by Sprint, with California certified minority, women, service disabled veteran and LGBT supplier relationships, pursuant to diverse certificates housed in The Supplier Clearinghouse database, for the period of January 1, 2018 through December 31, 2018.

## **ABOUT SPRINT**

Sprint (NYSE: S) is a communications services company that creates more and better ways to connect its customers to the things they care about most. Sprint served 54.5 million connections as of Sept. 30, 2018, and is widely recognized for developing, engineering and deploying innovative technologies, including the first wireless 4G service from a national carrier in the United States; leading no-contract brands including Virgin Mobile USA, Boost Mobile, and Assurance Wireless; instant national and international push-to-talk capabilities; and a global Tier 1 Internet backbone. Today, Sprint's legacy of innovation and service continues with an increased investment to dramatically improve coverage, reliability, and speed across its nationwide network and commitment to launching the first 5G mobile network in the U.S. You can learn more and visit Sprint at [www.sprint.com](http://www.sprint.com) or [www.facebook.com/sprint](http://www.facebook.com/sprint) and [www.twitter.com/sprint](http://www.twitter.com/sprint).

## **THE SPRINT COMMITMENT**

At Sprint, we believe diversity helps us excel and win. Sprint serves a diverse customer base. We're committed to diversity and we embrace a culture of inclusion. Sprint drives our inclusion and diversity initiatives through our employee resource groups (ERGs), multicultural marketing, recruiting efforts and supplier diversity and philanthropy. All of the groups work together to ensure that inclusion and diversity are infused into all aspects of our business.

Sprint is committed to the growth and success of our Supplier Diversity initiatives and continues to explore and increase opportunities with a range of diverse businesses. As a utility member in the state of California, Sprint is committed to meeting the GO 156 goal of 21.5%. In 2018, Sprint exceeded this goal and achieved 38.7%.

Supplier diversity is an important business practice that promotes economic development by diversifying Sprint's supply base. Contracting with minority businesses -- firms owned by people of color, women, service disabled veterans and LGBT persons, adds value and quality to our supply chain and to the company as a whole.

Sprint’s strategy to meet GO 156 goals involves capturing goods and services procured from both Tier I diverse CPUC certified suppliers, as well as Tier II CPUC certified diverse suppliers as reported by Sprint’s prime suppliers, upon quarterly receiving electronic Request for Information (RFI), from Sprint’s Supplier Diversity team.

**ANNUAL REPORT**

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<b>DESCRIPTION OF WOMEN, MINORITY, DISABLED VETERAN AND LESBIAN GAY BISEXUAL                      TRANSGENDER BUSINESS ENTERPRISES (WMDVLGBTBE) PROGRAM ACTIVITIES DURING THE                      PREVIOUS CALENDAR YEAR</b>		

Sprint is committed to promoting the overall participation of women, minority, disabled veteran-owned, and lesbian gay bisexual transgender business enterprises (WMDVLGBTBE) in purchases of materials and services. The Supplier Diversity team administers the internal and external program activities for Sprint. Described below are the internal and external program initiatives conducted in 2018 to increase the utilization of WMDVLGBTBEs.

**SUPPLIER DIVERSITY PROGRAM**

In 2018, Sprint continued to advance its Supplier Diversity initiatives through various efforts and established programs. In addition to two full-time dedicated Supplier Diversity advocates, a fiscal budget is dedicated to support supplier diversity initiatives and efforts. Efforts include training, education, modification of Supply Chain Management policy, reporting tools for focused sourcing and tracking, identification and promotion of existing and new CPUC diverse suppliers, monitor and publication of score cards against objectives and vendor database maintenance. The programs include Business Unit score cards, teaming with Sales for diverse subcontracting opportunities, recognition programs, sponsorships, hosting workshops, internal/external outreach, and supplier development and coaching. To support Sprint’s success in meeting GO 156 utilization goals, Sprint relies on and places a significant focus in utilizing the CPUC Supplier Clearinghouse database to research and validate diverse supplier certifications. The combination of these efforts, programs, and other applications described herein continue to support a robust CPUC initiative:

## **INTERNAL PROGRAM ACTIVITIES**

### **CHIEF PROCUREMENT OFFICER ORGANIZATION**

Sprint's Financial Policy cohesively aligns Sourcing with Supplier Diversity for inclusion of diverse suppliers. In 2018, Supplier Diversity maintained a dedicated team to ensure CPUC compliance and efforts.

Purchases made by Sprint are researched, negotiated and monitored by the Procurement organization headquartered in Overland Park, Kansas, in partnership with the Business Units that are purchasing the product or service. The Supplier Diversity program is housed under the Procurement organization to ensure that small and diverse businesses are considered during the procurement process.

Suppliers are required to register with Sprint and attach their certifications at [www.Sprint.com/supplierregistration](http://www.Sprint.com/supplierregistration). Supplier Diversity and the Procurement Department have access to Sprint's electronic database that houses diverse supplier information and certifications, including CPUC certifications, that allows for tracking and sourcing opportunities, from initiation to completion. During the analysis phase of preparing a Request for Proposal (RFP), the Sourcing team, with support of Supplier Diversity, develops a list of suppliers that are qualified to fulfill the opportunity. The Supplier Diversity team queries the database to create a list of eligible CPUC and diverse certified businesses to include in the opportunity, in addition to searching the Supplier Clearinghouse database to seek out opportunities for CPUC certified suppliers.

Supplier Diversity also partnered with Sourcing teams to create and maintain Diversity Plans that aligns diverse suppliers, with specific categories, for inclusion in RFX opportunities. These Plans are posted on Sprint's internal website for easy access by the Sourcing team.

### **SUPPLIER DIVERSITY TRAINING**

Sprint's Supplier Diversity training includes an on-line course, created by Supplier Diversity, which highlights how Sprint's bottom-line is impacted by WMDVLGBTBEs. The training provides an opportunity for Sprint employees, across the entire Sprint enterprise, to learn more about the program. It provides an overview of what Supplier Diversity is and why it is important to value minority buying power. Upon publishing Sprint's quarterly diverse spend results, employees are reminded and encouraged to take the on-line training course to further raise program awareness. In 2018, Supplier Diversity training was also presented to onboarding Sales employees to ensure they understand the

importance of remaining focused on inclusion of diverse subcontractors in proposal solutions.

### **SUPPLY CHAIN TRAINING**

Sprint's Lifecycle Management team continues to hold training sessions, for the Sourcing team, regarding conducting Sourcing events that outlines strategies and tips useful in successful RFX events. In addition to topics, such as Request for Proposal scoring and weighting, employees are reminded that Supplier Diversity questions are required to remain a part of every published RFX.

### **e-SOURCING TOOL**

In 2018, Sprint Supplier Diversity continued as a stakeholder and gate keeper in the vendor registration approval process, ensuring diverse suppliers are certified and upload their certification into the portal. The tool requires diverse suppliers upload their certificates, detail the products/services offered by their company, and provide major points of contact for RFX inclusion opportunities. Suppliers are researched through this tool, the CPUC Supplier Clearinghouse database and CVM Solutions for RFX inclusion. Doing so provides us visibility to California diverse suppliers that qualify but may not hold the CPUC certification and prompt communication requesting the vendor pursue CPUC certification. As such, this helps maintain a robust system to capture CPUC suppliers and pertinent supplier information. This system is used for supplier registration, vendor queries and searches for RFX opportunities as well as for collection of Tier II subcontracting. The Supplier Diversity team ensured activation of the LGBT flag in Sprint's e-sourcing tool in order to track quarterly spend results related to this most recently approved CPUC diverse classification.

### **SPEND ANALYSIS**

Supplier Diversity continues to refine and improve its' spend analysis tools to enable deployment of a number of strategic sourcing strategies around various categories to include CPUC diverse suppliers. Supplier Diversity continuously updates listing of diverse suppliers to align with specific categories and opportunities. With support of a third party enrichment database provider Sprint's spend is segmented by business units, and by specific business classifications, which provides an opportunity for Supplier Diversity to identify high-spend areas that may exclude diverse participation. Supplier Diversity proactively meets with Sourcing professionals to evaluate opportunities for diverse supplier inclusion in those high spend areas. That way, diverse suppliers are identified and considered for opportunities, prior to contract expiration, with majority suppliers.

### **SUPPLIER DIVERSITY RECOGNITION PROGRAM**

To further promote and increase diverse vendor inclusion and spend the Sprint Supplier Diversity Recognition Program provides a means for those, who executed contracts with diverse suppliers, to be recognized for their efforts in the monthly CPO newsletter, as well as being awarded e-Points for catalogue shopping.

### **COMMUNICATION**

Sprint understands how vital it is for a Corporation's supplier base to reflect their customer base in order to withstand in the marketplace. Sprint's Supplier Diversity team communicates the importance of diversity through internal website communication, Chief Procurement Officer (CPO) town hall meetings, CPO newsletters and onsite Supplier Diversity conferences.

Sprint's Corporate Supplier Diversity Policy, updated and annually signed by Sprint's CEO, is posted in Sprint's breakroom alongside other important policies such as Equal Employment Opportunity, Pay Transparency Nondiscrimination Provision, and Employee Rights under the Family and Medical Leave Act to name a few.

### **QUARTERLY PERFORMANCE TRACKING**

The Supplier Diversity team internally communicates Sprint's diverse spend results in the following manner:

A detailed report of Sprint's diverse spend is tracked and reviewed on a quarterly basis. This reporting is broken out in various ways including ethnicity, gender, payment amount, certification type (including CPUC certified), the name of the Sprint business units procuring a product or service from diverse suppliers. The Supplier Diversity team ensures the results of the supplier diversity achievements are communicated on a quarterly basis within the Procurement executive scorecard as well as the monthly CPO newsletter. The quarterly reports are reviewed and recommendations are made by Supplier Diversity, when appropriate, to ensure we align CPUC certified suppliers with opportunities to meet our corporate goals and objectives that includes the 21.5% CPUC goal. Individual Business Unit diversity goals and quarterly results are posted on Sprint's internal website for research, by Sourcing, of existing diverse suppliers for inclusion in Proposal opportunities and to provide a view of Sprint's quarterly diverse spend results.

Supplier Diversity continuously monitors the supplier base to ensure diverse suppliers maintain current certifications.

Supplier Diversity educates and informs diverse suppliers of CPUC certification, and encourages diverse suppliers to pursue CPUC certification.

Supplier Diversity initiated creation of a sales job aid to ensure that the Sales staff evaluate and incorporate, where possible, diverse supplier participation throughout the proposal process. In addition, Supplier Diversity proactively teams with the Sales teams to identify and include CPUC diverse suppliers for Proposal subcontracting opportunities.

