

**2013 INSURER SUPPLIER DIVERSITY SURVEY - CHARTS**  
**REPORTING YEAR: 2013 CALIFORNIA ONL Y**

**TABLE 1A - WOMEN BUSINESS ENTERPRISES (WBE)**

Total Diverse Spend (\$) in 2013

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>	\$ 31,517,978.14	\$ 4,614,593.00	\$ 59,774,590.15	\$ 183,959,276.41	\$ 20,726,782.63	\$ 29,142,138.34	\$ 1,433,573.74	\$ 8,482,287.02	\$ 41,335,889.58	\$ 648,730.39	\$ 2,115,363.87	\$ 1,312,048.90	\$ 8,680,712.87	\$ 38,923,407.31	\$ 432,667,372.35

**TABLE 1B - WOMEN BUSINESS ENTERPRISES (WBE)**

Total Dollars in Contracts Signed (\$) in 2013

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>	\$ 80,439,570.97	\$ 8,837,678.00	\$ 112,995,437.06	\$ 633,011.94	\$ 107,047,195.54	\$ 450,369,030.50	\$ 8,079,774	\$ 119,660,758.86	\$ 100,057,257.52	\$ 411,948.23	\$ 73,228,048.20	\$ 1,890,189.00	\$ 14,881,826.45	\$ 26,390,361.55	\$ 1,104,922,087.82

**TABLE 1C - WOMEN BUSINESS ENTERPRISES (WBE)**

Total Number of Unique Paid Suppliers (#) in 2013

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<=\$50k	62	3	395	190	32	36	32	46	169	9	23	36	46	227	1306
>=\$50k but < \$100k	4	1	19	31	6	4	5	4	23	1	3	4	7	28	139
>=\$100k but < \$500k	13	1	44	41	7	4	8	8	46	1	4	4	6	30	229
>=\$500k but < \$1M	5	0	10	10	3	5	0	0	6	1	0	0	1	11	52
>=\$1M but < \$5M	2	2	2	21	1	5	0	3	7	0	0	0	2	9	54
>=\$5M but < \$10M	1	0	3	2	0	2	0	0	1	0	0	0	0	0	9
>=\$10M	1	0	0	4	1	0	0	0	0	0	0	0	0	0	6
<b>TOTAL</b>	88	6	473	299	50	70	41	61	254	12	30	44	62	305	1795

**TABLE 2A - MINORITY BUSINESS ENTERPRISES (MBE)**

Total Diverse Spend (\$) in 2013

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>	\$ 22,875,757.51	\$ 1,599,836.00	\$ 85,963,983.23	\$ 213,472,722.07	\$ 31,564,057.80	\$ 81,704,166.23	\$ 1,433,318.36	\$ 10,497,173.14	\$ 29,800,691.91	\$ 61,391.61	\$ 1,756,752.91	\$ 1,286,654.08	\$ 4,603,919.32	\$ 131,414,936.68	\$ 618,035,360.85

**TABLE 2B - MINORITY BUSINESS ENTERPRISES (MBE)**

Total Dollars in Contracts Signed (\$) in 2013

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>	\$ 3,450,447.82	\$ -	\$ 72,619,320.57	\$ 11,442,198.37	\$ 1,024,614.65	\$ 47,811,891.63	\$ 249,724.04	\$ 418,815.51	\$ 6,922,989.51	\$ 45,774.00	\$ 31,498.00	\$ 261,278.22	\$ 655,201.64	\$ 1,189,906.15	\$ 146,123,660.11

**TABLE 2C - MINORITY BUSINESS ENTERPRISES (MBE)**

Total Number of Unique Paid Suppliers (#) in 2013

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<=\$50k	30	2	443	124	13	70	17	31	82	7	11	51	24	200	1105
>=\$50k but < \$100k	2	0	40	22	2	13	1	7	12	0	3	4	3	21	126
>=\$100k but < \$500k	4	0	76	32	0	15	3	3	22	0	0	4	12	36	211
>=\$500k but < \$1M	5	0	16	10	2	7	0	2	5	0	2	0	3	6	58
>=\$1M but < \$5M	3	1	5	28	2	6	0	4	3	0	0	0	0	8	60
>=\$5M but < \$10M	1	0	0	2	0	0	0	0	2	0	0	0	0	0	5
>=\$10M	0	0	1	2	1	3	0	0	0	0	0	0	0	1	8
<b>TOTAL</b>	45	3	581	220	20	114	21	47	126	7	16	59	42	272	1573

