

SUMMARY - CALIFORNIA ONLY

| | PROCUREMENT SPEND | | |
|-------------|------------------------------|----------------------------------|------------------------------|
| | (1) Total Diverse Spend (\$) | (2) Total Procurement Spend (\$) | (1) / (2) % Diverse Spend |
| 2013 | \$ 27,789,960 | \$ 145,706,042 | 19.07% |
| 2014 | \$ 39,389,029 | \$ 164,587,828 | 23.93% |

| | Total Diverse Spend (\$) | Total Dollars in Contracts Signed (\$) | Total Unique Paid Suppliers (#) | Total Procurement Spend Overall (\$) | Total Diverse Spend (\$) | Total Dollars in Contracts Signed (\$) | Total Unique Paid Suppliers (#) | Total Procurement Spend Overall (\$) |
|-------------------------|--------------------------|--|---------------------------------|--------------------------------------|--------------------------|--|---------------------------------|--------------------------------------|
| | 2013 | | | | 2014 | | | |
| Advertising / Marketing | \$ 678,899 | \$ 678,899 | 16 | \$ 1,393,778 | \$ 278,371 | \$ 278,371 | 8 | \$ 1,977,936 |
| Fin'l / Investment Svcs | \$ - | \$ - | - | \$ - | \$ - | \$ - | - | \$ - |
| Claims Services | \$ - | \$ - | - | \$ - | \$ - | \$ - | - | \$ - |
| Facilities | \$ 583 | \$ 583 | 3 | \$ 138,332 | \$ 90,278 | \$ 90,278 | 2 | \$ 476,500 |
| Human Resources | \$ 2,827,274 | \$ 2,827,274 | 10 | \$ - | \$ 53,797 | \$ 53,797 | 2 | \$ 2,663,716 |
| Information Technology | \$ 21,471,931 | \$ 21,471,931 | 6 | \$ 75,286,809 | \$ 38,388,817 | \$ 38,388,817 | 6 | \$ 103,928,194 |
| Office Supplies | \$ 12,080 | \$ 12,080 | 2 | \$ 40,625 | \$ - | \$ - | - | \$ - |
| Print Services | \$ - | \$ - | - | \$ - | \$ - | \$ - | - | \$ - |
| Professional Services | \$ 1,557,630 | \$ 1,557,630 | 9 | \$ 12,697,778 | \$ - | \$ - | - | \$ 7,666,169 |
| Telecom | \$ 394,389 | \$ 394,389 | 2 | \$ 836,130 | \$ - | \$ - | - | \$ 1,341,460 |
| Real Estate | \$ - | \$ - | - | \$ - | \$ - | \$ - | - | \$ - |
| Travel / Entertainment | \$ 144,104 | \$ 144,104 | 3 | \$ 2,515,667 | \$ 94,738 | \$ 94,738 | 4 | \$ 3,797,606 |
| Legal Services | \$ 343,300 | \$ 343,300 | 6 | \$ 5,505,507 | \$ - | \$ - | - | \$ 4,416,107 |
| Other | \$ 359,770 | \$ 359,770 | 23 | \$ 47,291,416 | \$ 483,028 | \$ 483,028 | 6 | \$ 38,320,140 |
| TOTAL | \$ 27,789,960 | \$ 27,789,960 | 80 | \$ 145,706,042 | \$ 39,389,029 | \$ 39,389,029 | 28 | \$ 164,587,828 |
| WBE | \$ 2,675,462 | \$ 2,675,462 | 35 | | \$ 653,978 | \$ 653,978 | 12 | |
| MBE | \$ 23,724,314 | \$ 23,724,314 | 34 | | \$ 38,582,746 | \$ 38,582,746 | 9 | |
| DVBE | \$ 218,455 | \$ 218,455 | 3 | | \$ 42,774 | \$ 42,774 | 4 | |
| LGBTBE | \$ - | \$ - | - | | \$ - | \$ - | - | |
| Multi-Certified | \$ 1,171,729 | \$ 1,171,729 | 8 | | \$ 109,531 | \$ 109,531 | 3 | |
| TOTAL | \$ 27,789,960 | \$ 27,789,960 | 80 | | \$ 39,389,029 | \$ 39,389,029 | 28 | |