### **SUPPLIER DEVELOPMENT**

Sprint's Supplier Diversity team, with support of Sprint's Sourcing staff, have the responsibility of ensuring that diverse suppliers have equitable opportunity to bid on Proposal opportunities. Diverse and CPUC supplier development is supported in various ways, including participating in face-to-face introductions, matchmaking sessions and relationship building, to help suppliers navigate the process to become a qualified supplier. Sprint hosts and sponsors diversity events, with executive support, in order to become better acquainted with diverse Suppliers, Council and Chamber members and community diversity staff.

Following are some of Sprint's 2018 supplier development activities:

January 2018: Sprint's VP of Network Procurement hosted and led a Real Talk session with the Procurement organization titled, "Valuing Diversity". The 1 ½ hour session included discussions and sharing of different participant's perspectives and ideas regarding how everyone can learn from one another and apply those learnings into our procurement practices. The session was attended by approximately 150 Sourcing professionals.

February 2018: The Sprint Hispanic Business Center (Hispanic Chamber) hosted a Small Business Start Up workshop, in Kansas City, MO. This free workshop provided information related to how to start on the right track in starting a small business. Topics covered included:

- How to get your business name registered
- Where to get a tax ID number
- Licenses and permits
- What legal form to choose (proprietorship, partnership, corporation, LLC)
- Sales taxes

April 2018: Sprint hosted an onsite networking breakfast for members of the Kansas City Procurement Roundtable (KCPRT). Sprint's CPO welcomed approximately 70 (KCPRT) members and guests to the Sprint campus, to spotlight diverse owned businesses, including CPUC certified suppliers. KCPRT diversity managers select a small group of 12-15 local diverse owned businesses, to sell

their companies in front of KCPRT Corporate executives and procurement staff, with a goal of growing businesses in the community where we work and serve. Diverse owned businesses continuously thanked the Corporations for the opportunity. One diverse owned business did an on-the-spot purchase, of a standing desk tray and ergonomic floor mat display, from another diverse owned business attending the event.

May 2018: Sprint's VP of Network Procurement, with support of Sprint's minority Employee Resource Group representatives, led the CPO Real Talk session on diversity and inclusion, which was attended by 74 Sprint partners. During the meeting, Sprint's VP and seven Employee Resource Group (ERG) representatives spoke on how to better leverage Corporate growth through diversity and inclusion. It was also highlighted that inclusiveness is a strategy to unleash the power of diversity to generate business value. Additionally, through diversity and inclusion, we can tackle a problem from a rich variety of viewpoints.

May 2018: Sprint Procurement and Sprint Business Sales hosted an onsite Supplier Innovation Summit. Diverse businesses, major suppliers and Corporate customers were invited to learn more regarding Sprint's transformation efforts, and how their businesses could add value to the strategies that are underway at Sprint. The two and a half day on-site session included topics on Supply Chain Excellence, Sprint's Digital Journey, and Sprint state of business, Sprint's financial update and more. Suppliers, including large, small, diverse and primes, had an opportunity to network and build new business relationships, potentially leading to growth opportunities.

July 2018: Supplier Diversity Manager, Joyce Christanio, serves as Chair of the Women's Business Development Council's (WBDC) certification committee. Sprint hosted the onsite Advisory Board meeting to establish additional goals, and committees, to support growth of women owned businesses.

October 2018: Supplier Diversity updated the external website to include an **Accounts Payable telephone number (888-283-4636)** that provides suppliers a direct line to discuss status of invoice payments. The Supplier Diversity mailbox address is also housed on the site to ensure vendors can contact Sprint's Supplier Diversity team.

December 2018: Sprint hosted an onsite luncheon with local diversity managers, representing the Kansas City Procurement Roundtable (KCPRT), with a mission to share information regarding high performing diverse owned businesses; ultimately promoting those businesses in our community and throughout our supply chain.

In addition to the above-mentioned specific events, throughout the year, Supplier Diversity facilitated several supplier introductions with Sourcing managers, Business Unit stakeholders, and Sprint prime vendors, introducing and sharing information about diverse and CPUC vendors for potential opportunities for direct and indirect opportunities. These business categories range in services such as construction, site development, decommissioning, call center services, document management, staffing and IT integration services.

In summary, in 2018, Sprint continued its focus on Internal Activities in the following manner:

- Recognize Sourcing professionals in the Chief Procurement Officer's (CPO) monthly newsletter, along with opportunities to win ePoints for online catalogue shopping, for their contribution in supporting Sprint's Supplier Diversity program
- Collaborate with Sprint Sourcing Managers in coaching diverse suppliers for successful bids in RFPs and RFIs
- Champion diverse suppliers in providing introduction opportunities internally to Sprint staff and externally to major suppliers and diversity professionals
- Recommend diverse suppliers for increased exposure and growth opportunities
- Ensure a procurement process with inclusion of as many diverse suppliers as possible
- Research and validate the status of suppliers through the Supplier Clearinghouse database to ensure accurate reporting of supplier's certification status
- Develop and promote company and procurement policy statements that demonstrate Sprint's support for Supplier Diversity
- Continue to monitor the company's performance and make any adjustments necessary, such as contacting suppliers to update certifications or further promote CPUC suppliers for Tier I and Tier II opportunities, to achieve the CPUC plan goals
- Interviewing sales representatives, representing diverse businesses who call upon Sprint Procurement, to align with the appropriate Sourcing professionals
- Exchanging information on new and potential suppliers across Industry Group and other Corporate members
- Supporting Sprint Business Units to meet specifically assigned annual diverse spend targets.
- Internally, Sprint fosters a culture of inclusion, in part through the establishment of Employee Resource Groups (ERGs). Sprint creates an environment where its employees feel valued, developed and allowed to

produce their best work. Our ERGs provide a forum where employees can meet to discuss common interests and business goals. Sprint maintains and supports the following Employee Resource Groups open for all employees to join:

- **Diamond Network** (African American focused)
- **Enlace** (Hispanic focused)
- **OASIS** (Asian American focused)
- **Sprint Pride** (Gay, Lesbian, Bisexual, Transgender focused)
- **WISE** (Women focused)
- **V.E.T.S.** (Veteran focused)
- **REAL DEAL** (Disabled focused)

#### **EXTERNAL PROGRAM ACTIVITIES:**

Sprint's external program activities and outreach efforts, entailing the below objectives, are as follows:

- Being an active member of the California Joint Utilities Diversity Council (JUDC). As such, Sprint participates with the other Joint Utility members to share best practices and discuss regulatory initiatives and CPUC Clearinghouse processes
- Hosting and supporting supplier diversity forums and engagements
- Supporting financial scholarships for CPUC suppliers, through membership of the Technology Industry Group, to attend advanced business management programs
- Collaborating with other external advocacy groups to share best practices and advance supplier diversity opportunities
- Attending Diverse Business Opportunity Workshops, Minority Business Enterprise Forums, Matchmaking events, Trade Fairs, and other supplier diversity initiatives
- Strengthening relationships with Municipalities, Councils and other organizations that advocate for supplier diversity, to further assist in meeting and networking with diverse businesses
- Public speaking by Procurement and Supplier Diversity staff to educate diverse businesses on how to do business with major Corporations
- Sprint's Supplier Code of Conduct requires Sprint's top auditable suppliers, representing 80% of Sprint's spend, align their business practices with Sprint's Supplier Code of Conduct, which entails Ethics, Citizenship, Sustainability and Compliance. In 2018, Supplier Diversity managed an audit process achieving eighty-eight percent (88%) of Sprint's top auditable vendors agreeing to align their business practices with the Code.
  - January 2018: Sprint Supplier Diversity attended the Mid America Gay Lesbian Chamber of Commerce (MAGLCC) Business-to-Business Networking event. Sprint is a corporate member of the MAGLCC and supports the organization's events throughout the year

- January 2018: Sprint Supplier Diversity attended the CVS Health Supplier Diversity Business Program focused on meeting suppliers who provide medical, advertising and facility products (indirect services)
- January 2018: Sprint supported the Southern Christian Leadership Conference “Celebrating Successes: Advancing the Movement”. The conference is focused on commemorating the birthday of civil rights icon Rev. Dr. Martin Luther King, Jr. Debby Ballard, Sprint director of Community Relations, staff and Joyce Christanio, manager, Supplier Diversity, attended the event
- February 2018: Sprint co-sponsored the annual Thinking Bigger 25 Under 25 awards gala recognizing 25 small businesses, employing less than 25 employees. Sprint’s manager, Supplier Diversity, Joyce Christanio, serves on the Board. Members from Sprint Sourcing attended the event with approximately 1,000 in attendance to include Corporations, procurement, Sales and supplier diversity staff. A brief video is presented to the audience of each small business demonstrating how the small business can add value to a Corporation. The event is a great venue for Corporate procurement professionals to meet with small businesses
- February 2018: Sprint co-sponsored and attended the Rose Brooks Center Cabaret, supporting battered women and their children. Attendees included Debby Ballard, director of Community Relations, Joyce Christanio, Supplier Diversity Manager, and external guests. Celebrity guest speaker was actress/singer Vanessa Williams
- February 2018: In partnership with the Hispanic Chamber of Commerce of Kansas City, Sprint co-sponsored The Kansas City BizFest, a competition that gives high school juniors and seniors concrete professional skills within the framework of entrepreneurship, all while having the opportunity to earn scholarships for college. Mentors help students practice handshakes, introductions, and networking. Mentors also help students finalize business concepts, review financials and create their presentations. Mentors help the students work through the details and move their business concepts forward
- March 2018: In partnership with the Asian Chamber of Commerce of Kansas City, Sprint hosted an onsite Supplier Diversity Networking Breakfast “Doing Business with Major Corporations in Kansas City”, where diverse and CPUC certified suppliers had an opportunity to showcase their offerings and meet

Supplier Diversity Managers and Sourcing professionals from Sprint, Kansas City Power & Light (KCPL), Black and Veatch, Hallmark, Burns & McDonnell and others local Corporations

