

**PROCUREMENT ACTIVITIES
WITH
DIVERSE SUPPLIERS**

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

WMDVLGBTBE ANNUAL REPORT AND PLAN

3/1/2018

**2017 ANNUAL REPORT & 2018 PLAN TO THE CALIFORNIA
PUBLIC UTILITIES COMMISSION**

GENERAL ORDER 156



SPRINT CORPORATION

SUBMITTED PURSUANT TO PU CODE § 583 AND GO 66-C

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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 of the Supplier Diversity Program of Sprint Corporation (“Sprint”) for the State of California. 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, for the period of January 1, 2017 through December 31, 2017.

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 million connections as of Sept. 30, 2017, 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. You can learn more and visit Sprint at www.sprint.com or www.facebook.com/sprint and 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%. And in 2017, Sprint exceeded this goal and achieved 36.5%.

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 procuring goods and services from both Tier I diverse CPUC certified suppliers, as well as Tier II CPUC certified suppliers as reported by Sprint’s prime suppliers upon quarterly receiving electronic Request for Information (RFI) from Sprint Supplier Diversity.

ANNUAL REPORT

9.1.1 DESCRIPTION OF WOMEN, MINORITY, DISABLED VETERAN AND LESBIAN GAY BISEXUAL TRANSGENDER (WMDVLGBTBE) PROGRAM ACTIVITIES DURING THE PREVIOUS CALENDAR YEAR

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 2017 to increase the utilization of WMDVLGBTBEs.

SUPPLIER DIVERSITY PROGRAM

Sprint continues to advance its Supplier Diversity initiatives through various efforts and established programs. Efforts include training, education, modification of Supply Chain Management policy, diagnostic 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. 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. 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

Purchases made by Sprint are researched, negotiated and monitored by the Procurement organization headquartered in Overland Park, Kansas, in partnership with the Business Unit requiring 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. Supplier Diversity and the entire 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.

Supplier Diversity also partners with Sourcing teams to create and maintain Diversity Plans that aligns diverse suppliers, with specific categories, for inclusion in RFX opportunities.

SUPPLIER DIVERSITY TRAINING

Sprint's Supplier Diversity training includes an on-line course, which highlights how Sprint's bottom-line is impacted by WMDVLGBTBEs, 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 we have a supplier diversity program. 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 2017, Supplier Diversity training was also presented to Sales to ensure Sales personnel understands the importance of remaining focused on inclusion of diverse subcontractors in proposal solutions.

SUPPLY CHAIN TRAINING

In November 2017, Sprint Sourcing Lifecycle Management team held training sessions "Practical Tips for Conducting Sourcing Events" which outlined strategies and tips that can be useful in successful sourcing events. In addition to topics regarding RFP scoring and weighing, the instructor reminded the team that supplier diversity questions are required to remain a part of every RFX that is published in Sprint's newly implemented e-sourcing tool. Training was open to all Sprint Sourcing associates.

e-SOURCING TOOL

In 2017, Sprint fully transitioned to a new e-sourcing tool and Sprint Supplier Diversity is a stakeholder and gate keeper in the vendor registration approval process, ensuring diverse suppliers are certified and upload their certification into the portal. Doing so also provides us visibility to those California diverse suppliers that qualify but may not hold the CPUC certification and trigger a 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 Tier I reporting and collection of Tier II subcontracting. Supplier Diversity ensured the inclusion of the LGBT category in the new e-sourcing tool.

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.

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 formally recognized for their efforts at CPO quarterly town hall meetings or within the CPO's monthly newsletter.

QUARTERLY PERFORMANCE TRACKING

The Supplier Diversity team communicates results across the Sprint organization in the following manner:

A detailed breakdown of Sprint diverse spend is tracked and reviewed on a quarterly basis. This reporting is broken down in various ways including ethnicity, gender, payment amount, certification type (including CPUC), Sprint business unit for which the supplier is providing a product or service. 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 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. Also, articles are advertised re-enforcing the supplier diversity initiative and its impact on Sprint's bottom line reminding employees to take the supplier diversity training course through the Sprint University.

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 its diverse supply base 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 diverse suppliers for subcontracting opportunities to meet diversity spend goals that are embedded in Sales contracts.

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 quote. 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. Following are some of the supplier development activities in 2017:

In March: Sprint hosted an onsite networking breakfast for members of the Asian Chamber of Commerce of Kansas City. With approximately 65 attendees, including major corporate members, panelists from Sprint, Federal Reserve Bank of Kansas City, Hallmark Cards, Kansas City Power and Light and Black & Veatch shared their corporation's procurement processes and Supplier Diversity programs. Immediately following, diverse suppliers were able to continue to network with corporate members and with each other and learn more about business opportunities as well as learn about the CPUC.

In May: Sprint along with other corporate members, partnered with the Women's Business Development Council in hosting "Diversity/Contracting Trends and the Evolving Marketplace", a capacity building/procurement event attended by approximately 300 small and diverse businesses, who heard from corporate and public sector supplier diversity and procurement executives on topics ranging from what buyers look for in an exceptional supplier to how to differentiate your business to the ever-evolving supplier diversity environment. Diverse suppliers had an opportunity for Q&A to learn more, and then to network during the business networking reception, following the panel sessions.

