



**CALIFORNIA DEPARTMENT OF INSURANCE
2015 INSURER SUPPLIER DIVERSITY SURVEY**

Report Type: **Group**

Group / NAIC Code:

8

Group / Company Name: **Allstate Insurance Company**

Our company / group enters into contracts to procure goods or services in California.

1. Does your company / group have a supplier diversity policy statement?

YES

A supplier diversity policy statement is any language that refers to the company's / group's policies in regards to supplier diversity, with the goal of procuring goods and services from diverse businesses

If yes, provide the supplier diversity policy statement below:

Our Supplier Diversity Program Policy Statement Our Supplier Diversity Program Policy is to ensure inclusion of minority-, woman- and veteran-owned businesses in the competitive bidding process at Allstate in support of our commitment to provide quality products and services to our customers while delivering outstanding value to our shareholders.

- Provide a list of all documents in which the statement can be found (i.e. website, co. / group report, board charter, etc.):

External and internal Allstate Web sites, brochures, corporate social responsibility report

- If the state is available online, provide link here:

<http://www.allstae.com/procurement/supplier-diversity.aspx>

If no, but will be creating one within the next 12 months, provide a timeline for when your co. / group expects the policy statement to be completed and any other details available at this time (i.e. policy language, policy creation team, etc.):

If no, please explain why:

2. Does your company / group have a supplier diversity program?

YES

A supplier diversity program is any formal plan and / or structure that has been setup specifically for the company / group to implement its supplier diversity policy statements.

If yes, provide an overview of the program:

The Supplier Diversity Program was established in 2003, and since then, we have steadily increased the procurement of goods and services with diverse suppliers. In 2013, Allstate spent \$409.1 million with these diverse businesses. We are committed to increasing our spend with diverse suppliers again in 2014 and encourage diverse suppliers to complete the Prospective Supplier Registration process.

If no, but will be creating one within the next 12 months, provide a timeline for when your company / group expects the program to begin and any other details available at this time (i.e. program plan, program director, etc.):

If no, please explain why:

3. Does your company / group conduct outreach specifically to diverse businesses? **YES**

If yes, respond to parts a, b, c, d, and e below.

- a. Share all company / group outreach and communication strategies and practices that are conducted specifically to diverse businesses. Specify what outreach is conducted specifically to California diverse businesses:

All of our programs are nationwide; nothing specifically is done for California diverse businesses. Diversity Sourcing at Allstate The role of the Sourcing & Procurement Solutions department at Allstate is to source commodities for the corporation. Our commodity managers are responsible for identifying qualified suppliers and to ensure the inclusion of minority-, woman- and veteran-owned businesses, in the competitive bidding process where possible at Allstate. All minority, women and veteran businesses who are interested in doing business with Allstate should complete the Prospective Supplier Registration process. Completing the registration process allows our commodity manager to have access to information about your company used in our sourcing selection process. Visit Doing Business with Allstate for additional information. Our Certification Requirements Allstate recognizes minority, women and veteran enterprises as those that are at least 51 percent owned and operated by minorities, veterans or women. Minority supplier include: Gay, lesbian, bisexual and transgender African-American Hispanic-American Native American Asian and Pacific Islander American (Asian-Indian included) To be eligible for our Supplier Diversity Program, a company must provide certification as a minority-, woman- or veteran-owned business by one of the following councils: The National Gay and Lesbian Chamber of Commerce (NGLCC) will assist firms in opening doors to top corporations. The National Minority Supplier Development Council (NMSDC) provides increased procurement and business opportunities for minority businesses of all sizes. U.S. Pan Asian American Chamber of Commerce Education Foundation (USPAACC) - The oldest and largest national, nonprofit, non partisan organization representing all Asian American and Asian American-related groups in business, sciences, the arts, sports, education, public and community services. Their mission is to be the gateway to corporate and government contracts, Asian American suppliers, information about Asian Americans and the Asia and Indian Subcontinent markets. Go to <http://www.uspaacc.com> for more details. The Women's Business Enterprise National Council (WBENC) provides programs and policies that are designed to expand opportunities and eliminate barriers in the marketplace for women business owners. The Department of Veterans Affairs (VA) Center for Veterans Enterprise Vendor Information Pages (VIP) database is located at www.vetbiz.gov. VIP is the only Federally controlled database in which a legal verification process is used to determine service disabled or veteran status of a small business. Allstate will also accept certification from local, state or federal government agencies. Allstate does not accept self-certification; we encourage you to obtain certification from one of these councils or agencies.