- March 2018: Sprint participated in a one-on-one procurement session titled, “Making the Connection” hosted by the local community college. With 95 business owners registered to attend and 39 Procurement organizations, the event was designed to bring regional institutions, municipalities, and state and federal government entities together in one venue to meet with minority, women, LGBT, Veteran, Service-Disabled Veteran and Historically Underutilized owned businesses. Sprint’s Supplier Diversity team, Joyce Christanio and Flora Mayer, met with suppliers to better understand their service/product offerings and provided information regarding how to register and market their businesses with Sprint
- April 2018: Sprint Supplier Diversity managed a table at the CPUC Small/Diverse Business Exposition, held in Long Beach, CA., to meet CPUC certified suppliers and learn more regarding products/services offered by their companies
- April 2018: Sprint sponsored the “Awesome Ambitions” weekend fashion show to support minority student scholarships. Sprint Community Relations Director and Manager Supplier Diversity were in attendance supporting this event
- May 2018: Sprint participated in the 5<sup>th</sup> Annual Midwest Supplier Diversity Exposition, and Contract Recognition Ceremony, at the Metropolitan Community College (MCC)- Business & Technology Center, in Kansas City, MO. The event is designed to recognize Corporations and diverse business owners who executed contracts during the year and to learn more about products/services offered by diverse owned businesses. Sprint’s manager, Supplier Diversity, Joyce Christanio served as MC of the Contract Recognition Ceremony. Additionally, minority, women, LGBT, Veteran, Service-Disabled Veteran and HUBZone business owners managed booths to showcase their products and services
- May 2018: Sprint was a sponsor of the Greenlining’s 25<sup>th</sup> Annual Economic Summit, in Oakland, CA. Honored guests and speakers included Melissa Harris-Perry, Angela Glover Blackwell, Saru Jayaraman, Dolores Huerta, State Senator Kevin de Leon, former FCC Commissioner, Mignon Clyburn, Gloria Walton, Stephanie Chen and Lateefah Simon, all collaborating on solutions regarding the most pressing issues facing communities of color

- May 2018: Sprint participated in the Women’s Business Development Council’s conference titled, “Leveraging Certifications” Joyce Christanio, manager, Supplier Diversity, served as a panelist, presenting information on the process and importance of certification
- May 2018: Sprint was a sponsor of Kansas City’s Asian Chamber of Commerce Annual award and networking gala where business leaders were recognized in the categories of: Professional Leader of the Year, Civic Leader of the Year and Entrepreneur Leader of the Year. Sprint’s Supplier Diversity team and other Sprint staff attended the event. Sprint’s director, John Thong, is a board member
- June 2018: Sprint Supplier Diversity participated in the Women’s Business Enterprise National Council’s (WBENC) annual conference held in Detroit, MI.
- June 2018: Sprint co-sponsored the Twelfth Street Heritage Development Corporation Monte Carlo night to support buildout of diverse communities where we live and serve. Sprint Director of Community Relations, staff and Supplier Diversity attended.
- June 2018: Sprint supported the Negro League Baseball museum Ceremony to honor those who have paved the way for minorities in baseball. Honorees in attendance were Dick Allen, Kenny Lofton, Eddie Murray, “Mudcat” Grant, and J. R. Richard. Sprint Director of Community Relations, staff and Supplier Diversity attended.
- July 2018: Sprint partnered with the Women’s Business Development Council, and other majority Corporations, to sponsor a Supplier Diversity Forum Panel Discussion: “How the Current Economy is Impacting Procurement Trends.” Sprint Sourcing Manager, Valarie Tucker, served as a panelist. Supplier Diversity Manager, Joyce Christanio, managed 1:1 session with minority owned businesses.
- July 2018: Supplier Diversity participated in a Benchmarking Survey Results review, which shared knowledge regarding how other Technology Industry Group (TIG) corporate members operate their supplier diversity initiatives to gain best practices. Sprint’s Supplier Diversity program and processes are aligned with industry best practices.
- August 2018: Sprint Supplier Diversity attended the Elite Service Disabled Veteran Owned Business (SDVOB) Conference, held in San Diego, CA, to meet

and interview Veteran Owned Businesses who may be able to provide products/services to Sprint, both in California and across the Sprint enterprise. Veteran owned businesses expressed their appreciation for Sprint's support of their organizations and for attending.

- September 2018: Sprint was a sponsor of the Asian American Chamber of Commerce of Kansas City's annual golf tournament. The tournament is a networking opportunity for Asian Businesses and corporate members to learn more regarding how to partner on existing and future contract opportunities. Sprint employee attendees were Brian Wiedower, Matt Fohlmeister, Tim Erickson and Rob Halastik. Sprint director, John Thong, serves on the board.
- September 2018, Sprint was a sponsor of the United States Hispanic Chamber of Commerce (USHCC) Conference and was recognized as a member of the USHCC Million Dollar Club, for the 9th consecutive year. The USHCC Million Dollar Club recognizes Corporations that are leaders in diverse business development and stand out for integrating Hispanic Business Enterprises (HBEs) into their strategic sourcing and procurement process. Sprint was honored with this recognition, in front of approximately 1,000 attendees, during the USHCC National Conference breakfast. Sprint Supplier Diversity and Sales teams partnered in one-on-one meetings with diverse vendors, learning about their offerings and providing them with guidance and direction on how to do business with Sprint.
- October 2018: Supplier Diversity attended the National HUBZone conference in Chantilly, Virginia, where Federal Government agencies and Government subcontractors met to learn offerings from small and minority businesses. As a result of the conference, a HUBZone IT Value Added Reseller was introduced to the Sprint Procurement team for further discussions and consideration of a trial opportunity with Sprint.
- October 2018: Sprint Supplier Diversity participated in the 4th Annual Asian American Chamber of Commerce business exposition, where small and diverse businesses have the opportunity to showcase their business, explore opportunities and network with other businesses, corporate members and government agencies. The event entailed 1:1 interviews as well as manning a booth, followed by networking.
- October 2018: Sprint Supplier Diversity participated in the National Minority Supplier Development Council Conference in Austin, Texas, to meet diverse suppliers for potential procurement opportunities. Minority owned businesses

thanked Sprint for attending the Conference stating they were lifelong Sprint customers

- October 2018: Supplier Diversity attended a meeting in Austin, Texas to meet with the Technology Industry Group (TIG) members. TIG is an industry group of approximately 30 technology companies with a shared vision and mission of advancing supplier diversity across their respective supply chains. The meeting focused on discussions related to advancing Supplier Diversity Programs, over the next three years, to be more impactful. A few of the ideas to advance Supplier Diversity, first having CEO support, were 1) Consolidating minority boards to represent all minority classifications versus boards representing individual minority classes; 2) One major annual conference representing all diverse classifications versus requiring Supplier Diversity staff to allocate resources and monies to attend many separate conferences; 3) One consolidated database housing all diverse suppliers with products/services that could possibly be verbally identified; i.e., similar to speaking to “Alexa”; and 4) Products delivered to an office by drone to name a few.
- October 2018: Sprint’s CPO was guest speaker at a breakfast held at the Sprint Hispanic Business Center, where small and diverse suppliers were invited to attend and learn first-hand from Sprint’s Chief Procurement Officer regarding how procurement works at Sprint and how they can position their company for greater success when talking to large Corporation. Supplier Diversity attended to remain behind for networking and 1:1 introduction to business owners.

October 2018: Sprint Director of Retail Real Estate and Procurement, Jim Blain, attended the annual CPUC EnBanc held in Richmond, CA. to represent, before the Commission, Sprint’s Supplier Diversity program.

- October 2018: Supplier Diversity attended the Hallmark Cards Corporation Diversity Awards Program, recognizing their internal champions of diversity who have gone above and beyond, to ensure diverse inclusion in their workforce and supply chain. Hallmark’s CEO spoke and presented awards to the honorees.
- November 2018: Sprint Supplier Diversity participated in the “For Those Who Served”, a veteran-focused networking event which brings local KC area Corporations, government agencies and veteran-owned businesses together, to seek, learn and engage in business opportunities. At the event, The Kauffman Scholars, which is a Kaufman Foundation for Education scholarship, asked Sprint to participate in their upcoming Job, Internship, Volunteer, and Education (JIVE)

Fair, being held in January 2019. The scholars in the program are college students (sophomores to 5th-year seniors) and many are looking for internship opportunities or jobs after graduation. Supplier Diversity coordinated with Sprint Human Resources on this initiative. As a result, Sprint HR registered to attend and participate in this event. More details about the Jive Fair can be found at <https://mailchi.mp/d2d115c5974b/kauffman-scholars-jive-fair-477511>

- November 2018: Sprint co-sponsored the Hispanic Chamber of Commerce of Greater Kansas City's Annual Gala, honoring Hispanic business leaders and business owners for their achievements and outstanding efforts. Sprint's CPO, Procurement Director, Sales Executives and team, were in attendance. Sprint was recognized during the event as "Corporation of the Year"; award accepted by Sprint's CPO.
- November 2018: Sprint sponsored the Latinas in Business Exposition held in Jersey City- attended by the Sprint Sales team.
- November 2018: Sprint co-sponsored the Newhouse Program, which is an organization focused on sheltering women from domestic violence. Attending the fundraising event were Sprint Community Relations Director and Supplier Diversity Manager. Celebrity guest speaker/actress was Robin Givens who spoke regarding her experience with domestic violence.
- December 2018: Sprint co-sponsored and attended the Asian Chamber of Kansas City Annual Holiday and Networking Gala, Sprint's diversity team attended.
- December 2018: Sprint co-sponsored the Urban League of Greater Kansas City Difference Maker Awards. Sprint Community Relations Director, staff and Supplier Diversity Manager were in attendance.
- December 2018: Sprint Supplier Diversity Manager attended the Heartland Black Chamber Brainstorming and Networking session to learn more regarding the organization's mission and minority owned business membership.

### **SUPPLIER DIVERSITY ECONOMIC IMPACT INITIATIVE:**

Sprint believes that Supplier Diversity initiatives go beyond the Tier I and Tier II impact and that there is a flow-down of economic impact when we do business within the diverse supplier community. We believe that the economic impact extends to job growth, revenue and customer-base growth, subcontracting opportunities, educational and other community and non-profit organization support. With this in mind, Sprint Supplier Diversity conducted an Economic Impact survey scanning our diverse supply base to determine the extent of the impact, related to their partnership with Sprint, as follows:

- 102 Sprint diverse suppliers were invited to the survey
- 58 responses were received
- 58% indicated they created over 21 full-time positions
- 53% indicated they created over 21 part-time (20+ hours) positions
- 53% indicated they added products/services for their customers as a result of doing business with Sprint or Sprint's subcontractors
- 49% indicated a 1.0% to 10% approximate total revenue increase as a result of doing business with Sprint or Sprint's subcontractors
- 67% indicated they were able to grow their customer base
- 53% indicated their total approximate customer base increased 1.0% to 5.0%.
- 48% indicated they provided subcontracting opportunities to other small or diverse suppliers totaling over \$51,000
- 41% indicated their company offered support to non-profits such as schools and other community organizations with contributions totaling \$1000 to \$10,000.