**TABLE 2D - MINORITY BUSINESS ENTERPRISES (MBE)**

Total Diverse Spend (\$) by Ethnicity in 2013

	(a) African American	(b) Asian/Pacific Islander	(c) Latino/Hispanic	(d) American Indian	(e) Multi-Ethnic	TOTAL
<b>TOTAL</b>	\$ 153,610,073.52	\$ 276,996,438.33	\$ 111,116,983.17	\$ 41,717,374.42	\$ 9,596,669.59	\$ 593,037,539.03

**TABLE 3A - DISABLED VETERAN BUSINESS ENTERPRISES (DVBE)**

Total Diverse Spend (\$) in 2013

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>	\$144,724	\$78,333	\$14,511,391	\$9,195,572	\$0	\$529,357	\$12,319	\$246,368	\$6,381,574	\$0	\$248,511	\$11,549	\$4,530,054	\$47,032,267	\$82,922,019

**TABLE 3B - DISABLED VETERAN BUSINESS ENTERPRISES (DVBE)**

Total Dollars in Contracts Signed (\$) in 2013

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>	\$53,117	\$0	\$17,288	\$0	\$0	\$245,670	\$0	\$0	\$0	\$0	\$0	\$0	\$47,798	\$372,978	\$736,851

**TABLE 3C - DISABLED VETERAN BUSINESS ENTERPRISES (DVBE)**

Total Number of Unique Paid Suppliers (#) in 2013

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<=\$50k	4	0	9	10	0	3	1	1	14	0	2	4	4	18	70
>=\$50k but < \$100k	1	2	0	0	0	1	0	1	1	0	0	0	0	0	6
>=\$100k but < \$500k	0	0	0	2	0	2	0	1	2	0	1	0	0	2	10
>=\$500k but < \$1M	0	0	0	2	0	0	0	0	0	0	0	0	0	1	3
>=\$1M but < \$5M	0	0	0	3	0	0	0	0	0	0	0	0	1	1	5
>=\$5M but < \$10M	0	0	0	0	0	0	0	0	1	0	0	0	0	0	1
>=\$10M	0	0	1	0	0	0	0	0	0	0	0	0	0	1	2
<b>TOTAL</b>	5	2	10	17	0	6	1	3	18	0	3	4	5	23	97

**TABLE 4A - LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISES (LGBTBE)**

Total Diverse Spend (\$) in 2013

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>	\$1,196,870	\$0	\$492,590	\$1,061,381	\$0	\$1,530	\$3,664	\$31,133	\$755,336	\$0	\$0	\$0	\$264,411	\$1,814,058	\$5,620,974

**TABLE 4B - LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISES (LGBTBE)**

**2013 INSURER SUPPLIER DIVERSITY SURVEY - CHARTS**  
**REPORTING YEAR: 2013 CALIFORNIA ONLY**

Total Dollars in Contracts Signed (\$) in 2013															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>	\$ -	\$ -	\$ 452,696.00	\$ -	\$ -	\$ -	\$ 0	\$ -	\$ 1,884,057.00	\$ -	\$ -	\$ -	\$ -	\$ 33,387.00	\$ 2,370,140

TABLE 4C - LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISES (LGBTBE)															
Total Number of Unique Paid Suppliers (#) in 2013															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k	1	0	2	1	0	1	2	2	5	0	0	0	2	4	20
>= \$50k but < \$100k	0	0	0	0	0	0	0	0	0	0	0	0	0	1	1
>= \$100k but < \$500k	0	0	1	1	0	0	0	0	1	0	0	0	1	3	7
>= \$500k but < \$1M	0	0	0	1	0	0	0	0	0	0	0	0	0	1	2
>= \$1M but < \$5M	1	0	0	0	0	0	0	0	0	0	0	0	0	0	1
>= \$5M but < \$10M	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
>= \$10M	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>TOTAL</b>	<b>2</b>	<b>0</b>	<b>3</b>	<b>3</b>	<b>0</b>	<b>1</b>	<b>2</b>	<b>2</b>	<b>6</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3</b>	<b>9</b>	<b>31</b>

TABLE 5A - MULTI-CERTIFIED BUSINESS ENTERPRISES															
Total Diverse Spend (\$) in 2013															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>	<b>\$1,132,301</b>	<b>\$0</b>	<b>\$5,764,076</b>	<b>\$33,399,324</b>	<b>\$16,549,966</b>	<b>\$3,189,035</b>	<b>\$575,810</b>	<b>\$1,593,050</b>	<b>\$36,434,379</b>	<b>\$1,727</b>	<b>\$9,398</b>	<b>\$714,189</b>	<b>\$974,932</b>	<b>\$10,835,429</b>	<b>\$111,173,617</b>