In May: 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. Additionally, high performing suppliers were recognized of which one category was "Diverse Supplier of the Year". The award plaques were

supplied by a minority owned business. The event allowed for networking to take place between diverse suppliers and major suppliers and customers throughout this 2 ½ day event, which in turn led to new introductions and forming new relationships for these businesses to work together. The event generated positive responses from suppliers and business attendees and is anticipated to be an annual event.

In June: Sprint's Supplier Diversity manager, Joyce Christiano, presented a workshop regarding "Supplier Development/Mentorship" to the Technology Industry Group (TIG) Supplier Diversity members. The TIG organization is made up of approx. 30 technology corporations that share best-practices and advocate for supplier diversity.

In July 2017: Sprint's Chief Procurement Officer (CPO), Mariano Legaz, as a member of the Kansas City Procurement Roundtable's (KCPRT) executive board and its goal to support the development of diverse suppliers, invited a local diverse business to lunch to learn more about their business and to help champion the business within Sprint.

In August: Sprint Supplier Diversity attended a "Community of Inclusion Awards" program hosted by a local Sprint majority supplier, Burns & McDonnell, to recognize small and diverse businesses who have successfully contributed products and services to their corporation. This Program provided an opportunity for other majority corporations to meet and learn more about diverse suppliers who are performing well and to develop new business relationships and connections for business opportunities.

In November, Sprint co-sponsored the Tuck Executive Education program offered by Dartmouth College which consisted of 2 ½ days of classes for 30 minority business owners designed to advance their capabilities by establishing a strong foundation and exploring opportunities for achieving growth potential. Two California based and CPUC certified diverse vendors participated in the "Growing the Minority Business to Scale" program. Business owners learned to examine three strategies to grow a company: organic growth, mergers and acquisitions, and strategic alliances, and to determine which is best for each business. Topics covered in this program included:

- *Your Business Plan – refine it to focus on growth
- *Financing the Growth – examine options for re-capitalizing your business
- *Marketing and Operations – align them for market success
- *Negotiation- explore business deals, strategic alliances, and acquisitions
- *Leadership- enhance your influence in growing a business
- *Innovation- capitalize on new ideas

In December: Sprint hosted an onsite breakfast meeting inviting ten local diverse suppliers to meet and learn more about Sprint's CPO, Mariano Legaz, and to learn more about Sprint's strategy to "go it alone" in lieu of a merger. Additionally, Sprint members from Supply Chain, Real Estate and Supplier diversity spent time with suppliers during the breakfast to learn more about the supplier's products/services. The event allowed an opportunity for the diverse suppliers to introduce themselves individually to the audience and provide a brief overview of their company. Suppliers also had an opportunity to ask questions following the CPO's overview of Sprint's strategy to better understand Sprint's overall direction.

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 learning about diverse and CPUC vendors for potential opportunities for directly and indirect opportunities. These business categories range in services such as staffing, document and storage management, output device management, marketing, call center, energy sourcing, network supply, construction and engineering services.

In summary, in 2017, Sprint continued its focus on Internal Activities in the following manner:

- Recognize Sourcing professionals during the Chief Procurement Officer (CPO) quarterly Town Hall meetings, for their contribution in supporting the 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 internal and external.
- Recommend diverse suppliers for increased exposure and growth opportunities.
- Ensure a procurement process with inclusion of as many diverse suppliers as possible.
- Counsel and discuss subcontracting opportunities with diverse suppliers for potential Tier II opportunities.
- Confirm the status of suppliers through the Supplier Clearinghouse to ensure accurate reporting.
- 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 including:
 - **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 the CPUC Clearinghouse processes.
- Hosting and supporting supplier diversity forums and engagements
- Supporting financial scholarships for diverse and CPUC suppliers 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 100 suppliers align with Sprint's supplier of conduct, which entails Ethics, Citizenship, Sustainability and Compliance. 83% of Sprint's top auditable vendors have agreed to align with Sprint's Supplier Code of Conduct.
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- March 2017: Sprint sponsored the Thinking Bigger annual 25 Under 25 awards gala recognizing 25 small businesses, employing less than 25 employees. Sprint's supplier diversity Manager, Joyce Christanio, serves on the Board. Flora Mayer, Sprint's supplier diversity specialist, through an outreach effort, identified corporations to invite to the event, along with attendance of Sprint's President, Small Business. With approximately 1,000 attendees to include corporations, procurement 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 which is a great venue for corporate procurement professionals to meet with small businesses.
 - March 2017: Sprint Supplier Diversity attended a Diversity & Inclusion education session led by Dr. Emmanuel Ngomsi, an intercultural communication educator and experienced Diversity and Inclusion trainer that further clarified the importance of keeping inclusion and diversity in our business practices.
 - March 2017: Sprint participated in a one-on-one procurement session titled, "Making the Connection" hosted by the local community college. 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 2017: Sprint Supplier Diversity attended the Hispanic Chamber of Commerce of Greater Kansas City Comida. The Comida event educates the community regarding the diversity and variety of Latin cultures through unique cuisines, specialties, visual and performing arts. Program speakers included the