### **SPRINT'S DIVERSE SUPPLIER TESTIMONIALS WITH SUPPLIER NAMES PURPOSELY OMITTED:**

- I am your biggest fan and am forever grateful for the opportunity to grow with you!

Our company has many success stories, so we have selected three to share with you today. First, during hurricane Katrina, we provided a helicopter and flight plan to rescue two Sprint technicians from a building that was hit by the hurricane. We were able to complete this task within 24 hours of receiving the request. We also have been selected as 1 of the 100 suppliers that participates

in the annual Innovation Summit. Recently, the new CEO, Michel Combes, visited our working site to watch the installation of equipment to prepare for 5G.

- As Owner and Chairman of my company a certified minority owned business, I can say without reservation that Sprint has been our most important business partner for the past 20 years. our initial contract with Sprint began in late 1999, as Sprint began the process of consolidating various business lines, and in conjunction with its commitment to diversity, sought out my company. With our initial contract, we began managing a portion of Sprint's local fleet of document output devices. Each year thereafter, we established new cost synergies and operating strategies that built upon one another so that decisions about equipment, work processes, and continuous improvement activities were rooted both in current state as well as future goals. With that success, our role grew to handle Sprint's entire fleet of document output devices across all administrative offices and functions throughout the United States.
- As a small business primarily doing business with Sprint telecommunications, we have come to rely upon Sprint as a source of business and our livelihood. Effectively managing and improving that relationship over the past two years has resulted in many improvements in our business.
- We are proud to have been a diverse supplier for Sprint for over 30 years as a certified woman owned business. We have helped support the design of the Sprint Fitness Center when the Overland Park headquarters was being built and we are still your preferred Fitness Center Management provider for both locations in VA and KC. We also recently assisted in another Overland Park Fitness Center renovation and are proud of the successful member engagement results that have resulted from our partnership. Thank you for being forward thinking 30 years ago, when corporate wellness and supplier diversity were not as popular. Your support and pioneering vision have made Sprint a leader of both.

#### **OTHER EXTERNAL EFFORTS IMPACTING OUR DIVERSE COMMUNITIES:**

**Sprint and the Sprint Foundation** recognizes the importance of a culturally diverse community. Each year, a portion of our philanthropy and sponsorship dollars are used to support civic and community organizations such as:

- The National Council of La Raza (NCLR)
- The National Urban League (NUL)
- The United States Hispanic Chamber of Commerce (USHCC)
- The National Association of Women Business Owners (NAWBO)

- The Human Rights Campaign (HRC)
- The Mid-America Gay & Lesbian Chamber of Commerce
- Kids TLC Inc., Mattie Rhoads, Guadalupe Center
- Boys and Girls Clubs
- Negro League Baseball Museum
- Southern Christian Leadership Conference Black Achievers Award
- Central Exchange Women's Lyceum
- The Kansas City Chamber Power of Diversity breakfast

**1Million Project Foundation:** Sprint's 1Million Project Foundation is its own 501c3. As of October 2018, Sprint provided 47,043 California students with free devices and free high-speed data, at a cost of \$3.8 million.

The 1Million Project Foundation has provided more than 180,000 devices to 1,800 schools, in 180 districts, across the U.S.

Sprint has a culture of caring. Among the hundreds of organizations and causes that Sprint is supporting every year, our 1Million Project Foundation (<https://iconnect.sprint.com/external-link.jspa?url=http%3A%2F%2Fsprint.co%2F2o5CDFQ>) is helping to create opportunities for high school students to participate in the digital world and transform their lives. The program offers free mobile devices and free wireless service (for up to five years) to low-income high school students across the U.S. who do not have Internet access at home. By connecting one million economically disadvantaged students, Sprint and the Sprint Foundation are helping to eliminate the "Homework Gap." The initiative may include purchasing new devices (smartphones, tablets, hotspots), providing educational resources, administering the program and funding program training for eligible high school students. Sprint supports the program by providing free wireless service for each device.

**Sprint Responds to California Fires:**

August 2018: Sprint announced assistance for customers impacted by more than a dozen wildfires that continue to devastate parts of Northern California. Effective July 27, 2018, through Aug. 4, 2018, Sprint waived call, text and data overage fees for Sprint customers in the affected areas. Customers on Unlimited plans continued to enjoy their unlimited data, call and text benefits.

November 2018: Sprint announced assistance for customers impacted by the Camp Fire causing devastation in Northern California, and the Hill and Woolsey

Fires in Southern California. Effective Nov. 8, 2018, through Nov. 18, 2018, Sprint waived call, text and data overage fees for Sprint customers in the affected areas. Customers on Unlimited plans continued to enjoy their unlimited data, call and text benefits.

Sprint is an advocate and champion for our communities. We use our resources, funds, people, and technologies to enrich communities where we do business and where our employees live and serve. We know that when our communities thrive, so does our business. Through our rewarding volunteerism program, our annual employee giving campaigns, and our philanthropic support of numerous non-profits, Sprint and our partners are helping to make communities better places to live, work and thrive.

### **Employee Volunteerism**

- Sprint is fortunate to have generous partners who give selflessly to impact their communities. Through our formal Volunteer Time Off program, our partners are able to volunteer eight hours of paid time per year for a non-profit cause and participate in community service projects.

### **Employee Giving**

- Our annual employee giving campaigns are a big part of Sprint's culture. Each year, Sprint partners rally behind worthy causes in order to help those in need.
- Sprint holds an annual Feed the Need food drive to help combat hunger across America. Our 2018 campaign raised 222,160 meals for those in need.
- Sprint also holds an annual Employee Giving Campaign benefiting United Way and the 1Million Project Foundation. In 2018, the campaign raised a total of \$1.2 million for these two worthy causes. By giving to United Way and the 1Million Project Foundation, our partners are able to make a positive impact in our local communities and nationwide.

### **Sprint Foundation**

- The Sprint Foundation has given millions of dollars to community organizations nationwide since its establishment in 1989.
- A separate legal entity from Sprint, the Sprint Foundation makes a huge impact where it is needed most, supporting organizations locally every year that focus on education, arts and culture, youth development,

community development and disaster relief. The Sprint Foundation focuses its efforts and funding in the Kansas City area and organizations aligned with our signature program, the 1Million Project Foundation.

### **Disaster Relief**

- When natural disasters strike, leaving communities devastated and facing harsh realities, Sprint and our partners are there to help. We have a long history of providing donations to the American Red Cross to support emergency relief and rebuilding efforts. And, we provide critical communication and connectivity to government agencies, the military and first responders so they can communicate across agencies, jurisdictions and regions in some of the most hazardous environments.

### **Community Sponsorships**

- Sprint focuses our community sponsorship participation in the areas of K-12 education, Arts and Culture, Youth Development and Community Development.

Sprint community sponsorship requests may be made for cash or in-kind resources. Our Community Sponsorships Request Form is available for organizations and requests that support the causes listed above. All recipient organizations must have 501(c)(3) tax-exempt status. The form can be accessed here:

<https://www.grantrequest.com/FormTaxLookup.aspx?sid=284&aid=274544>

### **Sustainability**

- We recognize today's actions will affect tomorrow's world. That's why we are serious about minimizing our environmental footprint, conserving natural resources such as water and paper, cutting out waste from all corners of our business, and responsibly recycling the waste that we do generate. Additionally, Sprint suppliers agree, pursuant to Sprint's Supplier Code of Conduct, to practice business aligned with Sprint's sustainability efforts

## **Climate Change**

- Operating in a simpler, smarter and more efficient way reduces both our environmental footprint and our operating costs. Using 2007 as a baseline, we've already reduced our GHG emissions by 48% (MT of CO<sub>2</sub>-e) and our electrical use by 42% (kWh) through 2017.

Some recent examples of our energy reduction efforts and accolades include joining the NYC Carbon Challenge program, achieving silver certification from the Department of Energy's Better Building's Program, Green Lease Leaders (GLL), LEED certification of two of our headquarters building, and ranking #67 (out of 500) in Newsweek's Green Ranking 2017.

But we're not stopping there. We are currently working on a host of energy reduction efforts including smart buildings analytics, lighting and equipment upgrades, and equipment optimization.

### **Water Conservation**

While we use relatively little water compared to companies in some other industries, we're committed to using less water and getting the most from the water we do use. Since 2007, we have reduced our overall water use by 58%.

At our headquarters campus in Overland Park, Kan., an eight-acre lake and more than seven acres of connected wetlands on the company's 200-acre campus serve as catch basins for storm-water runoff and as the principle irrigation source for landscaping. This conserve and recycles millions of gallons of water annually as well as supports the biodiversity and wildlife that reside at our campus.

### **Paper and Printing**

We recognize the significant role that paper and printing plays in our business operations – from direct marketing and customer invoicing to information sharing and reporting. We also understand that paper production is a resource-intensive endeavor that depends heavily on forests, water and energy. That's why Sprint is committed to reducing our overall paper consumption.

Some of the ways we've cut back on paper include reducing direct mail advertising, reducing the number of printers at our headquarters campus, promoting digital communication over printing across our entire company, and offering customers paperless billing.

In total, we've reduced our paper volume by 84% since 2007.

### **Waste Reduction and Recycling**

We're committed to cutting out waste and disposing of it responsibly. At our headquarters campus, Sprint provides several waste and recycling programs, including composting, office supply reuse and e-Waste collection and recycling. We also offer a national recycling program for our retail, commercial, care and network building locations. And, we've said good-bye to foam cups at every commercial location across the county.

All-in-all, we reduced our operational waste to landfill by 39% in 2018 across our headquarters campus, retail stores and office locations.

### **Sprint Accessibility**

Our goal is to bridge the communication gap for people with disabilities. Sprint Accessibility is the nation's largest Telecommunications Relay Service (TRS) provider and is currently awarded 37 TRS state contracts (including Puerto Rico and the U.S. Virgin Islands), the federal government, and the Commonwealth of New Zealand. Sprint offers a wide range of communication products and services for customers who are Deaf, Hard of Hearing, Blind, or have a speech disability.

Accessible communication for everyone is woven into Sprint's culture. We build our products and our networks to ensure connectivity. We solicit information from consumers and business customers about how to better provide connectivity. We believe by focusing on connectivity and accessibility that all Sprint customers can communicate with anyone at any time. By empowering people with disabilities through accessible wireless solutions, we're demonstrating how good technology works to connect people and improve lives. Sprint's website has a page devoted to ensuring our customers know about Accessibility and the resources available through our devices and plans: <https://www.sprint.com/accessibility>.