WOMEN BUSINESS ENTERPRISES (WBE) - CALIFORNIA ONLY

| | | Total Number of Unique Paid Suppliers (#) | | | | | | | | | |
|------------------------------|-------------|---|---|--------|---------------------------|----------------------------|--------------------------|------------------------|-------------------------|---------|-------|
| | | Total Diverse Spend (\$) | Total Dollars in Contracts Signed (\$) | <\$50k | >=\$50k but <\$100k | >=\$100k but <\$500k | >=\$500k but <\$1M | >=\$1M but <\$5M | >=\$5M but <\$10M | >=\$10M | TOTAL |
| Advertising / Marketing | 2013 | \$ 91,151 | \$ 91,151 | 5 | - | - | - | - | - | - | 5 |
| | 2014 | \$ 39,433 | \$ 39,433 | 3 | - | - | - | - | - | - | 3 |
| Financial / Investm. Svcs | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Claims Services | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Facilities | 2013 | \$ 141 | \$ 141 | 1 | - | - | - | - | - | - | 1 |
| | 2014 | \$ 893 | \$ 893 | 1 | - | - | - | - | - | - | 1 |
| Human Resources | 2013 | \$ 1,052,382 | \$ 1,052,382 | 2 | 2 | - | 1 | - | - | - | 5 |
| | 2014 | \$ 53,797 | \$ 53,797 | 2 | - | - | - | - | - | - | 2 |
| Information Technology | 2013 | \$ 5,000 | \$ 5,000 | 1 | - | - | - | - | - | - | 1 |
| | 2014 | \$ 96,737 | \$ 96,737 | 1 | - | - | - | - | - | - | 1 |
| Office Supplies | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Print Services | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Professional Services | 2013 | \$ 1,066,820 | \$ 1,066,820 | 3 | - | 3 | - | - | - | - | 6 |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Telecom | 2013 | \$ 394,389 | \$ 394,389 | 1 | - | - | 1 | - | - | - | 2 |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Real Estate | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Travel / Entertain't | 2013 | \$ 10,287 | \$ 10,287 | - | - | - | - | - | - | - | - |
| | 2014 | \$ 11,410 | \$ 11,410 | 2 | - | - | - | - | - | - | 2 |
| Legal Services | 2013 | \$ 27,812 | \$ 27,812 | 4 | - | - | - | - | - | - | 4 |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Other | 2013 | \$ 27,480 | \$ 27,480 | 11 | - | - | - | - | - | - | 11 |
| | 2014 | \$ 451,708 | \$ 451,708 | 2 | - | 1 | - | - | - | - | 3 |
| TOTAL | 2013 | \$ 2,675,462 | \$ 2,675,462 | 28 | 2 | 3 | 2 | - | - | - | 35 |
| | 2014 | \$ 653,978 | \$ 653,978 | 11 | - | 1 | - | - | - | - | 12 |