- Kansas City Mayor and other local dignitaries with approximately 2,000 attendees.
- April 2017: Sprint was a sponsor of the Women’s Employment Network Luncheon. Proceeds from the luncheon support women, who may have once been homeless or experiencing difficult life challenges, to discover their dreams of gaining meaningful employment that could possibly lead to starting a small business.
 - April 2017: Sprint was a sponsor of the Asian Cultural Festival. Sprint’s director, John Thong, who is an Asian Chamber board member, spoke regarding Sprint’s commitment to support and grow small and diverse businesses. Other Sprint executives and representatives, including Supplier Diversity, were in attendance as well as local dignitaries with approximately 5,000 attendees.
 - May 2017: Supplier Diversity attended a Diversity Awards program hosted by majority business, Hallmark Cards, to recognize their corporation’s high performing small and diverse businesses. The guest speaker was David Niekerk, Amazon Chief Employee Engagement Consultant & former Amazon VP of HR, to speak regarding the importance of diversifying a corporation’s employee as well as supplier base. A minority band provided cultural music and poetry.
 - May 2017: Sprint participated in the CPUC/Joint Utilities Small Business Expo in Los Angeles. Supplier Diversity manned the Sprint booth meeting CPUC suppliers and learning about their offerings and how they may fit at Sprint, along with providing them with guidance and direction on the process of registering and marketing their business to Sprint.
 - May 2017: Sprint Supplier Diversity was a co-sponsor for the “Making the Connection” Exposition, hosted by the community college, with representatives from local majority corporations such as Sprint, Burns & McDonnell, Back & Veatch, Kansas City Power & Light, JE Dunn Construction, Hallmark Cards and others managing one-on-one sessions with small and minority owned businesses.
 - May 2017: Sprint was a sponsor of Kansas City’s Asian Chamber of Commerce annual evening award 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 2017: Sprint Supplier Diversity participated in the Women’s Business Enterprise National Council’s (WBENC) annual conference held in Las Vegas. Sprint majority suppliers were also in attendance such as Nokia and CB Richard Ellis facilities management, of which Sprint extended introductions of small and minority owned businesses to Supplier Diversity professionals.

- July 2017: Sprint was a sponsor of the Kansas City Chamber of Commerce Power of Diversity Breakfast. Several local executives spoke regarding the importance of diversity and inclusion in the workplace. Awards were presented to Supplier Diversity professionals who were nominated by their corporation to receive the diversity “Ace Award”. Sprint’s manager of Supplier Diversity, Joyce Christiano was recognized in 2014 with this award.
- July, 2017: Sprint Supplier Diversity, as a member of the Technology Industry Group (TIG), participated in a meeting with the new acting President of the National Minority Supplier Development Council (NMSDC), to be briefed on the continued mission and solicited input on effective joint efforts to further advance growth of diverse businesses. TIG consists of approximately 30 corporate members from the telecom, cable and technology industry, for the prime purpose of advancing supplier diversity efforts in the technology sector.
- July, 2017: 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 cohesively aligned with industry best practices.
- August 2017: Sprint Supplier Diversity attended the Elite Service Disabled Veteran Owned Business (SDVOB) Conference, held in Orlando, FL., to meet and interview Veteran Owned Businesses who may be able to provide products/services to Sprint. The organization provides a monthly forum where Veteran members meet to discuss issues concerning local, state and federal legislation concerning US Service Disabled Veteran Owned businesses; provides a source for upcoming contracts and corporate contacts; and establishes short and long terms goals to support the advancement and well-being of the SDVOB. Many small and diverse businesses praised Sprint’s network services and thanked Sprint for being in attendance at the event.
- August 2017: Sprint was a sponsor of the American Contract Compliance Association (ACCA) conference. The five day conference covered courses regarding Legal update on contracting affirmative action programs; How to achieve workforce diversity and compliance on construction projects; effective good faith efforts; and capacities to increase contract opportunities to name a few.
- September 2017: Sprint Supplier Diversity participated in “Pitch Connections” hosted by the Women’s Business Development Center, located in Chicago, to learn more regarding the products/services offered by Chicago based small and diverse women business owners, given Sprint’s large presence in the City.
- September 2017: Sprint sponsored the Asian American Chamber of Commerce of Kansas City’s annual golf tournament. The tournament is a networking