### **Supporting our Troops and Veterans**

Sprint salutes the men and women of the U.S. Armed Forces by offering discounts and savings through the Sprint Works Program, and now we are doing even more to show our appreciation.

Fisher House Donation Foundation: Sprint is honored to make a donation for the amount of \$10 to the Fisher House Foundation for each new military/veteran account. The Fisher House program provides "a home away from home" for families of patients receiving medical care at major military and VA medical centers. To learn more please visit the Fisher House Foundation at [www.fisherhouse.org](http://www.fisherhouse.org).

### **Military Recruiting**

- Sprint's mission for the veteran community is to provide rewarding and professional opportunities to veterans, members of the Reserve and National Guard, as well as active members in the military and their spouses. Highlights of our military recruiting efforts include:
- Dedicated Sprint Recruiting Contact: A dedicated point of contact in our recruiting organization who manages our military recruitment strategy and process
- Postings on base: We post available positions on military bases and transition offices, military job websites and universities
- Sprint participation at Military Transition Workshops: Military Transition Workshops to share information with exiting military and veteran attendees. Attendees learn how military skills translate to civilian jobs, how to build their identity/personal brand and create their road to success. Attendees talk to Sprint recruiters and other companies about potential employment opportunities. Sprint has hosted two workshops and plans to host more in the future
- Training for recruiters to help translate skills between military and civilian positions

### **Military Employees**

Sprint has many military employees, and offers a number of benefits to assist veterans, active military personnel and their families

- Employees are granted time away from work with differential pay to participate in Reserve and National Guard training. When involuntarily

called to active duty for Reserve and National Guard training, we pay the difference between Sprint base pay and military Reserve base pay for up to two work weeks each year

- Through Sprint's Education Assistance Program employees may be eligible for tuition reimbursement
- Veteran-focused Employee Resource Group, VETS. VETS builds on Sprint's strong reputation through marketing and community service outreach to veterans and military personnel, and provides its members with professional development and mentoring opportunities.

### **Programs for the Military**

- The Sprint Works Program is available to all service men and woman, as well as veterans. Visit [sprint.com/military](http://sprint.com/military) discounts for all of our current offers
- Sprint is proud to offer services and equipment to veterans experiencing hearing loss. Visit [sprintcapitel.com](http://sprintcapitel.com) for details
- Sprint's Military Suspension program lets deployed military customers remain on their original service plan and keep their phone number for up to 36 months
- For veterans facing financial hardships, Assurance Wireless has a Lifeline Assistance program for individuals who qualify. Visit [AssuranceWireless.com](http://AssuranceWireless.com) to learn more.

### **Awards and Recognition**

- Sprint recognized as a "2019 Top 50 Military-Friendly Employer" and a "2018 Top Military-Friendly Brand" by G.I. Jobs magazine
- Sprint recipient of the Secretary of Defense Employer Support Freedom Award – the highest recognition given by the U.S. government to employers for support of their employees who serve in the National Guard and Reserve
- Sprint wins Corporation of the Year! Sprint was recognized by the Hispanic Chamber of Commerce of Greater Kansas City as Corporation of the Year at their annual gala attended by an audience of approximately 1,000 made up of corporations, community organizations and diverse owned businesses. The award recognizes Corporations that demonstrates diversity and inclusion of diverse suppliers who provides products/services in communities that we serve. Sprint's SVP, Kim Green-Kerr, partnered with the Chamber to

create a video, viewed during the gala, regarding Sprint's commitment to diversity and inclusion

- Sprint was recognized by MBNUSA Minority News as one of the Best of the Decade Corporations for unwavering commitment to minority business development and inclusion
- The United States Hispanic Chamber of Commerce (USHCC) honored Sprint, as one of 48 leading companies, for their commitment to supplier diversity at their Million Dollar Club Breakfast during its signature National Convention held October 3rd in Dallas, Texas. The Million Dollar Club was established to recognize Corporations that actively demonstrate a commitment to minority and women owned businesses through their work with Hispanic owned businesses
- Diverseability Magazine recognized Sprint as one of the best Top Disability-Friendly Companies for its efforts in promoting the advancement of people with disabilities in all aspects of business and employment to ensure equal opportunity
- Sprint was certified as a Great Place to Work by the Great Place to Work Institute.
- Sprint was recognized as one of nine 2018 Gold tier award winners of the EPA Electronics Industry Leaders for innovative Efforts and Recycling Achievements. Other companies recognized were: Dell, HP, LG, Samsung Electronics America, Sony, Staples, TCL and Xerox. The EPA recognized the companies in the electronics industry for sustainably designing products and processes while also diverting electronics from landfills.

**9.1.2 Attachment C #2 of 21 - WMDVLGBTBE Annual Results by Ethnicity**

<b>Sprint Corporation</b>	<b>2018 Annual Report</b>	<b>G.O. #156 Sec. 9.1.2</b>
<b>WMDVLGBTBE Annual Results by Ethnicity</b>		

		2018 Annual Report				
		Direct	Sub	Total \$	%	
1	<b>Minority Male</b>	Asian Pacific American	\$387,169,059	\$22,633,001	\$409,802,059	17.7%
2		African American	\$179,278,674	\$2,861,779	\$182,140,453	7.9%
3		Hispanic American	\$43,338,743	\$3,364,098	\$46,702,841	2.0%
4		Native American	\$0	\$920,301	\$920,301	0.0%
5		<b>Total Minority Male</b>	<b>\$609,786,476</b>	<b>\$29,779,178</b>	<b>\$639,565,654</b>	<b>27.7%</b>
6	<b>Minority Female</b>	Asian Pacific American	\$16,898,744	\$23,599,205	\$40,497,949	1.8%
7		African American	\$75,231,887	\$1,489,944	\$76,721,831	3.3%
8		Hispanic American	\$302,404	\$31,521,604	\$31,824,008	1.4%
9		Native American	\$14,417,976	\$1,017,629	\$15,435,605	0.7%
10		<b>Total Minority Female</b>	<b>\$106,851,010</b>	<b>\$57,628,383</b>	<b>\$164,479,392</b>	<b>7.1%</b>
11	<b>Total Minority Business Enterprise (MBE)</b>		<b>\$716,637,486</b>	<b>\$87,407,561</b>	<b>\$804,045,047</b>	<b>34.8%</b>
12	<b>Women Business Enterprise (WBE)</b>		<b>\$79,844,788</b>	<b>\$10,517,226</b>	<b>\$90,362,014</b>	<b>3.9%</b>
13	<b>Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)</b>		<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>0.0%</b>
14	<b>Disabled Veteran Business Enterprise (DVBE)</b>		<b>\$1,169,579</b>	<b>\$208,451</b>	<b>\$1,378,030</b>	<b>0.1%</b>
15	<b>Other 8(a)*</b>		<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>0.0%</b>
16	<b>TOTAL WMDVLGBTBE</b>		<b>\$797,651,852</b>	<b>\$98,133,239</b>	<b>\$895,785,091</b>	<b>38.7%</b>
17	<b>Net Procurement**</b>		<b>\$2,312,145,515</b>			

NOTE: \* FIRMS CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION INCLUDES NON-WMDVLGBTBE  
 \*\* NET PROCUREMENT INCLUDES PURCHASE ORDER, NON-PURCHASE ORDER, AND CREDIT CARD DOLLARS  
 Direct - DIRECT PROCUREMENT  
 Sub - SUBCONTRACTOR PROCUREMENT  
 %- PERCENTAGE OF NET PROCUREMENT

**9.1.2 Attachment C - #3 of 21 - Direct Spend - WMDVLGBTBE Direct Procurement by Product and Service Categories**

Sprint Corporation			2018 Annual Report				G.O. #156 Sec. 9.1.2		
WMDVLGBTBE Direct Procurement by Product and Service Categories									
			Products		Services		Total		
			\$	%	\$	%	\$	%	
1	Minority Male	Asian Pacific American	Direct	\$0	0.00%	\$387,169,059	16.75%	\$387,169,059	16.75%
2		African American	Direct	\$0	0.00%	\$179,278,674	7.75%	\$179,278,674	7.75%
3		Hispanic American	Direct	\$0	0.00%	\$43,338,743	1.87%	\$43,338,743	1.87%
4		Native American	Direct	\$0	0.00%	\$0	0.00%	\$0	0.00%
5		Total Minority Male	Direct	\$0	0.00%	\$609,786,476	26.37%	\$609,786,476	26.37%
6	Minority Female	Asian Pacific American	Direct	\$0	0.00%	\$16,898,744	0.73%	\$16,898,744	0.73%
7		African American	Direct	\$0	0.00%	\$75,231,887	3.25%	\$75,231,887	3.25%
8		Hispanic American	Direct	\$0	0.00%	\$302,404	0.01%	\$302,404	0.01%
9		Native American	Direct	\$0	0.00%	\$14,417,976	0.62%	\$14,417,976	0.62%
10	Total Minority Female	Direct	\$0	0.00%	\$106,851,010	4.62%	\$106,851,010	4.62%	
11	Total Minority Business Enterprise (MBE)	Direct	\$0	0.00%	\$716,637,486	30.99%	\$716,637,486	30.99%	
12	Women Business Enterprise (WBE)	Direct	\$0	0.00%	\$79,844,788	3.45%	\$79,844,788	3.45%	
13	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Direct	\$0	0.00%	\$0	0.00%	\$0	0.00%	
14	Disabled Veteran Business Enterprise (DVBE)	Direct	\$0	0.00%	\$1,169,579	0.05%	\$1,169,579	0.05%	
15	Other 8(a)*	Direct	\$0	0.00%	\$0	0.00%	\$0	0.00%	
16	<b>TOTAL WMDVLGBTBE</b>	<b>Direct</b>	<b>\$0</b>	<b>0.00%</b>	<b>\$797,651,852</b>	<b>34.50%</b>	<b>\$797,651,852</b>	<b>34.50%</b>	
17	Total Product Procurement							\$0	
18	Total Service Procurement							\$2,312,145,515	
19	Net Procurement**							\$2,312,145,515	
20	Total Number of WMDVLGBTBEs that Received Direct Spend							74	

NOTE: \* FIRMS CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION INCLUDES NON-WMDVLGBTBE  
 \*\* NET PROCUREMENT INCLUDES PURCHASE ORDER, NON-PURCHASE ORDER, AND CREDIT CARD DOLLARS  
 Direct - DIRECT PROCUREMENT  
 Sub - SUBCONTRACTOR PROCUREMENT  
 %- PERCENTAGE OF NET PROCUREMENT