TABLE 5B - MULTI-CERTIFIED BUSINESS ENTERPRISES															
Total Dollars in Contracts Signed (\$) in 2013															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>	<b>\$871,037</b>	<b>\$120,172</b>	<b>\$1,852,123</b>	<b>\$77,125</b>	<b>\$9,130,074</b>	<b>\$598,789</b>	<b>\$0</b>	<b>\$205,658</b>	<b>\$1,299,333</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$14,831</b>	<b>\$312,291</b>	<b>\$14,481,402</b>

TABLE 5C - MULTI-CERTIFIED BUSINESS ENTERPRISES															
Total Number of Unique Paid Diverse Suppliers (#) in 2013															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k	12	0	41	28	2	10	7	9	36	1	3	9	11	65	234
>= \$50k but < \$100k	0	0	3	7	1	2	0	0	4	0	0	2	1	11	32
>= \$100k but < \$500k	1	1	5	3	0	6	2	1	5	0	0	3	4	11	42
>= \$500k but < \$1M	1	0	1	4	0	2	0	0	1	0	0	0	0	2	11
>= \$1M but < \$5M	1	0	1	5	0	0	0	1	1	0	0	0	0	2	11
>= \$5M but < \$10M	0	0	0	1	2	0	0	0	0	0	0	0	0	0	3
>= \$10M	0	0	0	1	0	0	0	0	1	0	0	0	0	0	2
<b>TOTAL</b>	<b>16</b>	<b>1</b>	<b>51</b>	<b>49</b>	<b>5</b>	<b>20</b>	<b>9</b>	<b>11</b>	<b>48</b>	<b>1</b>	<b>3</b>	<b>14</b>	<b>16</b>	<b>91</b>	<b>335</b>

TABLE 5D - MULTI-CERTIFIED BUSINESS ENTERPRISES	
Number of Multi-Certified Business Enterprises by Certification Combination (#) in 2013	
TOTAL	1450
WBE / MBE	3
WBE / DVBE	11
WBE / LGBTBE	8
MBE / DVBE	4
MBE / LGBTBE	0
DVBE / LGBTBE	0
WBE / MBE / DVBE	3
WBE / DVBE / LGBTBE	0
MBE / DVBE / LGBTBE	1
WBE / MBE / DVBE / LGBTBE	0
<b>TOTAL</b>	<b>1480</b>

TABLE 6 - SUMMARY BY CERTIFICATION			
	Total Diverse Spend (\$)	Total Dollars in Contracts Signed (\$)	Total Number of Unique Paid Suppliers (#)
WBE	\$ 432,667,372.35	\$ 1,104,922,087.82	1795
MBE	\$ 618,035,360.85	\$ 146,123,660.11	1573
DVBE	\$ 82,822,018.66	\$ 736,850.80	97
LGBTBE	\$ 5,620,973.97	\$ 2,370,140.00	31
Multi-Certified	\$ 111,173,617.07	\$ 14,481,401.95	335
<b>TOTAL</b>	<b>\$ 1,250,419,342.80</b>	<b>\$ 1,268,634,140.68</b>	<b>3831</b>

TABLE 7 - SUMMARY BY INDUSTRY CATEGORY				
	Total Diverse Spend (\$)	Total Dollars in Contracts Signed (\$)	Total Number of Unique Paid Suppliers (#)	Total Procurement Spend Overall (\$)
Adv/Marketing	\$ 56,867,630.82	\$ 84,814,172.79	156	\$ 1,208,306,450.96
Financial/Investment Services	\$ 6,292,762.00	\$ 8,957,850.00	12	\$ 866,012,511.29
Claims Services	\$ 166,506,630.39	\$ 187,936,865.19	1,118	\$ 2,075,643,165.12
Facilities	\$ 441,088,275.39	\$ 12,152,335.23	588	\$ 2,195,183,234.60
Human Resources	\$ 68,840,806.61	\$ 117,201,883.86	75	\$ 517,353,272.78
Information Technology	\$ 114,566,226.75	\$ 499,025,350.73	211	\$ 2,634,826,824.63
Office Supplies	\$ 3,458,684.60	\$ 8,329,498.04	74	\$ 50,602,031.00
Print Services	\$ 20,850,010.76	\$ 120,285,232.41	124	\$ 452,848,861.67
Professional Services	\$ 114,707,870.66	\$ 110,163,636.93	452	\$ 1,849,861,903.22
Telecom	\$ 711,849.00	\$ 457,722.23	20	\$ 229,422,473.89
Real Estate	\$ 4,130,025.95	\$ 73,259,546.20	52	\$ 483,951,092.91
Travel/Entertainment	\$ 3,324,441.21	\$ 2,151,467.22	121	\$ 186,007,503.82
Legal Services	\$ 19,054,030.22	\$ 15,599,657.09	128	\$ 468,421,927.46
Other	\$ 230,020,098.44	\$ 28,298,922.76	700	\$ 8,125,141,279.04
<b>TOTAL</b>	<b>\$ 1,250,419,342.80</b>	<b>\$ 1,268,634,140.68</b>	<b>3,831</b>	<b>\$ 21,343,582,532.39</b>