- opportunity for Asian Business Enterprises and corporate members to learn more regarding how to partner on existing and future contract opportunities.
- October 2017, Sprint was a sponsor of the United States Hispanic Chamber of Commerce (USHCC) and was recognized as a member of the USHCC Million Dollar Club, for the 8th year. The USHCC Million Dollar Club recognizes corporations that are leaders in Small 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 Convention. The 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 2017: Sprint participated in the KC Chamber's Small and Diverse Business Procurement Expo, which provided one-on-one interview sessions between Sprint and small businesses for potential business opportunities.
 - October 2017: Sprint Pride and VETS Employee Resource Groups (ERGs) partnered in hosting a celebration for a National Coming-Out Day at the Sprint Overland Park campus, which included ERG tables with refreshments and Sprint merchandise giveaways. Supplier Diversity invited several Veteran and LGBT owned businesses to join the event. One of "Sprint Now" values is Respect. We treat others the way we would like to be treated, and we value inclusion and the various points of view it brings. Sprint is a longstanding supporter of the Human Rights Campaign and has received a perfect score in the HRC Corporate Equality Index since 2006.
 - November 2017: Sprint participated in the 3rd Annual Asian American Chamber of Commerce EXPO, where small and diverse businesses have the opportunity to showcase their business, explore opportunities and network with other businesses, corporate members and government agencies.
 - November 2017: Sprint participated in the Outreach Business Forum "For Those Who Have Served" in Kansas City, MO, an event focused on small businesses and veteran owned businesses, providing them with an opportunity to network with Sprint as well as with other federal, state, city and large corporate contractors.
 - November 2017: Sprint, as a member of the Mid-America Gay and Lesbian Chamber of Commerce, attended the 2017 Business Equality Conference held at the Federal Reserve Bank of Kansas City. The conference theme was "Decision Points" where presenters shared the lessons they learned, with corporate members and small business owners, from pivotal decisions in their careers and how those lessons transformed their personal and professional lives. The Conference concluded with an opportunity to network with other conference attendees, during B2B Networking.

- **Diverse Supplier Testimonials:**

- Perfect Output, LLC: “Sprint has been an important business partner for Perfect Output, LLC since late 1999. As Sprint began the process of consolidating various business lines, and in conjunction with its commitment to diversity, they sought out Perfect Output at that time, and have been key to our growth and success within Sprint - as well as our growth outside of Sprint, ever since. Sprint’s willingness to promote small and diverse businesses is not without risk, but their continued belief in this investment in the small business community has been a benefit to both Sprint and the small entrepreneurial organizations with which they do business. The relationship between Perfect Output and Sprint has been a successful partnership for both companies. Business Development Director, Chuck Mason, states: “Perfect Output has been able to grow as an organization and now employs over 120 diverse employees in 7 different states; 35% of our employees are people of color.”
- Technology Group Solutions (TGS): Owner, Lenora Payne, states: “Sprint’s IT procurement through TGS impacts our local community by providing secure, stable jobs as well as increased local vendor support. Since 2005, TGS has tripled our staff and relocated three times. With the increase in our staff, TGS was able to engage solution architects to meet all of our client’s needs as well as relocate our headquarters to a much larger facility. A facility that is much more suited for our ever growing staff and customer requirements. Under Sprint’s mentoring program, TGS was able to acquire some office furnishing for our new facility. It was perfect timing, as Sprint was remodeling a portion of their campus.”
- Telcobuy (Worldwide Technology (WWT)): Business Client Director, Scott Lauridsen ” states: “World Wide Technology Holding Company, Telcobuy’s parent company, uses the services of local landscaping firms, janitorial services, and other suppliers, at all our US and global locations, which helps contribute to the overall economic viability of the communities where we are located. As Telcobuy has grown, we continue to hire new employees and expand our areas of operation. In 2017, we completed our new global world headquarters, which represents an investment overall of around \$95M for the immediate development where the building is located. WWT utilized a Minority Owned Business for the construction and completion of the new building as well as the build out and restoration of our previous headquarters and campus locations. New restaurants, businesses and an outdoor performing arts facility are all part of the plan to improve this development. The economic impact as our employees purchase goods and services and the ripple effect those dollars have within each community is, of course, a multiple of this amount. In addition to the dedicated sales and operations team that support Sprint in part based on the business Sprint does with Telcobuy/WWT we opened a 3000 sq. ft. office space in June of

2016. The office is used by 20+ sales and technical professionals that support WWT customers in the region.

- **Other External Efforts impacting our diverse communities:**

- Sprint and the Sprint Foundation recognize 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)
 - Shawnee Mission Medical Center-Speaking of Women’s Health
 - 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
- Sprint has a culture of caring. For example, among the hundreds of organizations and causes that Sprint is supporting every year, our 1Million Program (<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.
- In the days, weeks and months after Hurricane Harvey struck the Texas coastline on Aug. 25, 2017, Sprint stood front and center in recovery efforts. Not only did Sprint and SoftBank donate more than \$2 million, but the Sprint Foundation gave \$200,000 to DonorsChoose.org, an organization that empowers public school teachers from across the country to request much-needed materials and experiences for their students. Sprint’s donation funded 257 projects requested by 192 teachers and helped 23,952 students have materials and experiences

they need to thrive the school year. DonorsChoose is a readily familiar program among instructors and administrators across the country, said Roberts, a former high school teacher from San Diego. “Many of the teachers returned to us when they needed to rebuild their classrooms,” she said.