**9.1.2 Attachment C - #4 of 21 - WMDVLGBTBE Subcontractor Procurement by Product and Service Categories**

Sprint Corporation		2018 Annual Report				G.O. #156 Sec. 9.1.2			
WMDVLGBTBE Subcontractor Procurement by Product and Service Categories									
				Products		Services		Total	
				\$	%	\$	%	\$	%
1	Minority Male	Asian Pacific American	Sub	\$0	0.00%	\$22,633,001	0.98%	\$22,633,001	0.98%
2		African American	Sub	\$0	0.00%	\$2,861,779	0.12%	\$2,861,779	0.12%
3		Hispanic American	Sub	\$0	0.00%	\$3,364,098	0.15%	\$3,364,098	0.15%
4		Native American	Sub	\$0	0.00%	\$920,301	0.04%	\$920,301	0.04%
5		Total Minority Male	Sub	\$0	0.00%	\$29,779,178	1.29%	\$29,779,178	1.29%
6	Minority Female	Asian Pacific American	Sub	\$0	0.00%	\$23,599,205	1.02%	\$23,599,205	1.02%
7		African American	Sub	\$0	0.00%	\$1,489,944	0.06%	\$1,489,944	0.06%
8		Hispanic American	Sub	\$0	0.00%	\$31,521,604	1.36%	\$31,521,604	1.36%
9		Native American	Sub	\$0	0.00%	\$1,017,629	0.04%	\$1,017,629	0.04%
10		Total Minority Female	Sub	\$0	0.00%	\$57,628,383	2.49%	\$57,628,383	2.49%
11	Total Minority Business Enterprise (MBE)		Sub	\$0	0.00%	\$87,407,561	3.78%	\$87,407,561	3.78%
12	Women Business Enterprise (WBE)		Sub	\$0	0.00%	\$10,517,226	0.45%	\$10,517,226	0.45%
13	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		Sub	\$0	0.00%	\$0	0.00%	\$0	0.00%
14	Disabled Veteran Business Enterprise (DVBE)		Sub	\$0	0.00%	\$208,451	0.01%	\$208,451	0.01%
15	Other 8(a)*		Sub	\$0	0.00%	\$0	0.00%	\$0	0.00%
16	TOTAL WMDVLGBTBE		Sub	\$0	0.00%	\$98,133,239	4.24%	\$98,133,239	4.24%
17	Total Product Procurement			\$0					
18	Total Service Procurement			\$2,312,145,515					
19	Net Procurement**			\$2,312,145,515					

NOTE: \* FIRMS CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION INCLUDES NON-WMDVLGBTBE  
 \*\* NET PROCUREMENT INCLUDES PURCHASE ORDER, NON-PURCHASE ORDER, AND CREDIT CARD DOLLARS  
 Direct - DIRECT PROCUREMENT  
 Sub - SUBCONTRACTOR PROCUREMENT  
 %- PERCENTAGE OF NET PROCUREMENT

9.1.2 Attachment C - #5 of 21 - WMDVLGBTBE Procurement by Standard Industrial Categories

ATTACHMENT C

Sprint Corporation	2018 Annual Report	G. O. #156 Sec 9.1.2
WMDVLGBTBE Procurement by Standard Industrial Categories		

SIC Category	Asian Pacific American		African American		Hispanic American		Native American		Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veterans Business Enterprise (DVBE)	Total Other (a)**	Total WMDVLGBTBE	Total Dollars***
	Male	Female	Male	Female	Male	Female	Male	Female							
17 ELECTRICAL WORK	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 200,140	0.0%	\$ 0.0%	\$ 0.0%	\$ 200,140	\$ 6,421,576	0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 6,621,716
49 SEWERAGE SYSTEMS	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 87,139	0.0%	\$ 0.0%	\$ 0.0%	\$ 87,139	\$ 0.0%	0.3%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 87,139
50 DURABLE GOODS, NOT ELSEWHERE CLASSIFIED	\$ 722,465	\$ 4,618,034	\$ 0.0%	\$ 0.0%	\$ 0.0%	0.0%	\$ 0.0%	\$ 0.0%	\$ 5,340,519	\$ 4,504,187	\$ 0.0%	\$ 192,775	\$ 0.0%	\$ 0.0%	\$ 10,037,482
- ELECTRONIC PARTS AND EQUIPMENT, NOT ELSEWHERE CLASSIFIED	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	0.2%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.4%
51 GROCERIES, GENERAL LINE	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	0.0%	\$ 0.0%	\$ 0.0%	\$ 34,910	\$ 0.0%	0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 34,910
55 USED CAR DEALERS	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	0.0%	\$ 976,804	\$ 0.0%	\$ 0.0%	\$ 976,804
72 MISCELLANEOUS PERSONAL SERVICE	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 15,840	0.0%	\$ 0.0%	\$ 0.0%	\$ 15,840	\$ 0.0%	0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 15,840
73 BUSINESS SERVICES, NOT ELSEWHERE CLASSIFIED	\$ 1,113,789	\$ 10,621,711	\$ 0.0%	\$ 0.0%	\$ 0.0%	0.0%	\$ 0.0%	\$ 0.0%	\$ 20,735,500	\$ 28,351,985	1.2%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 49,087,486
- HEAVY CONSTRUCTION EQUIPMENT RENTAL	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%
- COMPUTER RELATED SERVICES, NOT ELSEWHERE CLASSIFIED	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%
- COMPUTER FACILITIES MANAGEMENT	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%
- COMPUTER INTEGRATED SYSTEMS DESIGN	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%
76 ELECTRICAL REPAIR SHOPS	\$ 0.0%	\$ 0.0%	\$ 74,177,526	\$ 10,080,809	\$ 0.0%	0.0%	\$ 0.0%	\$ 0.0%	\$ 84,258,335	\$ 4,783,903	0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 89,042,238
- REPAIR SERVICES, NOT ELSEWHERE CLASSIFIED	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%
79 THEATRICAL PRODUCERS AND SERVICES	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	0.0%	\$ 0.0%	\$ 0.0%	\$ 15,491	\$ 0.0%	0.0%	\$ 0.0%	\$ 0.0%	\$ 0.0%	\$ 15,491
<b>TOTAL</b>	<b>\$ 556,858,790</b>	<b>\$ 16,898,744</b>	<b>\$ 179,278,674</b>	<b>\$ 74,746,189</b>	<b>\$ 43,338,743</b>	<b>\$ 140,183</b>	<b>\$ 0.0%</b>	<b>\$ 0.0%</b>	<b>\$ 14,417,976</b>	<b>\$ 385,679,299</b>	<b>\$ 74,430,160</b>	<b>\$ 1,189,579</b>	<b>\$ 0.0%</b>	<b>\$ 0.0%</b>	<b>\$ 461,279,037</b>
	2.5%	0.7%	7.8%	3.2%	1.9%	0.0%	0.0%	0.6%	16.7%	3.2%	0.1%	0.0%	0.0%	20.0%	0.0%

Total Product Procurement	\$ 0
Total Service Procurement	\$ 2,312,145,515

Net Procurement***	\$ 2,312,145,515
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NOTE - FIRMS WITH MULTIPLE MINORITY OWNERSHIP STATUS  
 \*\*FIRMS CLASSIFIED AS (a) OF SMALL BUSINESS ADMINISTRATION INCLUDES NON-WMDVLGBTBE  
 \*\*\*NET PROCUREMENT INCLUDES PURCHASE ORDER, NON-PURCHASE ORDER, AND CREDIT CARD DOLLARS  
 \*\*\*\*TOTAL DOLLARS - TOTAL PROCUREMENT DOLLAR AMOUNT IN THE SPECIFIC SIC CATEGORY. Sprint tracks spend using UNFSC and GL coding, not SIC codes.  
 % - PERCENTAGE OF NET PROCUREMENT

### 9.1.2 Attachment C - #6 of 21 - Number of WMDVLGBTBE Suppliers and Revenue Reported to the Clearinghouse

Sprint Corporation	2018 Annual Report	G. O. #156 Sec 9.1.2 (D.11-05-019 & D.06-11-028)
Number of WMDVLGBTBE Suppliers and Revenue Reported to the Clearinghouse		

Data on Number of Suppliers												
# WMDVLGBTBEs	Revenue Reported to CHS						Utility-Specific 2018 Summary					
	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total
Under \$1 million	2	2	0	0	0	4	17	20	0	2	0	39
Under \$5 million	7	5	0	2	0	14	4	10	0	0	0	14
Under \$10 million	1	10	0	0	0	11	1	3	0	0	0	4
Above \$10 million	25	18	1	1	0	45	13	2	1	1	0	17
<b>TOTAL</b>	<b>35</b>	<b>35</b>	<b>1</b>	<b>3</b>	<b>0</b>	<b>74</b>	<b>35</b>	<b>35</b>	<b>1</b>	<b>3</b>	<b>0</b>	<b>74</b>

Revenue and Payment Data												
WMDVLGBTBE \$M	Revenue Reported to CHS						Utility-Specific 2018 Summary					
	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total
Under \$1 million	\$ 1,376,000	\$ 1,040,000	\$ -	\$ -	\$ -	\$ 2,416,000	\$ 4,679,591	\$ 6,217,438	\$ -	\$ 1,169,579	0	\$ 12,066,608
Under \$5 million	\$ 13,459,069	\$ 18,072,603	\$ -	\$ 8,981,002	\$ -	\$ 40,512,674	\$ 11,257,942	\$ 25,833,226	\$ -	\$ -	0	\$ 37,091,168
Under \$10 million	\$ 5,525,000	\$ 66,070,724	\$ -	\$ -	\$ -	\$ 71,595,724	\$ 9,982,506	\$ 19,198,334	\$ -	\$ -	0	\$ 29,180,840
Above \$10 million	\$ 9,859,068,500	\$1,637,423,590	\$ -	\$ -	\$ -	\$ 11,496,492,090	\$690,813,430	\$ 30,067,981	\$ -	\$ -	0	\$ 720,881,411
<b>TOTAL</b>	<b>\$ 9,879,428,569</b>	<b>\$1,722,606,917</b>	<b>\$ -</b>	<b>\$ 8,981,002</b>	<b>\$ -</b>	<b>\$ 11,611,016,488</b>	<b>\$716,733,469</b>	<b>\$ 81,316,980</b>	<b>\$ -</b>	<b>\$ 1,169,579</b>	<b>\$ -</b>	<b>\$ 799,220,027</b>

NOTE: \* FIRMS CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION INCLUDES NON-WMDVLGBTBE  
CHS: SUPPLIER CLEARINGHOUSE

<b>9.1.2 Sprint</b>	<b>2019</b>	<b>G.O. #156</b>
<b>Attachment C - #7 of 21 - Description of the number of WMDVLGBTBEs who have the majority of their workforce working in California:</b>		

Sprint Corporation is a national provider of telecommunications services, offering service in California and other states. Sprint operates an integrated national network that offers its customers a national wireless service platform. Therefore, majority procurement decisions are made on a centralized basis at Sprint’s national headquarters in Overland Park, Kansas; procurement decisions are not made on a state-by-state basis. Sprint believes focus on Supplier Diversity is important in all states. Total spending and subcontracting for the State of California has been identified for all suppliers that Sprint’s records show are located or certified in California. However, we request the Commission keep in mind that, although Sprint may have procured products and services from suppliers who are certified or located in California, this does not necessarily mean that the procurement was solely utilized in or for the benefit of Sprint operations in California. Likewise, merely because procurement occurred in other states does not necessarily mean that such procurement was not undertaken for the benefit of Sprint’s operations in California.