2013 INSURER SUPPLIER DIVERSITY SURVEY - CHARTS  
REPORTING YEAR: 2013 CALIFORNIA ONLY

PROCUREMENT SPEND 2013

1. Total Diverse Spend (\$) in CA	\$1,250,419,342.80
1b. Total Diverse Spend (\$) in CA (for companies/groups that did not provide Total Procurement)	\$60,639,556.17
1c. Diverse Spend (\$)	\$1,189,779,786.63
2. Total Procurement Spend (\$) in CA	\$21,343,582,532.39
% Diverse Spend (Divide Figure 1c by Figure 2)	5.57%

**2014 INSURER SUPPLIER DIVERSITY SURVEY - CHARTS**  
REPORTING YEAR: 2014 CALIFORNIA ONLY

**TABLE 1A - WOMEN BUSINESS ENTERPRISES (WBE)**

Total Diverse Spend (\$) in 2014														TOTAL	
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	
TOTAL	\$ 23,809,625.75	\$ 4,607,266.00	\$ 74,467,882.23	\$ 226,754,348.25	\$ 8,868,943.39	\$ 101,901,590.84	\$ 1,380,100.91	\$ 8,501,762.10	\$ 45,680,651.59	\$ 517,360.66	\$ 2,110,357.76	\$ 1,350,753.29	\$ 13,076,070.15	\$ 45,340,210.70	\$ 558,366,923.62

**TABLE 1B - WOMEN BUSINESS ENTERPRISES (WBE)**

Total Dollars in Contracts Signed (\$) in 2014														TOTAL	
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	
TOTAL	\$ 86,205,976.23	\$ 8,255,744.00	\$ 146,574,815.10	\$ 29,966,058.10	\$ 69,427,440.28	\$ 451,113,319.47	\$ 118,518	\$ 127,567,931.53	\$ 91,832,841.59	#####	\$ 59,930,797.00	\$ 839,394.73	\$ 43,172,396.38	\$ 7,279,699.73	\$ 1,393,487,925.06

**TABLE 1C - WOMEN BUSINESS ENTERPRISES (WBE)**

Total Number of Unique Paid Suppliers (#) in 2014														TOTAL
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other
<\$50k	59	2	518	160	35	39	38	43	176	6	26	37	58	201
>= \$50k but < \$100k	6	1	20	29	4	8	5	4	22	1	5	2	8	19
>= \$100k but < \$500k	13	2	40	55	6	9	2	3	47	2	4	5	17	44
>= \$500k but < \$1M	4	0	11	21	2	8	0	1	6	0	0	0	3	12
>= \$1M but < \$5M	2	2	5	19	1	6	0	3	6	0	0	0	3	5
>= \$5M but < \$10M	1	0	2	2	0	1	0	0	2	0	0	0	0	2
>= \$10M	0	0	0	4	0	3	0	0	0	0	0	0	0	0
TOTAL	85	7	597	310	48	74	45	54	259	9	35	44	89	283

**TABLE 2A - MINORITY BUSINESS ENTERPRISES (MBE)**

Total Diverse Spend (\$) in 2014														TOTAL	
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	
TOTAL	\$ 20,123,214.56	\$ 7,363,762.10	\$ 96,812,353.66	\$ 250,372,389.08	\$ 31,981,351.01	\$ 100,691,605.43	\$ 958,254.09	\$ 12,124,736.00	\$ 37,709,228.59	\$ 287,576.11	\$ 2,268,963.69	\$ 1,471,159.60	\$ 8,426,614.30	\$ 158,260,690.67	\$ 728,851,898.89