- Sprint stepped up into action to provide relief efforts for the devastation caused by Hurricane Maria. We worked with the US government to enable mutual aid between Sprint and Open Mobile; engaged suppliers to plan for asset transfers as needed; formed teams to support the collection of equipment required for network recovery; partnered with diverse suppliers to procure and ship \$50,000 in humanitarian relief supplies for hurricane victims; Sprint joined forces with a group of iconic musicians and actors to headline a benefit concert to support relief for Puerto Rico, South Florida, the Caribbean and Mexico. Sprint’s participation in The historic One Voice: Somos Live!, a dual-language benefit concert, helped victims get their lives back together by helping raise funds to rebuild devastated areas.
- Sprint’s LGBT and Veterans Employee Resource Groups partnered for a National Coming Out Day event held at the Sprint Headquarter campus location. The event echoed our CEO’s vocal support against hate and divisiveness and his outright support of inclusion and diversity, and to celebrate one of our Sprint Now values of Respect. We treat others the way we would like to be treated, and we value inclusion and the various points of view it brings.
- Sprint held its 10th annual Veterans Day celebration, at the Sprint campus in November, where it announced a new commitment to support the Fisher House, a network of homes where members of the U.S. Armed Forces and their families can stay for free while a loved one receives health care treatments. The homes are located at major military and Veterans Affairs medical centers nationwide. Fisher House Foundation has provided accommodations to more than 300,000 families and provided nearly \$100 million worth of airline tickets to veterans and their families. Sprint committed to donating \$30 to Fisher House in the name of each new customer generated by our Sprint Salutes affinity program. Sprint Salutes is our commitment to offer the 30 million active-duty military, veterans and their families exclusive services and discounts for the best value in wireless. Sprint Salutes was created in collaboration with our VETS Employee Resource Group (ERG), which is made up of members who support veterans and active-duty military.
- Sprint Accessibility offers communication products and services to customers who are deaf, hard of hearing, deafblind, have a hearing or vision loss, or cognitive, speech or mobility disability. All of our products and services help bridge telecommunication gaps that many of these customers face on a daily basis.

◦The Sprint IP Relay enables customers use their mobile device or computer for Sprint IP Relay services. The customers type what they want to say to the operator, the operator relays the message to the person they called and then types their response back to the customer.

◦Sprint Teleconference Captioning (STC) allows our customers to be present and participate in any business meeting via conference call. STC combines real-time captioning and voice relay service through an internet connection. A fully-customizable transcript window allows you to follow the meeting comment-by-comment.

◦Sprint National Relay Services allows those with speech and/or hearing disabilities to access telecommunications services. The services allows text-telephone (TTY) or special equipment users such as Captioned telephone, Braille TTY, to communicate with standard voice telephone users through specially trained relay operators.

Sprint Relay Store (SRS) is a store for our deaf and hard-of-hearing customers and includes:

- Data only plans with optional voice access.
- Devices which are hearing aid compatible, cochlear implant compatible and also TTY accessible phones.
- Video Customer Service (VCS) in American Sign Language (exclusively offered through Sprint). The VCS is available to help with any billing questions, technical assistance or any other service issues.

Sprint Vision Store is a specialized group serving the blind and low vision communities:

- Devices which delivery user-friendly for blind or low vision customers.
- Specialized website for customers with vision loss.

Our customers can rest assured we've got them covered. Sprint is the largest and most technologically advanced Telecommunications Relay Service provider in the nation with more than 27 years' experience supporting people who are deaf, hard of hearing or have a speech disability.

9.1.2 Attachment - WMDVLGBTBE Annual Results by Ethnicity

Sprint Corporation	2017 Annual Report	G.O. #156 Sec. 9.1.2
WMDVLGBTBE Annual Results by Ethnicity		

		2017 Annual Report				
		Direct	Sub	Total \$	%	
1	Minority Male	Asian Pacific American	\$195,543,099	\$8,077,780	\$203,620,879	12.6%
2		African American	\$157,818,101	\$16,905,383	\$174,723,484	10.8%
3		Hispanic American	\$61,023,235	\$3,838,311	\$64,861,546	4.0%
4		Native American	\$562	\$10,294	\$10,856	0.0%
5		Total Minority Male	\$414,384,998	\$28,831,767	\$443,216,764	27.4%
6	Minority Female	Asian Pacific American	\$13,737,455	\$7,717,175	\$21,454,630	1.3%
7		African American	\$41,120,210	\$10,420	\$41,130,630	2.5%
8		Hispanic American	\$3,459,512	\$254,135	\$3,713,646	0.2%
9		Native American	\$6,066,181	\$0	\$6,066,181	0.4%
10		Total Minority Female	\$64,383,358	\$7,981,730	\$72,365,088	4.5%
11	Total Minority Business Enterprise (MBE)		\$478,768,356	\$36,813,496	\$515,581,852	31.9%
12	Women Business Enterprise (WBE)		\$53,104,950	\$19,594,540	\$72,699,489	4.5%
13	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		\$655,329	\$0	\$655,329	0.0%
14	Disabled Veteran Business Enterprise (DVBE)		\$1,167,076	\$40,980	\$1,208,056	0.1%
15	Other 8(a)*		\$0	\$0	\$0	0.0%
16	TOTAL WMDVLGBTBE		\$533,695,710	\$56,449,016	\$590,144,727	36.5%
17	Net Procurement**		\$1,618,617,834			

