

CPUC UTILITY SUPPLIER CONTACTS

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UTILITIES SUPPLIER DIVERSITY CONTACTS

COMMUNICATIONS COMPANIES

AT&T

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Sprint

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Cox

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ENERGY COMPANIES

PG&E

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SDG&E

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UTILITIES SUPPLIER DIVERSITY CONTACTS cont.

WATER COMPANIES

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San Gabriel Valley Water Company
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Suburban Water Systems
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Liberty Utilities-Park Water & Apple Valley
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www.cpuc.ca.gov/supplierdiversity/
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California Public Utilities Commission



Doing Business with Investor-Owned Utilities



CPUC Utility Supplier Diversity Program - Helping Diverse Businesses Sell to Utilities

The California Public Utilities Commission's (CPUC) General Order (GO) 156 encourages investor-owned utilities and their Prime Contractors to purchase at least 21.5 percent of goods and services from women; minority; lesbian, gay, bisexual and transgender (LGBT); and disabled veteran owned businesses. Currently, more than 30 investor-owned utilities such as AT&T, California Water Association, Comcast, PG&E, SDG&E, Southern California Edison, SoCalGas, and Verizon participate in this program.

Getting Started – Get Certified!

Businesses must be certified to participate in the Utility Supplier Diversity Program.



If your business is at least 51 percent owned by one or more women, minorities, or LGBT individuals whose management and daily business operations are controlled by one of those

individuals, apply to the CPUC's third-party certifier and get certified for **free**:

The Supplier Clearinghouse
10100 Pioneer Blvd, Suite 103
Santa Fe Springs, CA 90670
Toll Free: (800) 359-7998

Los Angeles Area Phone: (562) 325-8685
Fax: (562) 278-0153 and (888) 549-3803
E-mail: info@thesupplierclearinghouse.com
Website: www.thesupplierclearinghouse.com

Disabled Veteran-Owned Businesses are certified by the Department of General Services:

Office of Small Business & Disabled Veteran
Business Enterprise Services (OSDS)
707 3rd Street, 1st Floor, Room 400
West Sacramento, CA 95605
Phone: 916.375.4940
Fax: 916.375.4950

Email: OSDSHelp@dgs.ca.gov
www.dgs.ca.gov/pd/Programs/OSDS.aspx
www.dgs.ca.gov/pd/Programs/OSDS/DVBEEligibilityBenefits.aspx

The following are comparable certifying agencies accepted by the Supplier Clearinghouse:

- The National Minority Supplier Development Council (NMSDC)
- The Women's Business Enterprise National Council (WBENC)
- National Gay & Lesbian Chamber of Commerce (NGLCC)
- The United States Small Business Administration (SBA)

Qualified applicants enter a supplier database accessed by participating investor-owned utilities, their prime contractors, and other businesses:

<http://sch.supplierdiversity.pro/FrontEnd/SearchCertifiedDirectory.asp>

Certification is valid for three years except for the certifications from the comparable certifying agencies. These certifications are valid for the duration they are current with the comparable certifying agencies.

Note: certification and inclusion in the database does not guarantee business with investor-owned utilities.

For more information on CPUC's Utility Supplier Diversity Program, please visit www.cpuc.ca.gov/PUC/supplierdiversity/.



Once Certified

Visit the website of the company you are interested in working with.

- Do they buy the products and/or services you provide?
- How are those products or services procured?
- What are the purchasing strategies and processes of the company?

Register in the company's supplier database if applicable and update your business profile at least annually.

Bid on contracts.

- Respond to all bid questions and provide all required documents.
- Be concise.
- Check for clerical and grammatical errors.
- Be different.
- Be persistent and patient.

Note: the CPUC does not engage in the investor-owned utilities' bid selection processes and general contract-related disputes.

Do

- Work proactively with affinity groups and trade organizations.
- Contact CPUC and investor-owned utilities Supplier Diversity Representatives for guidance
- Partner with other businesses
- Maintain a current certification
- Develop your own business company website and make sure it is up to date at all times
- Research the company and propose new, innovative and unique business ideas
- Be prepared before meeting with or contacting the participating investor-owned utilities
 - ♦ Do your research.
 - ♦ Prepare relevant questions.
 - ♦ Ask yourself:
 - If your business is competitive?
 - Who are your competitors?
 - If you are willing to subcontract or partner?
 - Who are your contacts?
- Network
 - ♦ With compatible businesses.
 - ♦ With suppliers already doing business with IOUs.
 - ♦ Attend business events to develop your network.

Don't

- Use CPUC as a marketing agent.
- Be ambiguous
- Work individually
- Meet the investor-owned utilities without prior preparation

Typical Bid Selection Criteria

- Responsiveness to request for proposals
- Competitive pricing and values added capabilities
- Good references and financial stability
- Core competency in the supplier's line of business
- Quality processes
- EDI and E-Commerce functionality
- Clean Occupational Safety and Health Records
- Certification by diversity or small business organization