**TABLE 2B - MINORITY BUSINESS ENTERPRISES (MBE)**

Total Dollars in Contracts Signed (\$) in 2014														TOTAL	
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	
TOTAL	\$ 1,831,653.04	\$ 103,138.10	\$ 28,265,367.48	\$ 8,321,812.73	\$ 2,205,236.60	\$ 48,363,212.41	\$ 276,685.17	\$ 473,277.59	\$ 27,291,989.45	\$ 145,060.00	\$ 36,721.78	\$ 232,830.28	\$ 631,097.02	\$ 17,621,976.92	\$ 135,800,058.57

**TABLE 2C - MINORITY BUSINESS ENTERPRISES (MBE)**

Total Number of Unique Paid Suppliers (#) in 2014														TOTAL
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other
<\$50k	25	1	397	108	9	61	21	31	94	6	10	37	21	180
>= \$50k but < \$100k	1	1	39	16	3	19	1	2	10	0	1	2	7	17
>= \$100k but < \$500k	0	2	43	96	4	20	2	6	21	1	4	6	14	42
>= \$500k but < \$1M	1	0	17	42	1	5	0	1	5	0	2	0	4	8
>= \$1M but < \$5M	3	0	10	20	2	7	0	5	4	0	0	0	1	9
>= \$5M but < \$10M	0	1	0	6	0	1	0	0	1	0	0	0	0	2
>= \$10M	1	0	2	3	1	2	0	0	1	0	0	0	0	1
TOTAL	40	5	561	208	20	115	24	45	136	7	17	45	47	259

**TABLE 2D - MINORITY BUSINESS ENTERPRISES (MBE)**

Total Diverse Spend (\$) by Ethnicity in 2014						TOTAL
	(a) African American	(b) Asian/Pacific Islander	(c) Latino/Hispanic	(d) American Indian	(e) Multi-Ethnic	
TOTAL	\$ 173,366,397.24	\$ 329,582,257.13	\$ 146,240,721.63	\$ 39,316,142.00	\$ 9,745,381.32	\$ 698,250,899.32

**TABLE 3A - DISABLED VETERAN BUSINESS ENTERPRISES (DVBE)**

Total Diverse Spend (\$) in 2014														TOTAL	
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	
TOTAL	\$58,570	\$69,248	\$14,825,330	\$6,370,391	\$126,629	\$1,156,889	\$6,969	\$516,852	\$7,155,440	\$0	\$392,682	\$3,971	\$1,281,094	\$57,515,989	\$89,460,054

**TABLE 3B - DISABLED VETERAN BUSINESS ENTERPRISES (DVBE)**

Total Dollars in Contracts Signed (\$) in 2014														TOTAL	
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	
TOTAL	\$14,464	\$0	\$22,279	\$6,771	\$0	\$206,842	\$0	\$359,305	\$1,104	\$0	\$0	\$0	\$88,888	\$61,774	\$761,427

**TABLE 3C - DISABLED VETERAN BUSINESS ENTERPRISES (DVBE)**

Total Number of Unique Paid Suppliers (#) in 2014														TOTAL
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other
<\$50k	6	0	11	17	0	1	2	2	13	0	1	2	2	20
>= \$50k but < \$100k	0	1	0	0	0	3	0	0	0	0	0	0	1	6
>= \$100k but < \$500k	0	0	1	2	1	0	2	2	2	0	2	0	0	4
>= \$500k but < \$1M	0	0	2	2	0	1	0	0	0	0	0	0	0	4
>= \$1M but < \$5M	0	0	0	2	0	0	0	0	0	0	0	0	1	3
>= \$5M but < \$10M	0	0	0	0	0	0	0	0	1	0	0	0	0	2
>= \$10M	0	0	1	0	0	0	0	0	0	0	0	0	0	1
TOTAL	6	1	13	23	1	5	2	4	16	0	3	2	4	28

**TABLE 4A - LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISES (LGBTBE)**

Total Diverse Spend (\$) in 2014														TOTAL	
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	
TOTAL	\$1,588,342	\$0	\$372,071	\$795,620	\$80,000	\$86,468	\$2,858	\$18,729	\$547,986	\$0	\$0	\$0	\$170,334	\$1,622,393	\$5,284,801

**TABLE 4B - LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISES (LGBTBE)**

Total Dollars in Contracts Signed (\$) in 2014														TOTAL	
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	
TOTAL	\$ -	\$ -	\$ 310,294.00	\$ -	\$ 80,000.00	\$ -	\$ 0	\$ -	\$ 1,695,161.00	\$ -	\$ -	\$ -	\$ -	\$ 25,000.00	\$ 2,110,455