MINORITY BUSINESS ENTERPRISES (MBE) - CALIFORNIA ONLY

| | | | | Total Number of Unique Paid Suppliers (#) | | | | | | | |
|---------------------------|-------------|--------------------------|--|---|---------------------|----------------------|--------------------|------------------|-------------------|----------|-----------|
| | | Total Diverse Spend (\$) | Total Dollars in Contracts Signed (\$) | <\$50k | >=\$50k but <\$100k | >=\$100k but <\$500k | >=\$500k but <\$1M | >=\$1M but <\$5M | >=\$5M but <\$10M | >=\$10M | TOTAL |
| Advertising / Marketing | 2013 | \$ 472,345 | \$ 472,345 | 6 | - | 1 | - | - | - | - | 7 |
| | 2014 | \$ 212,573 | \$ 212,573 | 1 | - | 1 | - | - | - | - | 2 |
| Financial / Investm. Svcs | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Claims Services | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Facilities | 2013 | \$ 301 | \$ 301 | 1 | - | - | - | - | - | - | 1 |
| | 2014 | \$ 88,492 | \$ 88,492 | - | - | - | - | - | - | - | - |
| Human Resources | 2013 | \$ 908,352 | \$ 908,352 | 3 | - | - | 1 | - | - | - | 4 |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Information Technology | 2013 | \$ 21,466,931 | \$ 21,466,931 | 1 | 2 | 1 | - | - | - | 1 | 5 |
| | 2014 | \$ 38,195,343 | \$ 38,195,343 | 1 | 1 | 1 | - | - | - | 1 | 4 |
| Office Supplies | 2013 | \$ 12,080 | \$ 12,080 | 2 | - | - | - | - | - | - | 2 |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Print Services | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Professional Services | 2013 | \$ 248,354 | \$ 248,354 | 1 | - | 1 | - | - | - | - | 2 |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Telecom | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Real Estate | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Travel / Entertain't | 2013 | \$ 133,817 | \$ 133,817 | 2 | - | 1 | - | - | - | - | 3 |
| | 2014 | \$ 83,328 | \$ 83,328 | 1 | 1 | - | - | - | - | - | 2 |
| Legal Services | 2013 | \$ 315,488 | \$ 315,488 | 1 | - | 1 | - | - | - | - | 2 |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Other | 2013 | \$ 166,646 | \$ 166,646 | 7 | 1 | - | - | - | - | - | 8 |
| | 2014 | \$ 3,010 | \$ 3,010 | 1 | - | - | - | - | - | - | 1 |
| TOTAL | 2013 | \$ 23,724,314 | \$ 23,724,314 | 24 | 3 | 5 | 1 | - | - | 1 | 34 |
| | 2014 | \$ 38,582,746 | \$ 38,582,746 | 4 | 2 | 2 | - | - | - | 1 | 9 |

| | | 2013 | 2014 |
|---------------------------------------|--------------------------|----------------------|----------------------|
| Total Diverse Spend (\$) by Ethnicity | African American | \$ 119,285 | \$ - |
| | Asian / Pacific Islander | \$ 21,705,437 | \$ 38,566,942 |
| | Latino / Hispanic | \$ 241,825 | \$ 15,804 |
| | American Indian | \$ - | \$ - |
| | Multi-Ethnic | \$ - | \$ - |
| | TOTAL | \$ 22,066,547 | \$ 38,582,746 |

DISABLED VETERAN BUSINESS ENTERPRISES (DVBE) - CALIFORNIA ONLY

| | | Total Number of Unique Paid Suppliers (#) | | | | | | | | | |
|------------------------------|-------------|---|---|--------|---------------------------|----------------------------|--------------------------|------------------------|-------------------------|---------|-------|
| | | Total Diverse Spend (\$) | Total Dollars in Contracts Signed (\$) | <\$50k | >=\$50k but <\$100k | >=\$100k but <\$500k | >=\$500k but <\$1M | >=\$1M but <\$5M | >=\$5M but <\$10M | >=\$10M | TOTAL |
| Advertising / Marketing | 2013 | \$ 53,117 | \$ 53,117 | 1 | 1 | - | - | - | - | - | 2 |
| | 2014 | \$ 14,464 | \$ 14,464 | 2 | - | - | - | - | - | - | 2 |
| Financial / Investm. Svcs | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Claims Services | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Facilities | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Human Resources | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Information Technology | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Office Supplies | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Print Services | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Professional Services | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Telecom | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Real Estate | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Travel / Entertain't | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Legal Services | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Other | 2013 | \$ 165,338 | \$ 165,338 | - | - | 1 | - | - | - | - | 1 |
| | 2014 | \$ 28,310 | \$ 28,310 | 2 | - | - | - | - | - | - | 2 |
| TOTAL | 2013 | \$ 218,455 | \$ 218,455 | 1 | 1 | 1 | - | - | - | - | 3 |
| | 2014 | \$ 42,774 | \$ 42,774 | 4 | - | - | - | - | - | - | 4 |

LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISES (LGBTBE) - CALIFORNIA ONLY

| | | Total Number of Unique Paid Suppliers (#) | | | | | | | | | |
|------------------------------|-------------|---|---|--------|---------------------------|----------------------------|--------------------------|------------------------|-------------------------|---------|-------|
| | | Total Diverse Spend (\$) | Total Dollars in Contracts Signed (\$) | <\$50k | >=\$50k but <\$100k | >=\$100k but <\$500k | >=\$500k but <\$1M | >=\$1M but <\$5M | >=\$5M but <\$10M | >=\$10M | TOTAL |
| Advertising / Marketing | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Financial / Investm. Svcs | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Claims Services | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Facilities | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Human Resources | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Information Technology | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Office Supplies | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Print Services | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Professional Services | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Telecom | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Real Estate | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Travel / Entertain't | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Legal Services | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Other | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| TOTAL | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |

MULTI-CERTIFIED BUSINESS ENTERPRISES - CALIFORNIA ONLY

| | | | Total Number of Unique Paid Suppliers (#) | | | | | | | | |
|------------------------------|-------------|--------------------------------|---|----------|---------------------------|----------------------------|--------------------------|------------------------|-------------------------|----------|----------|
| | | Total Diverse Spend (\$) | Total Dollars in Contracts Signed (\$) | <\$50k | >=\$50k but <\$100k | >=\$100k but <\$500k | >=\$500k but <\$1M | >=\$1M but <\$5M | >=\$5M but <\$10M | >=\$10M | TOTAL |
| Advertising / Marketing | 2013 | \$ 62,286 | \$ 62,286 | 1 | 1 | - | - | - | - | - | 2 |
| | 2014 | \$ 11,901 | \$ 11,901 | 1 | - | - | - | - | - | - | 1 |
| Financial / Investm. Svcs | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Claims Services | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Facilities | 2013 | \$ 141 | \$ 141 | 1 | - | - | - | - | - | - | 1 |
| | 2014 | \$ 893 | \$ 893 | 1 | - | - | - | - | - | - | 1 |
| Human Resources | 2013 | \$ 866,540 | \$ 866,540 | 1 | - | - | - | - | - | - | 1 |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Information Technology | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ 96,737 | \$ 96,737 | - | 1 | - | - | - | - | - | 1 |
| Office Supplies | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Print Services | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Professional Services | 2013 | \$ 242,456 | \$ 242,456 | 1 | - | - | - | - | - | - | 1 |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Telecom | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Real Estate | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Travel / Entertain't | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Legal Services | 2013 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| Other | 2013 | \$ 306 | \$ 306 | 3 | - | - | - | - | - | - | 3 |
| | 2014 | \$ - | \$ - | - | - | - | - | - | - | - | - |
| TOTAL | 2013 | \$ 1,171,729 | \$ 1,171,729 | 7 | 1 | - | - | - | - | - | 8 |
| | 2014 | \$ 109,531 | \$ 109,531 | 2 | 1 | - | - | - | - | - | 3 |

| | | 2013 | 2014 | | | 2013 | 2014 |
|---|--------------|------|------|--------------------------|--|----------|----------|
| Number of Multi-Certified Business Enterprises by Certification Combination (#) | WBE / MBE | 7 | 2 | WBE / MBE / DVBE | | - | - |
| | WBE / DVBE | - | - | WBE / MBE / LGBTE | | - | - |
| | WBE / LGBTE | - | - | WBE / DVBE / LGBTE | | - | - |
| | MBE / DVBE | 1 | 1 | MBE / DVBE / LGBTE | | - | - |
| | MBE / LGBTE | - | - | WBE / MBE / DVBE / LGBTE | | - | - |
| | DVBE / LGBTE | - | - | TOTAL | | 8 | 3 |