<b>9.1.3 Sprint</b>	<b>2019</b>	<b>G.O. #156</b>
<b>Attachment C - #8 of 21 - WMDVLGBTBE PROGRAM EXPENSES:</b>		

<b>Expense Category</b>	<b>2018 Calendar Year (Actual)</b>
Wages (Including contract labor)	\$ 266,965.82
Travel	\$ 11,078.24
Dues & Subscriptions, Sponsorships, Seminars	\$ 29,748.29
Clearinghouse Fees	\$ 20,167.79
Training	\$ -
Postage	\$ 7.02
<b>Total</b>	<b>\$ 327,967.16</b>

9.1.4 Sprint	2019	G.O. #156
<b>Attachment C - #9 of 21 - DESCRIPTION OF PROGRESS IN MEETING OR EXCEEDING SET GOALS</b>		

Sprint focuses on establishing a nationwide Supplier Diversity program. Program goals are set pursuant to a Supplier Diversity Policy Statement, displayed in Sprint breakrooms, that includes reference to procuring products/services from the following diverse classifications:

**Minority Business Enterprise (MBE)**

- Asian American
- African American
- Hispanic American
- Native American
- Service-disabled Veteran Owned
- Veteran-Owned
- Women-Owned (WBE)
- Small Business Enterprise (SBE)
- Small Disadvantaged Businesses (DBE)
- HUBZone
- Section 8 (a)
- Lesbian Gay Bisexual Transgender Business Enterprise (LGBT)

In 2018, Sprint’s CPUC efforts and combined Tier I and Tier II spend results of 37.8% exceeded the goal of 21.5%. Sprint is committed to continuing to focus on meeting or exceeding the CPUC goal.

**Attachment C - #10 of 21**

<b>Sprint Corporation</b>	<b>2018 Annual Report</b>	<b>G.O. #156 Sec. 9.1.4</b>
<b>WMDVLGBTBE Results and Goals</b>		

Category	2018 Results	2018 Goals
Minority Men	26.4%	10.0%
Minority Women	4.6%	5.0%
Minority Business Enterprise (MBE)	31.0%	15.0%
Women Business Enterprise (WBE)	3.5%	5.0%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	0.0%	Good Faith
Disabled Veteran Business (DVBE)	0.1%	1.5%
<b>TOTAL WMDVLGBTBE</b>	<b>34.5%</b>	<b>21.5%</b>

% - PERCENTAGE OF NET PROCUREMENT

At the recommendation of the Commission to establish a 2019 LGBT Goal, Sprint Supplier Diversity has established a 1.0% LGBTBE utilization goal for 2019.

<b>9.1.5 Sprint</b>	<b>2019</b>	<b>G.O. #156</b>
<b>Attachment C - #11 of 21 - Description of Prime Contractor Utilization of WMDVBLGBTBE Subcontractors</b>		

Sprint supports diversity efforts and outreach activities related to its prime vendors in subcontracting:

- Sprint’s Master Agreements language with major suppliers requires minimum 5.0% diverse subcontracting of annual contract revenue earned from Sprint. Major Sprint suppliers are requested to report quarterly diverse spend results into Sprint’s electronic tool. Suppliers experiencing difficulty, due to nature of their business, in meeting utilization goals are required to engage Supplier Diversity to explore possible alternatives such as a donation toward a diverse cause; i.e., scholarships or Council.
- Supplier Diversity engages with the Sourcing teams in negotiations of Master Agreements with prime suppliers to explain the significance of having the diverse utilization goals to remain a part of the Agreement
- Supplier Diversity introduces CPUC suppliers to prime suppliers by email and through onsite diversity events
- As a core function, Supplier Diversity shares prime supplier information and contact information, with diverse suppliers, on an individual request basis. However, due to confidential terms and conditions, Sprint is not able to post prime supplier information onto the Clearinghouse website
- Promote and introduce products/services offered by CPUC suppliers to the Technology Industry Group (TIG) members for consideration of subcontracting opportunities.
- Partner with Sprint Sales to engage CPUC suppliers as subcontractors in meeting potential customer proposal requirements
- Sprint hosted a Supplier Innovation Summit, with approximately 200 attendees from prime vendors, diverse suppliers and customers, over the course of 1 ½ days; this provided a great networking opportunity for diverse suppliers to meet with Sprint OEMs and other major suppliers, for potential subcontracting opportunities. Several CPUC certified diverse suppliers were invited and attended the Summit
- Supplier Diversity engages with Sourcing in contract renewal opportunities to ensure maintaining diverse suppliers as subcontractors intact and/or allow for additional diverse subcontractors
- Through the implementation of the Tier II program, the Supplier Diversity team works with Sprint Legal to maintain and update language for diverse subcontracting and supplier diversity utilization goals to be incorporated in prime contracts. This language also requests for utilization goal and submission of quarterly diverse spend reports.

**9.1.5 Attachment C - #12 of 21 - Summary of Prime Contractor Utilization of WMDVLGBTBE Subcontractors**

Sprint Corporation	2018 Annual Report	G.O. #156 Sec. 9.1.5
Summary of Prime Contractor Utilization of WMDVLGBTBE Subcontractors		

	Minority Male	Minority Female	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veterans Business Enterprise (DVBE)	Other 8(a)*	TOTAL WMDVLGBTBE
<b>Direct \$</b>	\$609,786,476	\$106,851,010	\$716,637,486	\$79,844,788	\$0	\$1,169,579	\$0	\$797,651,852
<b>Subcontracting \$</b>	\$29,779,178	\$57,628,383	\$87,407,561	\$10,517,226	\$0	\$0	\$0	\$97,924,787
<b>Total \$</b>	<b>\$639,565,654</b>	<b>\$164,479,392</b>	<b>\$804,045,047</b>	<b>\$90,362,014</b>	<b>\$0</b>	<b>\$1,169,579</b>	<b>\$0</b>	<b>\$895,576,640</b>

<b>Direct %</b>	26.37%	4.62%	30.99%	3.45%	0.00%	0.05%	0.00%	34.50%
<b>Subcontracting %</b>	1.29%	2.49%	3.78%	0.45%	0.00%	0.00%	0.00%	4.24%
<b>Total %</b>	<b>27.66%</b>	<b>7.11%</b>	<b>34.77%</b>	<b>3.91%</b>	<b>0.00%</b>	<b>0.05%</b>	<b>0.00%</b>	<b>38.73%</b>

<b>Net Procurement**</b>	<b>\$2,312,145,515</b>
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NOTE: \*FIRMS CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION INCLUDES NON-WMDVLGBTBE

\*\*NET PROCUREMENT INCLUDES PURCHASE ORDER, NON-PURCHASE ORDER, AND CREDIT CARD DOLLARS

% - PERCENTAGE OF NET PROCUREMENT

Direct - DIRECT PROCUREMENT

Sub - SUBCONTRACTOR PROCUREMENT

<b>9.1.6 Sprint</b>	<b>2019</b>	<b>G.O. #156</b>
<b>Attachment C - #13 of 21 - A list of WMDVLGBTBE Complaints Received and Current Status</b>		

Sprint has a policy for resolving supplier complaints in addition to the requirements of General Order 156. In 2018, there were no formal CPUC complaints filed against Sprint.

<b>9.1.7 Sprint</b>	<b>2019</b>	<b>G.O. #156</b>
<b>Attachment C - #14 of 21 - Description of Efforts to Recruit WMDVLGBTBE Suppliers in Low Utilization Categories</b>		

As Sprint continues to upgrade its network systems to 5G, we continue to focus on including diverse and CPUC suppliers into the build-out both directly and indirectly. This includes architecture, engineering and construction services.

To provide more opportunities and exposure for diverse suppliers to grow their business, Sprint Supplier Diversity arranges and provides opportunities for qualified diverse suppliers to hold meetings with Business Unit stakeholders to demonstrate additional offerings and capabilities that may not otherwise be known. Such efforts allow for existing diverse suppliers to engage in areas outside of the norm. Such example is one of our diverse suppliers that provides print and paper services, is working with us to expand management and maintenance of records/documents not only in our corporate office, but at our retail store locations, including those that are not company-owned, but leased.

Sprint continues to seek opportunities for diverse suppliers within the financial category. In 2018, Sprint continued utilizing a CPUC minority woman-owned business for bond issues. Fees paid to the diverse supplier totaled over \$130K.

Sprint also continues to seek additional opportunities for diverse suppliers within the legal services category; Sprint utilizes women and minority owned vendors and continues to encourage the suppliers to complete their CPUC certification so that other Utilities have access to their company profiles.

<b>9.1.11 Sprint</b>	<b>2019</b>	<b>G.O. #156</b>
<b>Attachment C - #15 of 21 - Fuel Procurement</b>		

Sprint operates a small fleet of 347 vehicles in the state of CA. Sprint does not operate or use a centralized fueling station. Sprint vehicles are located across the state and fuel is purchased on an on-demand basis at local stations.

10.1.1 Sprint	2019 ANNUAL PLAN	G.O. #156
<b>Attachment C - #16 of 21 - Description of - WMDVLGBTBE Annual SHORT, MID, AND LONG-TERM Goals</b>		

Sprint remains committed to utilizing established Supplier Diversity best practices in working to achieve WMDVLGBTBE goals. Sprint relies on the guidance contained in the California Public Utilities Commission General Order 156 to establish its Supplier Diversity Goals; Sprint remains committed to GO 156 by creating processes to work toward meeting GO 156 goals.