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**TABLE 4C - LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISES (LGBTBE)**

Total Number of Unique Paid Suppliers (#) in 2014															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k	0	0	3	0	0	1	2	2	4	0	0	0	2	5	19
>= \$50k but < \$100k	0	0	1	1	1	1	0	0	0	0	0	0	0	1	5
>= \$100k but < \$500k	0	0	0	0	0	0	0	0	0	0	0	0	1	3	4
>= \$500k but < \$1M	0	0	0	1	0	0	0	0	0	0	0	0	0	1	2
>= \$1M but < \$5M	1	0	0	0	0	0	0	0	0	0	0	0	0	0	1
>= \$5M but < \$10M	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
>= \$10M	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>TOTAL</b>	<b>1</b>	<b>0</b>	<b>4</b>	<b>2</b>	<b>1</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3</b>	<b>10</b>	<b>31</b>

**TABLE 5A - MULTI-CERTIFIED BUSINESS ENTERPRISES**

Total Diverse Spend (\$) in 2014															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>	<b>\$567,805</b>	<b>\$99,456</b>	<b>\$12,576,652</b>	<b>\$25,488,948</b>	<b>\$17,373,628</b>	<b>\$4,224,559</b>	<b>\$524,104</b>	<b>\$1,329,739</b>	<b>\$46,930,363</b>	<b>\$0</b>	<b>\$5,266</b>	<b>\$782,344</b>	<b>\$1,115,077</b>	<b>\$23,850,125</b>	<b>\$134,868,068</b>

**TABLE 5B - MULTI-CERTIFIED BUSINESS ENTERPRISES**

Total Dollars in Contracts Signed (\$) in 2014															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>	<b>\$285,991</b>	<b>\$106,362</b>	<b>\$2,018,385</b>	<b>\$16,119</b>	<b>\$9,640,174</b>	<b>\$850,826</b>	<b>\$0</b>	<b>\$0</b>	<b>\$492,396</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$4,569</b>	<b>\$568,086</b>	<b>\$13,982,907</b>

**TABLE 5C - MULTI-CERTIFIED BUSINESS ENTERPRISES**

Total Number of Unique Paid Diverse Suppliers (#) in 2014															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k	12	5	77	25	4	13	7	8	49	0	2	17	10	76	305
>= \$50k but < \$100k	1	0	3	3	0	4	1	0	5	0	0	0	2	4	25
>= \$100k but < \$500k	2	1	12	9	1	7	1	1	5	0	0	4	4	18	65
>= \$500k but < \$1M	0	0	1	6	0	3	0	0	2	0	0	0	0	2	14
>= \$1M but < \$5M	0	0	2	4	0	0	0	1	1	0	0	0	0	2	10
>= \$5M but < \$10M	0	0	0	0	2	0	0	0	0	0	0	0	0	2	4
>= \$10M	0	0	0	1	0	1	0	0	0	0	0	0	0	0	2
<b>TOTAL</b>	<b>15</b>	<b>6</b>	<b>95</b>	<b>50</b>	<b>7</b>	<b>28</b>	<b>9</b>	<b>10</b>	<b>62</b>	<b>0</b>	<b>2</b>	<b>21</b>	<b>16</b>	<b>104</b>	<b>425</b>

**TABLE 5D - MULTI-CERTIFIED BUSINESS ENTERPRISES**  
**Number of Multi-Certified Business Enterprises by Certification Combination (#) in 2014**

<b>TOTAL</b>	<b>1090</b>
WBE / MBE	5
WBE / DVBE	13
WBE / LGBTBE	13
MBE / DVBE	5
MBE / LGBTBE	0
DVBE / LGBTBE	49
WBE / MBE / DVBE	3
WBE / MBE / LGBTBE	0
WBE / DVBE / LGBTBE	1
MBE / DVBE / LGBTBE	0
WBE / MBE / DVBE / LGBTBE	0
<b>TOTAL</b>	<b>1090</b>

**TABLE 6 - SUMMARY**  
**BY CERTIFICATION**

	Total Diverse Spend (\$)	Total Dollars in Contracts Signed (\$)	Total Number of Unique Paid Suppliers (#)
WBE	\$ 558,366,923.62	\$ 1,393,487,925.06	1939
MBE	\$ 728,851,898.89	\$ 135,800,058.57	1529
DVBE	\$ 89,460,054.06	\$ 761,427.24	108
LGBTBE	\$ 5,284,800.98	\$ 2,110,455.00	31
Multi-Certified	\$ 134,868,067.72	\$ 13,982,907.28	425
<b>TOTAL</b>	<b>\$ 1,516,831,745.27</b>	<b>\$ 1,546,142,773.15</b>	<b>4032</b>