- b. Share any outreach and communication strategies and practices about supplier diversity conducted internally to company / group employees:

A.) The following are invited to tradeshows along with the supplier diversity staff: commodity buyers, Allstate Business Insurance staff, woman- and minority-owned companies, company officers, Chief Procurement Officer, Chief Diversity Officer. B.) We conduct an annual in-house event, Allstate Supplier Diversity Exchange, for minority- and woman-owned businesses. Allstate clients, prime suppliers, Employee Resource Groups, and diversity organization staff members are invited to participate in the program and meet with potential suppliers. C.) We provide a mentoring program for woman- and minority-owned business. It is a year long program in which we invite Allstate staff members to share their expertise with suppliers.

- c. Check below all outreach and communication practices in which your company / group engages:

EVENT – seminars, meet-and-greets, summits, etc.

Host matchmaking

- Host supplier diversity events
- Internal Awards Program
- Participate in matchmaking
- Participate in supplier diversity events
- Sponsor matchmaking
- Sponsor supplier diversity events

Share the name of an event you attended / hosted that has best guided and / or influenced growth of your Supplier Diversity efforts:

Women's Business Enterprise National Council's Annual Conference, Austin, TX, June 2015

MEDIA – advertising, announcements, interviews, webinars, etc.

- Traditional media (newspaper, television commercial, etc.)
- Ethnic media outlets
- Social media; please specify: _____
- Trade publications

Share the name of a media group or outlet that has best guided and / or influenced growth of your Supplier Diversity efforts:

ORGANIZATIONS – membership, affiliation, sponsorship, etc.

- Member of a certification agency
- Member of ethnic chamber of commerce
- Member/affiliate of other organization, please specify: _____

Share the name of an organization that has best guided and / or influenced growth of your Supplier Diversity efforts:

WBENC, NMSDC, NGLCC, USHGG, ChicagoMSDC, WBDC, ChicagoGLCC, USPAACC

PROGRAMS – mentorship, training, locator, etc.

- Diverse supplier registration portal
- Manage and run a supplier diversity mentorship program (in-house)
- Participate in a supplier diversity mentorship program
- Subscriber to a supplier locator program (or 3rd party service that identifies diverse suppliers)
- Operate a website dedicated to a Supplier Diversity Program
www.allstate.com/procurement
- Technical assistance / training program for diverse suppliers

Share the name of a program that has best guided and / or influenced growth of your Supplier Diversity efforts:

Allstate Mentoring Program

d. Explain how, and to what extent, these strategies and practices have been successful in establishing relationships with diverse businesses:

We have met, built relationships with, and mentored many suppliers met at the various organizational events. Mentees have won the opportunity to bid for , and have won, contracts with Allstate. Suppliers who have attended the Allstate Supplier Diversity

4. Does your co. / group require and/or encourage its primary suppliers to subcontract with diverse businesses? **YES**

If yes:

a. Do you track procurement spend with Tier 2 diverse suppliers? **YES**

b. Please explain:

We ask our major suppliers to report their Tier 2 activity.

5. Does your co. / group set internal targets or goals in regards to its supplier diversity statement and / or program? **YES**

If yes, please explain:

We currently have a goal to spend 9% with minority- or woman-owned suppliers.

6. Describe in detail any updates, progress, and / or best practices established by your company / group in the two years since the 2013 Insurer Supplier Diversity Survey was administered; include any awards or recognition received for Supplier Diversity work:

We have won the following awards:- Black Enterprise magazine - 30 Top Companies for Supplier Diversity- ChicagoMSDC - Chairman's Recognition Award - presented to Cheryl Harris, Chief Procurement Officer, Allstate- WEUSA - American's top 100 leaers corporate supplier diversity- Black Enterprise Magazine - 40 Best Companies for Diversity- Women's Enterprise Magazine - 2014 WE 100 Corporations of the Year- WBENC - Top Corporation for 2014- WBENC - Top Corporation for 2013

7. Additional Comments:

8. Points of contact for the company's / group's supplier diversity operations for diverse business enterprises:

PRIMARY CONTACT

Contact Name: **Margaret Klinsport**
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SECONDARY CONTACT

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GENERAL CONTACT

Contact Name: **Rose Hallenberg**
 Title: **Supplier Diversity Advocate**
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 Mailing Address **2775 Sanders Road, A1W, Northbrook, IL 60062**

LIST OF COMPANIES INCLUDED IN THIS REPORT

Company Name	Company NAIC Number
Allstate Indemnity Company	19240
Allstate Insurance Company	19232
Lincoln Benefit Life Company	65595
Allstate Life Insurance Company	60186
Allstate Northbrook Indemnity Company	36455