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 - Direct Spend - WMDVLGBTBE Direct Procurement by Product and Service Categories

Sprint Corporation	2017 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%	\$195,543,099	12.08%	\$195,543,099	12.08%
2		African American	Direct	\$0	0.00%	\$157,818,101	9.75%	\$157,818,101	9.75%
3		Hispanic American	Direct	\$0	0.00%	\$61,023,235	3.77%	\$61,023,235	3.77%
4		Native American	Direct	\$0	0.00%	\$562	0.00%	\$562	0.00%
5		Total Minority Male	Direct	\$0	0.00%	\$414,384,998	25.60%	\$414,384,998	25.60%
6	Minority Female	Asian Pacific American	Direct	\$0	0.00%	\$13,737,455	0.85%	\$13,737,455	0.85%
7		African American	Direct	\$0	0.00%	\$41,120,210	2.54%	\$41,120,210	2.54%
8		Hispanic American	Direct	\$0	0.00%	\$3,459,512	0.21%	\$3,459,512	0.21%
9		Native American	Direct	\$0	0.00%	\$6,066,181	0.37%	\$6,066,181	0.37%
10		Total Minority Female	Direct	\$0	0.00%	\$64,383,358	3.98%	\$64,383,358	3.98%
11	Total Minority Business Enterprise (MBE)		Direct	\$0	0.00%	\$478,768,356	29.58%	\$478,768,356	29.58%
12	Women Business Enterprise (WBE)		Direct	\$0	0.00%	\$53,104,950	3.28%	\$53,104,950	3.28%
13	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		Direct	\$0	0.00%	\$655,329	0.04%	\$655,329	0.04%
14	Disabled Veteran Business Enterprise (DVBE)		Direct	\$0	0.00%	\$1,167,076	0.07%	\$1,167,076	0.07%
15	Other 8(a)*		Direct	\$0	0.00%	\$0	0.00%	\$0	0.00%
16	TOTAL WMDVLGBTBE		Direct	\$0	0.00%	\$533,695,710	32.97%	\$533,695,710	32.97%

17	Total Product Procurement	\$0
18	Total Service Procurement	\$1,618,617,834

19	Net Procurement**	\$1,618,617,834
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20	Total Number of WMDVLGBTBEs that Received Direct Spend	66
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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
 Direct - DIRECT PROCUREMENT
 Sub - SUBCONTRACTOR PROCUREMENT
 %- PERCENTAGE OF NET PROCUREMENT

9.1.2 Attachment - WMDVLGBTBE Subcontractor Procurement by Product and Service Categories

Sprint Corporation	2017 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%	\$8,077,780	0.50%	\$8,077,780	0.50%
2		African American	Sub	\$0	0.00%	\$16,905,383	1.04%	\$16,905,383	1.04%
3		Hispanic American	Sub	\$0	0.00%	\$3,838,311	0.24%	\$3,838,311	0.24%
4		Native American	Sub	\$0	0.00%	\$10,294	0.00%	\$10,294	0.00%
5		Total Minority Male	Sub	\$0	0.00%	\$28,831,767	1.78%	\$28,831,767	1.78%
6	Minority Female	Asian Pacific American	Sub	\$0	0.00%	\$7,717,175	0.48%	\$7,717,175	0.48%
7		African American	Sub	\$0	0.00%	\$10,420	0.00%	\$10,420	0.00%
8		Hispanic American	Sub	\$0	0.00%	\$254,135	0.02%	\$254,135	0.02%
9		Native American	Sub	\$0	0.00%	\$0	0.00%	\$0	0.00%
10		Total Minority Female	Sub	\$0	0.00%	\$7,981,730	0.49%	\$7,981,730	0.49%
11	Total Minority Business Enterprise (MBE)	Sub	\$0	0.00%	\$36,813,496	2.27%	\$36,813,496	2.27%	
12	Women Business Enterprise (WBE)	Sub	\$0	0.00%	\$19,594,540	1.21%	\$19,594,540	1.21%	
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%	\$40,980	0.00%	\$40,980	0.00%	
15	Other 8(a)*	Sub	\$0	0.00%	\$0	0.00%	\$0	0.00%	
16	TOTAL WMDVLGBTBE	Sub	\$0	0.00%	\$56,449,016	3.49%	\$56,449,016	3.49%	

17	Total Product Procurement	\$0
18	Total Service Procurement	\$1,618,617,834
19	Net Procurement**	\$1,618,617,834

NOTE: * FIRM S 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 - Number of WMDVLGBTBE Suppliers and Revenue Reported to the Clearinghouse