**TABLE 7 - SUMMARY**  
**BY INDUSTRY CATEGORY**

	Total Diverse Spend (\$)	Total Dollars in Contracts Signed (\$)	Total Number of Unique Paid Suppliers (#)	Total Procurement Spend Overall (\$)
Adv/Marketing	\$ 46,147,557.46	\$ 88,338,083.89	147	\$ 1,371,249,521.23
Financial/Investment Services	\$ 12,139,732.40	\$ 8,465,244.10	19	\$ 632,541,279.78
Claims Services	\$ 199,054,288.89	\$ 177,191,140.68	1,270	\$ 3,439,094,855.73
Facilities	\$ 509,781,696.94	\$ 38,310,760.65	593	\$ 2,032,970,755.02
Human Resources	\$ 58,430,551.27	\$ 81,352,850.41	77	\$ 427,447,284.78
Information Technology	\$ 208,041,112.17	\$ 500,534,200.28	224	\$ 2,610,863,710.00
Office Supplies	\$ 2,872,286.42	\$ 395,203.17	82	\$ 62,067,537.51
Print Services	\$ 22,491,818.63	\$ 128,400,514.12	115	\$ 351,371,141.12
Professional Services	\$ 138,023,669.43	\$ 121,313,492.03	477	\$ 2,070,109,019.71
Telecom	\$ 804,936.77	\$ 271,348,052.92	16	\$ 480,107,622.70
Real Estate	\$ 4,777,268.73	\$ 59,967,518.78	57	\$ 522,649,173.45
Travel/Entertainment	\$ 3,608,227.90	\$ 1,072,225.01	112	\$ 201,585,773.76
Legal Services	\$ 24,069,189.57	\$ 43,896,950.65	159	\$ 566,331,537.09
Other	\$ 286,589,408.69	\$ 25,556,536.46	684	\$ 8,282,689,411.31
<b>TOTAL</b>	<b>\$ 1,516,831,745.27</b>	<b>\$ 1,546,142,773.15</b>	<b>4,032</b>	<b>\$ 23,051,078,623.20</b>

**TABLE 8**  
**PROCUREMENT SPEND 2014**

1. Total Diverse Spend (\$) in CA	\$1,516,831,745.27
1b. Total Diverse Spend (\$) in CA (for companies/groups that did not provide Total Procurement)	\$43,169,863.87
1c. Diverse Spend (\$)	\$1,473,661,881.40

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2. Total Procurement Spend (\$) in CA	\$23,051,078,623.20
% Diverse Spend (Divide Figure 1b by Figure 2)	6.39%



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**TABLE 4C - LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISES (LGBTBE)**

Total Number of Unique Paid Suppliers (#) in 2013

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<=\$50k	2	0	4	1	0	2	2	3	4	0	0	1	1	8	28
>=\$50k but < \$100k	0	0	0	1	0	0	0	0	1	0	0	0	0	1	2
>=\$100k but < \$500k	0	0	1	2	1	0	0	0	0	0	0	0	1	3	8
>=\$500k but < \$1M	0	0	0	1	0	0	0	0	1	0	0	0	0	1	3
>=\$1M but < \$5M	2	0	0	0	0	0	0	0	1	0	0	0	0	0	3
>=\$5M but < \$10M	0	0	0	0	0	0	0	0	1	0	0	0	0	0	1
>=\$10M	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>TOTAL</b>	<b>4</b>	<b>0</b>	<b>5</b>	<b>4</b>	<b>1</b>	<b>2</b>	<b>2</b>	<b>3</b>	<b>8</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>2</b>	<b>13</b>	<b>45</b>

**TABLE 5A - MULTI-CERTIFIED BUSINESS ENTERPRISES**

Total Diverse Spend (\$) in 2013

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>	<b>\$10,708,542</b>	<b>\$3,843,246</b>	<b>\$10,620,137</b>	<b>\$50,360,039</b>	<b>\$19,179,779</b>	<b>\$94,901,998</b>	<b>\$45,489,843</b>	<b>\$1,970,619</b>	<b>\$43,130,455</b>	<b>\$89,840</b>	<b>\$5,293,772</b>	<b>\$2,613,282</b>	<b>\$1,100,415</b>	<b>\$115,800,441</b>	<b>\$405,102,410</b>