As Sprint continues to go through transformation, and a rapidly changing environment, we are unable to provide a forecast for each classification; however, Sprint is committed to meeting 21.5% spend with WMDVLGBTBEs in all areas of Sprint, as short, medium and long-term goals. Additionally, Sprint Supplier Diversity has established an additional 1% LGBTBE utilization goal, for 2019 at the recommendation of the Commission to establish a 2019 LGBT goal.

**In the coming years, our efforts anticipate focus on the following:**

- Continue to target employees at every level to take part in our supplier diversity and CPUC efforts
- Ensure an annual updated Supplier Diversity Policy, signed by our CEO, is posted in all Sprint breakrooms
- Corporate and CPUC diverse spend goals are quarterly measured, reported and performance adjusted where needed, to ensure diverse and CPUC spend goals are attained
- A dedicated Supplier Diversity program
- A fiscal budget dedicated to support supplier diversity initiatives
- Sprint Financial Policy cohesively aligned with Supplier Diversity initiatives
- Sales and Supplier Diversity partner to ensure diverse and CPUC supplier inclusion in proposals to meet customer requirements
- Support Prime suppliers with subcontracting and onsite diversity events
- Annually host or co-sponsor diversity events, with executive support, to hear first-hand which products/services are offered by diverse suppliers; diverse Councils and Chamber members are invited
- Supplier Diversity Recognition Program, recognizing on a quarterly basis, Sourcing professionals who champion Supplier Diversity by awarding contracts to diverse suppliers
- Capacity support – Tuck Business Program through partnership with the Technology Industry Group

- Diverse and CPUC supplier advocacy through our network of vendors, industry groups and peer corporate members
- Educate suppliers on the benefits of CPUC certification and of corporate responsibility to support economic development
- Continue our 1Million project to bridge the digital divide, through a 5-year commitment, to bring broadband access and technology to disadvantaged students on a national level.

10.1.2 Sprint	2019 ANNUAL PLAN	G.O. #156
<b>Attachment C - #17 of 21 - Description of WMDVLGBTBE Planned Program Activities for the Next Year (2019)</b>		

**Internal Efforts:**

The Supplier Diversity Department will continue to work closely with the Procurement team to include CPUC suppliers in the purchasing process

Sprint Supplier Diversity established a 1.0% LGBTBE utilization goal for 2019

Sprint’s Master Agreements with large suppliers require annual diverse utilization goals ranging between 5% - 13% of contract spend. Sprint’s major suppliers are requested to respond to a Request for Information, in order to submit quarterly diverse spend results into Sprint’s electronic tool with CPUC utilization results

Sprint will continue to introduce CPUC suppliers to Sprint’s major suppliers to support Sprint in growing CPUC certified suppliers as well as supporting Sprint’s tier II CPUC results

Sprint will continue to work with the Network teams and engage CPUC diverse suppliers in the major Network upgrade and 5G projects

Sprint will continue to facilitate CPUC supplier introductions to Sprint’s internal Stakeholders

Research the CPUC databases for inclusion of WMDVLGBT suppliers in sourcing events; exchange information regarding existing and potential suppliers with Sprint’s counterparts within other Corporations and industry groups

Monitor and report procurement activity.

Team with Sprint Sales to meet or exceed the customer’s diverse supplier utilization goal proposal requirements

Host Sprint executive and Small Business principal introductions allowing an opportunity for the small and CPUC suppliers to demonstrate their company capabilities.

Continue challenging and supporting Sprint Business Units to meet specifically assigned annual targets with diverse suppliers.

Maintain and develop new relationships with Municipalities, Councils and other organizations to provide education and training to small and diverse businesses on how to do business with major corporations.

**External Efforts:** Activities planned for the next calendar year:

Sprint continues to strive toward a robust supplier diversity program which includes a focus on CPUC spend, outreach and recruiting campaign. The 2019 year anticipates outreach and recruiting events to include, but are not limited to, the following (upon Sprint executive approval) along with the use of their databases or support:

- Technology Industry Group (TIG)
- CPUC/Joint Utilities Small Business Expo
- Asian American Chamber of Commerce of Kansas City
- Hispanic Chamber of Kansas City
- United States Hispanic Chamber of Commerce
- California Public Utility Commission Joint Utilities meetings
- LGBT Conference
- California Clearinghouse (Thesupplierclearinghouse)
- Internal Company Database
- CVM Solutions Database
- Small Business Administration (SBA.gov)
- City of Chicago
- City of Kansas City, Missouri
- Somwba.state.ma/Business Directory: <http://www.somwba.state.ma.us>
- Dynamic Small Business Search:  
[http://dsbs.sbs.gov/dsbs/search/dsp\\_dsbs.cfm](http://dsbs.sbs.gov/dsbs/search/dsp_dsbs.cfm)
- WBENC.org
- Women-Owned Small Business: <http://www.womenbiz.gov>
- The SBA's HUBZone website: <https://www.eweb1.sba.gov/hubzone/internet>
- Veteran-Owned Small Business: <https://www.vetbiz.gov>
- [www.Sam.gov](http://www.Sam.gov)

Prior to attending conferences, Supplier Diversity partners with Sprint's Procurement team to identify near future Sourcing opportunities that allows the Supplier Diversity team to proactively seek out small and CPUC diverse businesses for existing and upcoming procurement opportunities.

Sprint will continue to maintain and develop new relationships with Municipalities, Councils and other organizations to provide National public speaking by Supply Chain Management and Supplier Diversity staff to educate small and diverse businesses on how to do business with major Corporations.

10.1.3 Sprint	2019 ANNUAL PLAN	G.O. #156
<b>Attachment C - #18 of 21 Plans for Recruiting WMDVLGBTBE Suppliers in Low Utilization Areas</b>		

Sprint will continue its commitment to recruiting and developing WMDVLGBTBE talent in traditional, non-traditional, and low utilization areas. Sprint will continue to evaluate low utilization areas in our Procurement processes and evaluate strategies to address these issues. The Supplier Diversity team will continue to work with Sourcing Managers and key Business Units to identify corporate-wide procurement opportunities and align them to potential or existing diverse suppliers, first targeting low diverse utilization areas as contracts, providing an opportunity for diverse participation, near expiration.

Engage Diversity Councils, Chambers and the SupplierClearinghouse to research diverse suppliers for procurement opportunities.

Sprint will continue to mentor existing, new and potential CPUC suppliers regarding how to navigate through Sprint’s organization and to increase spend opportunities.

Sprint enabled the LGBT CPUC classification flag within our electronic registration database, for Tier I and Tier II reporting and will continue to monitor inclusion in RFPs and sourcing activities, in addition to encouraging prime vendors to do the same.

10.1.4 Sprint	2019 ANNUAL PLAN	G.O. #156
<b>Attachment C - #19 of 21- Plans for Recruiting WMDVLGBTBE Suppliers where Unavailable</b>		

Sprint targets diverse suppliers pursuant to available opportunities within Sprint business units or as contracts near end of term.

<b>10.1.5 Sprint</b>	<b>2019 ANNUAL PLAN</b>	<b>G.O. #156</b>
<b>Attachment C - #20 of 21- Plans for Encouraging Prime Contractors to Subcontract WMDVLGBTBE Suppliers</b>		

Sprint plans to continue undertaking the following activities in 2019 to encourage prime suppliers to increase subcontracting opportunities for WMDVBLGBTBEs:

Continue to maintain and enforce Sprint’s Master Agreement language which requires suppliers to subcontract an annual diverse utilization goal ranging between 5% - 13% of their annual contract spend. In addition, continue to require prime vendors to report their subcontracting dollars to Sprint on a quarterly basis, for monitoring.

Continue to work closely with the Network prime vendors in recommending CPUC certified suppliers for subcontracting opportunities and inclusion in the execution of Sprint’s national network upgrade efforts.

Maintain 100% competitive sourcing opportunity for certified diverse suppliers in the subcontracting portion of contingent labor/staffing. In 2018, 60% of hourly labor subcontractors were certified diverse, a 4% increase from 2017. Continue emphasis on contracting and subcontracting an increased portion of strategic sourcing Statements of Work / Vendor Engagements with certified diverse and CPUC suppliers as we understand this is a diverse-rich portion of the market.

Continue to work with its prime facilities management providers to recommend inclusion of diverse and CPUC suppliers, as subcontractors, in the real estate development and maintenance categories, for Sprint facilities and Sprint retail stores.

Introduce and share diverse supplier information with Sprint prime vendors for potential subcontracting opportunities. Act as a champion for the CPUC supplier in facilitating introductions and recommendations.

<b>10.1.6 Sprint</b>	<b>2019 ANNUAL PLAN</b>	<b>G.O. #156</b>
<b>Attachment C - #21 of 21 - Plans for Complying with WMDVLGBTBE Program Guidelines</b>		

Sprint will continue to strive to meet the goals and guidelines as established in General Order 156. Funding and traveling to events must be approved by executive management:

- Sprint Supplier Diversity will continue to champion and advocate for CPUC diverse supplier inclusion in Sprint procurement opportunities, both direct and indirect, across the nation
- Identify CPUC suppliers through the Supplier Clearinghouse and other databases referenced in section 10.1.2 of this Filing
- Encourage California and other diverse suppliers, who provides national products/services, to obtain CPUC certification
- Introduce CPUC suppliers to internal Sprint stakeholders and to Sprint prime vendors
- Continue to collaborate with other corporate members and industry groups in sharing and exchanging diverse supplier information for inclusion opportunities
- Provide sponsorship opportunities for technical assistance and education programs such as the Tuck School of Business Executive Education Program for diverse suppliers, through membership with the Technology Industry Group (TIG)
- Continue to be an active participant in the Joint Utilities Diversity Council (JUDC), sharing and addressing CPUC goals
- Maintain list of existing and potential diverse suppliers, on Sprint’s intranet, for easy access to Sourcing team for consideration of RFX inclusion
- Post quarterly Corporate diverse spend scorecard, detailing each business unit’s diverse results, to provide an opportunity for business units to re-align a portion of their non-diverse spend to diverse
- Continue to attend trade fairs and provide sponsorships of various outreach activities
- Continue to host or co-sponsor B2B Networking, Lunch-and-Learn, and “How to do Business with Sprint” events, for diverse suppliers, partnering with community-based organizations and other major corporations
- Continue supplier development and coaching through meetings with Supplier Diversity, Sourcing representatives and, as applicable, Sprint executive staff
- Continue to educate and raise awareness of Supplier Diversity through the internal on-line Supplier Diversity Training course as well as during Sprint’s quarterly Chief Procurement Officer’s (CPO) team meetings and/or monthly newsletters
- Continue to Recognize Sprint employees who embraces Sprint’s Supplier Diversity program.