Sprint Corporation	2017 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 2017 Summary					
	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total
Under \$1 million	8	5	0	0	0	13	19	16	1	0	0	36
Under \$5 million	7	2	1	1	0	11	4	10	0	1	0	15
Under \$10 million	3	11	0	0	0	14	5	1	0	0	0	6
Above \$10 million	18	10	0	0	0	28	8	1	0	0	0	9
TOTAL	36	28	1	1	0	66	36	28	1	1	0	66

Revenue and Payment Data												
WMDVLGBTBE \$M	Revenue Reported to CHS						Utility-Specific 2017 Summary					
	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total
Under \$1 million	\$ 1,737,600	\$ 1,040,000	\$ -	\$ -	\$ -	\$ 2,777,600	\$ 4,093,959	\$ 4,402,504	\$ 655,329	\$ -	0	\$ 9,151,792
Under \$5 million	\$ 13,499,069	\$ 6,325,000	\$ 2,102,318	\$ 4,500,000	\$ -	\$ 26,426,387	\$ 11,499,889	\$ 25,737,182	\$ -	\$ 1,167,076	0	\$ 38,404,148
Under \$10 million	\$ 20,325,000	\$ 71,016,635	\$ -	\$ -	\$ -	\$ 91,341,635	\$ 37,589,311	\$ 8,111,838	\$ -	\$ -	0	\$ 45,701,149
Above \$10 million	\$ 8,258,755,500	\$ 1,117,513,309	\$ -	\$ -	\$ -	\$ 9,376,268,809	\$ 425,585,197	\$ 14,853,426	\$ -	\$ -	0	\$ 440,438,622
TOTAL	\$ 8,294,317,169	\$ 1,195,894,944	\$ 2,102,318	\$ 4,500,000	\$ -	\$ 9,496,814,431	\$ 478,768,356	\$ 53,104,950	\$ 655,329	\$ 1,167,076	\$ -	\$ 533,695,710

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

9.1.2 Attachment – Description of the number of WMDVLGBTBEs who have the majority of their workforce working in California:

This information is not available to Sprint as The Supplier Clearinghouse does not provide access to this information.

9.1.3 Attachment - WMDVLGBTBE PROGRAM EXPENSES:

Sprint Corporation	2017 Annual Report	G.O. #156 Sec. 9.1.3
WMDVLGBTBE Program Expenses		

Expense Category	2017 (Actual)
Wages	\$318,134
Travel	\$8,740
Dues & Subscriptions, Sponsorships, Seminars	\$29,534
Clearinghouse Fees	\$38,731
Training	\$500
TOTAL	\$395,639

9.1.4 DESCRIPTION OF PROGRESS IN MEETING OR EXCEEDING SET GOALS

Sprint has a nationwide supplier diversity program with corporate goals. These goals are set from a corporate-wide perspective and entail the following categories:

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 2017, Sprint’s CPUC efforts and combined Tier I and Tier II spend results of 36.5% exceeded the goal of 21.5%. Sprint is committed to continue to meet or exceed the CPUC goal.

9.1.4 Attachment - WMDVLGBTBE RESULTS AND GOALS

Sprint Corporation	2017 Annual Report	G.O. #156 Sec. 9.1.4
WMDVLGBTBE Results and Goals		

Category	2017 Results	2017 Goals
Minority Men	27.4%	10.0%
Minority Women	4.5%	5.0%
Minority Business Enterprise (MBE)	31.8%	15.0%
Women Business Enterprise (WBE)	4.5%	5.0%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	0.0%	Good Faith
Disabled Veteran Business (DVBE)	0.1%	1.5%
TOTAL WMDVLGBTBE	36.5%	21.5%

% - PERCENTAGE OF NET PROCUREMENT

9.1.5 Description of Prime Contractor Utilization of WMDVBLGBTBE Subcontractors

Sprint places emphasis on extending the diversity efforts and outreach activities related to its prime vendors in subcontracting:

- Sprint’s Master Agreements language with major suppliers requires 5% 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. Any supplier experiencing difficulty, due to nature of their business, in meeting utilization goals are required to engage Supplier Diversity to explore possible alternatives to ensure future opportunities.
- Supplier Diversity engages with the Sourcing teams in negotiations of Master Agreements with prime suppliers and provides diverse and CPUC supplier information to prime vendors for consideration of potential subcontracting opportunities.
- Supplier Diversity also 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 opportunities for diverse suppliers to meet with Sprint OEMs and other major suppliers, for potential subcontracting opportunities. Several CPUC 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 to be incorporated in prime contracts. This language includes a percentage utilization goal and submission of quarterly reports.

9.1.5 Attachment- Summary of Prime Contractor Utilization of WMDVLGBTBE Subcontractors

Sprint Corporation	2017 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
Direct \$	\$414,384,998	\$64,383,358	\$478,768,356	\$53,104,950	\$655,329	\$1,167,076	\$0	\$533,695,710
Subcontracting \$	\$28,831,767	\$7,981,730	\$36,813,496	\$19,594,540	\$0	\$40,980	\$0	\$56,449,016
Total \$	\$443,216,764	\$72,365,088	\$515,581,852	\$72,699,489	\$655,329	\$1,208,056	\$0	\$590,144,727

Direct %	25.60%	3.98%	29.58%	3.28%	0.04%	0.07%	0.00%	32.97%
Subcontracting %	1.78%	0.49%	2.27%	1.21%	0.00%	0.00%	0.00%	3.49%
Total %	27.38%	4.47%	31.85%	4.49%	0.04%	0.07%	0.00%	36.46%

Net Procurement**	\$1,618,617,834
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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

9.1.6 A list of WMDVLGBTBE Complaints Received and Current Status

Sprint has a policy for resolving supplier complaints in addition to the requirements of General Order 156. In 2017, there were no formal CPUC complaints filed against Sprint.

