INSURER SUPPLIER DIVERSITY:

2013 SURVEY RESULTS
DOES YOUR COMPANY HAVE A SUPPLIER DIVERSITY STATEMENT?

YES (71)

NO, BUT WILL DEVELOP ONE WITHIN THE YEAR (15)

NO, AND WILL NOT DEVELOP ONE (32)
PROCUREMENT TOTAL:
DIVERSE SUPPLIER CONTRACTS IN 2012

CALIFORNIA
1,300 CONTRACTS
$930 MILLION

NON-CALIFORNIA
2,200 CONTRACTS
$1.2 BILLION
CERTIFICATION

Certified WBE
Women’s Business Enterprise

MBE
MINORITY BUSINESS ENTERPRISE

DVBE
DISABLED VETERAN BUSINESS ENTERPRISE
PROCUREMENT OF:
MINORITY BUSINESS ENTERPRISES (MBEs)
CONTRACTS IN 2012

**CALIFORNIA**

388 Contracts
$241 Million

**NON-CALIFORNIA**

496 Contracts
$376 Million
PROCUREMENT OF:
WOMEN BUSINESS ENTERPRISES (WBEs)
CONTRACTS IN 2012

CALIFORNIA
374 CONTRACTS
$153 MILLION

NON-CALIFORNIA
798 CONTRACTS
$454 MILLION
PROCUREMENT OF:
DISABLED VETERAN BUSINESS ENTERPRISES (DVBEs)
CONTRACTS IN 2012

**California**
10 Contracts
$1 Million

**Non-California**
33 Contracts
$9 Million
PROCUREMENT BY:
TYPES OF CERTIFICATION
(# OF CONTRACTS)
PROCUREMENT BY:
TYPES OF CERTIFICATION
(# OF CONTRACTS)

CALIFORNIA

- MBE: 39%
- WBE: 28%
- DVBE: 27%
- Multiple: 5%
- Other: 1%

NON-CALIFORNIA

- MBE: 24%
- WBE: 22%
- DVBE: 36%
- Multiple: 17%
- Other: 1%
PROCUREMENT BY:
TYPES OF CERTIFICATION
(IN $M)

- MBE: $241 (CA)
- WBE: $153 (CA)
- DVBE: $1 (Non-CA)
- LGBTBE: $0.10 (Non-CA)
- MULTIPLE: $38 (Non-CA)
- OTHER: $496 (CA)

Legend:
- CA
- Non-CA
INTERESTING FACTS

- There are **1.1 Million WBES** in California
- **374 WBES** had insurance industry contracts in 2012

This means that **only**

\[ \{ .033\% \} \]

of California WBES worked with the insurance industry in 2012!
In California...

Approximately 50% of reported MBE & WBE contracts were $500,000 or less.
GOODS & SERVICES
GOODS & SERVICES WITH THE MOST DIVERSE CONTRACTS AND SPEND IN 2012...

CLAIMS SERVICES

PROFESSIONAL SERVICES

INFORMATION

TECHNOLOGY
### GOODS & SERVICES WITH THE MOST DIVERSE CONTRACTS AND SPEND IN 2012

<table>
<thead>
<tr>
<th>CALIFORNIA</th>
<th># OF CONTRACTS</th>
<th>DIVERSE SPEND ($M)</th>
<th>% TOTAL DIVERSE SPEND</th>
</tr>
</thead>
<tbody>
<tr>
<td>Claims Services</td>
<td>594</td>
<td>$548</td>
<td>58%</td>
</tr>
<tr>
<td>Information Technology</td>
<td>149</td>
<td>$132</td>
<td>14%</td>
</tr>
<tr>
<td>Professional Services</td>
<td>159</td>
<td>$62</td>
<td>6.6%</td>
</tr>
</tbody>
</table>
PROCUREMENT BY:
TYPES OF GOODS & SERVICES

CLAIMS SERVICES BUSINESSES RECEIVE MORE THAN HALF OF CALIFORNIA DIVERSE SPEND ($548 MILLION)
GOODS & SERVICES WITH THE LEAST DIVERSE CONTRACTS AND SPEND IN 2012...

- Telecom
- Office Supplies
- Travel & Entertainment
- Financial & Investment Services
PROCUREMENT BY:
TYPES OF GOODS & SERVICES
(# OF CONTRACTS)

- CLAIMS SERVICES
- PROFESSIONAL SERVICES
- IT
- ADVERTISING/MARKETING
- FACILITIES
- HUMAN RESOURCES
- PRINT SERVICES
- REAL ESTATE
- FINANCIAL/INVESTMENT
- TRAVEL/ENTERTAINMENT
- OFFICE SUPPLIES
- TELECOM
- OTHER

CA
Non-CA
PROCUREMENT BY:
TYPES OF GOODS & SERVICES
($ OF CONTRACTS)

- CLAIMS SERVICES
- PROFESSIONAL SERVICES
- IT
- ADVERTISING/MARKETING
- FACILITIES
- HUMAN RESOURCES
- PRINT SERVICES
- REAL ESTATE
- FINANCIAL/INVESTMENT
- TRAVEL/ENTERTAINMENT
- OFFICE SUPPLIES
- TELECOM
- OTHER

$0 $200 $400 $600 $800

CA
NON-CA
ETHNICITY
FOR MORE INFORMATION ON THE CDI INSURANCE DIVERSITY INITIATIVE...

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