

## Opening doors of opportunity



**S**an Diego Gas & Electric (SDG&E) achieved a record year for supplier diversity efforts in 2013, attaining the highest percentage of spending in company history with Diverse Business Enterprise (DBE) suppliers. SDG&E purchased 44.9 percent, or \$453 million, worth of goods and services with DBEs, once again exceeding the California Public Utilities Commission (CPUC) goal of 21.5 percent. This compares to \$435 million and 36.1 percent DBE spend in 2012. This increase was a result of the company focusing on increasing DBE spending in its core business, or continuous operations, as well as ensuring high DBE participation in new projects that are just ramping up.

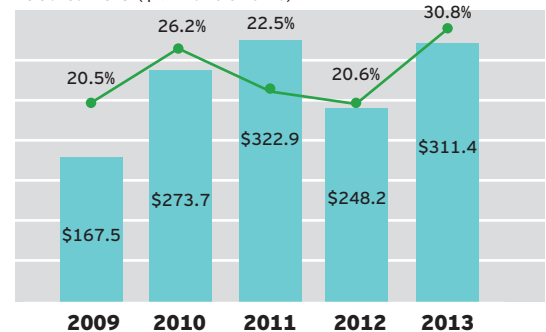
### Minority-Owned Business (MBE) Procurement

- ▶ Minority-Owned Business enterprises (MBE) continue to make up the largest segment of DBE spending for SDG&E. In 2013, MBE spending exceeded \$311 million, or nearly 31 percent of overall DBE results. This is an increase of \$63.2 million over 2012's MBE results and represents our highest MBE percentage ever achieved.
- ▶ Spending with Hispanic American businesses increased by more than \$75 million over 2012, or more than 61 percent. This increase is largely due to subcontracting on our largest current major project, the ECO substation.
- ▶ Spending with Asian American firms showed significant gains, increasing by 10.7 percent from 2012.

- ▶ Spending with Native American businesses exceeded \$22.1 million in 2013, consistent at 2.2 percent compared to 2.3 percent in 2012.
- ▶ Spending with African American Firms was \$36.8 million in 2013, slightly lower with 3.6 percent compared to 3.9 percent in 2012.

### MBE - SDG&E

2009 to 2013 (\$Millions and %)



## Profiles in Success:

### Osceola Consulting, LLC

Osceola Consulting, LLC, a Native American-owned business, began its relationship with SDG&E in 2009 with a contract to resell enterprise software related to a major process improvement program. Osceola was able to demonstrate its industry-focused capabilities and expanded its scope of services year after year based upon proven performance and a successful working relationship.

Today, Osceola Consulting is one of the leading diverse suppliers of management consulting and technology services to SDG&E. Founded in 2006, the Native-American owned company now has over 25 consultants working on multiple contracts and engagements at SDG&E including OpEx 2020, Fixed Asset Management, and a new initiative started in 2013 related to the creation of an enterprise testing Center of Excellence.

"SDG&E is a known leader in the industry and having the company as a strategic client is significant for Osceola Consulting and its reputation in the industry," stated founder and CEO, Kevin Narcomey.

"The client relationship at SDG&E has been one of open communications, partnership, and earned trust," Narcomey says. He added that SDG&E and its Supplier Diversity team have helped his firm to gain recognition with other major utilities in the industry. "SDG&E continues to be one of Osceola's marquee clients in the industry - representing the firm's commitments to diversity, community service, and minority business development."



*Kevin Narcomey,  
founder and CEO of  
Osceola Consulting, LLC*