9.1.7 Description of Efforts to Recruit WMDVLGBTBE Suppliers in Low Utilization Categories

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 to managing and maintaining 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 2017, Sprint continued utilizing a CPUC diverse supplier for bond issues; Fees paid to the diverse supplier totaled \$139K.

In delivering communication to our disabled consumers, those that are deaf and hard-of-hearing, Sprint deliberately seeks to utilize disabled suppliers to meet this requirement. As such, we currently utilize two such suppliers and continue to search to incorporate additional such suppliers.

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

In 2017, we implemented and quarterly track the goal of 65% diverse supplier inclusion in all RFPs as an added incentive across the sourcing organization, to encourage diverse supplier inclusion in all categories and areas.

9.1.11 Fuel Procurement

Sprint operates a small Sales fleet of 370 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.

ANNUAL PLAN

10.1.1 Description of - WMDVLGBTBE Annual SHORT, MID, AND LONG-TERM Goals

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.

In the coming years, our efforts will 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 with two dedicated full-time advocates
- A fiscal budget dedicated to support supplier diversity initiatives
- Sprint Financial Policy cohesively aligns 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 onsite diversity events, with executive support, to hear first-hand which products/services are offered by diverse suppliers and to meet with diverse Councils and Chamber members
- Supplier Diversity Recognition Program, recognizing on a quarterly basis, Sourcing professionals who champion supplier diversity inclusion in RFPs and in awarding contracts
- Capacity support – Tuck Business Program
- 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 and provide tools that help them meet our supplier criteria
- 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

10.1.1 Attachment Table - WMDVLGBTBE Annual SHORT, MID, AND LONG-TERM Goals:

As referenced in section 10.1.1 above, Sprint is transforming; therefore, this section is purposely left blank. However, Sprint will continue focusing on GO 156 goals.

10.1.2 Description of WMDVLGBTBE Planned Program Activities for the Next Year (2018)

Internal Efforts:

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

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 in support of meeting their subcontracting utilization goals under Sprint contracts.

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.

Search the CPUC databases for inclusion of WMDVLGBT suppliers in sourcing events; Exchange information regarding new 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 proposal/contractual diverse supplier utilization goals.

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 2018 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
- United States Hispanic Chamber of Commerce
- California Public Utility Commission Joint Utilities meetings
- 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
- 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

Prior to attending conferences, Supplier Diversity teams with Sprint's Procurement team to create a sourcing plan 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 Plans for Recruiting WMDVLGBTBE Suppliers in Low Utilization Areas

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 in low utilization areas as contracts near contract term with non-diverse suppliers.

Engage diversity councils, chambers and the SupplierClearinghouse to research diverse suppliers for procurement opportunities.

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

Sprint enabled the LGBTBE CPUC classification for Tier I and Tier II and will continue to monitor inclusion in RFPs and sourcing activities, in addition to encouraging prime vendors to do the same.

10.1.4 Plans for Recruiting WMDVLGBTBE Suppliers where Unavailable

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

10.1.5 Plans for Encouraging Prime Contractors to Subcontract WMDVLGBTBE Suppliers

Sprint plans to continue undertaking the following activities in 2018 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 ensuring subcontracting opportunities and inclusion of CPUC suppliers in the execution of the Sprint national network upgrade efforts.

Maintain 100% competitive sourcing opportunity for certified diverse suppliers in the subcontracting portion of contingent labor/staffing. In 2017, 54% of labor subcontractors were certified diverse. 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 ensure 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.

10.1.6 Plans for Complying with WMDVLGBTBE Program Guidelines

Sprint will continue to strive to meet the goals and guidelines as established in General Order 156. Funding 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 mentioned in section 10.1.2 of this Filing.
- Encourage California and other diverse suppliers who provide 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 minority suppliers.
- Continue to be an active participant in the Joint Utilities Diversity Council (JUDC), sharing and addressing CPUC goals.
- Maintain diversity plans for Sprint's Sourcing teams for use with business units ensuring inclusion of CPUC suppliers.
- Continue to attend trade fairs and provide sponsorships of various outreach activities.
- Continue to host B2B Networking, Lunch-and-Learn, and "How to do Business with Sprint" events at the Sprint campus, for diverse suppliers, inviting community-based organizations and other major corporations.
- Continue supplier development and coaching through one-on meetings with Supplier Diversity, CPO and other Sprint executives and 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.
- Continue to Recognize Sprint employees who embraces Sprint's program.