**TABLE 5B - MULTI-CERTIFIED BUSINESS ENTERPRISES**

Total Dollars in Contracts Signed (\$) in 2013

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>	<b>\$411,729</b>	<b>\$0</b>	<b>\$0</b>	<b>\$730,415</b>	<b>\$0</b>	<b>\$169,802</b>	<b>\$353</b>	<b>\$4,739</b>	<b>\$244,257</b>	<b>\$0</b>	<b>\$110,604</b>	<b>\$362</b>	<b>\$0</b>	<b>\$83,520</b>	<b>\$1,755,780</b>

**TABLE 5C - MULTI-CERTIFIED BUSINESS ENTERPRISES**

Total Number of Unique Paid Diverse Suppliers (#) in 2013

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<=\$50k	35	23	6	60	10	55	19	16	77	4	54	109	7	186	661
>=\$50k but < \$100k	0	4	0	15	3	11	2	1	14	0	6	5	2	15	78
>=\$100k but < \$500k	7	4	4	9	3	10	1	5	19	0	3	3	4	27	102
>=\$500k but < \$1M	1	1	1	5	2	4	1	0	3	0	1	2	0	5	26
>=\$1M but < \$5M	3	1	1	11	0	3	1	1	2	0	2	0	0	10	35
>=\$5M but < \$10M	0	0	1	1	1	2	1	0	0	0	0	0	0	0	6
>=\$10M	0	0	0	1	1	1	1	0	1	0	0	0	0	1	6
<b>TOTAL</b>	<b>46</b>	<b>33</b>	<b>13</b>	<b>102</b>	<b>20</b>	<b>86</b>	<b>26</b>	<b>23</b>	<b>116</b>	<b>4</b>	<b>69</b>	<b>119</b>	<b>13</b>	<b>244</b>	<b>914</b>

**TABLE 5D - MULTI-CERTIFIED BUSINESS ENTERPRISES**

Number of Multi-Certified Business Enterprises by Certification Combination (#) in 2013

	TOTAL
WBE / MBE	537
WBE / DVBE	8
WBE / LGBTBE	16
MBE / DVBE	8
MBE / LGBTBE	5
DVBE / LGBTBE	0
WBE / MBE / DVBE	252
WBE / MBE / LGBTBE	4
WBE / DVBE / LGBTBE	0
MBE / DVBE / LGBTBE	0
WBE / MBE / DVBE / LGBTBE	0
<b>TOTAL</b>	<b>830</b>

**TABLE 6 - SUMMARY**

BY CERTIFICATION

	Total Diverse Spend (\$)	Total Dollars in Contracts Signed (\$)	Total Number of Unique Paid Suppliers (#)
WBE	\$ 1,049,920,729.26	\$ 155,387,511.71	5484
MBE	\$ 1,661,844,900.55	\$ 238,632,531.40	3179
DVBE	\$ 95,234,361.75	\$ 262,280.69	163
LGBTBE	\$ 8,288,402.34	\$ 1,258,514.00	45
Multi-Certified	\$ 405,102,409.79	\$ 1,755,780.06	914
<b>TOTAL</b>	<b>\$ 3,220,390,803.68</b>	<b>\$ 397,296,617.86</b>	<b>9785</b>

**TABLE 7 - SUMMARY**

BY INDUSTRY CATEGORY

	Total Diverse Spend (\$)	Total Dollars in Contracts Signed (\$)	Total Number of Unique Paid Suppliers (#)	Total Procurement Spend Overall (\$)
Adv/Marketing	\$ 160,716,846.58	\$ 28,735,863.03	320	\$ 1,851,704,154.23
Financial/Investment Services	\$ 16,105,065.61	\$ 3,602,097.45	93	\$ 1,395,827,377.96
Claims Services	\$ 159,439,115.84	\$ 83,219,500.85	2,607	\$ 4,664,561,540.90
Facilities	\$ 588,464,017.81	\$ 8,448,250.05	1,118	\$ 2,742,924,882.24
Human Resources	\$ 67,533,244.52	\$ 8,661,021.71	152	\$ 590,495,881.97
Information Technology	\$ 586,261,753.68	\$ 69,474,101.08	441	\$ 3,445,156,248.27
Office Supplies	\$ 127,927,246.80	\$ 2,552,263.00	194	\$ 178,544,283.55
Print Services	\$ 49,341,010.31	\$ 24,575,854.00	249	\$ 478,961,331.04
Professional Services	\$ 316,825,470.34	\$ 107,742,326.30	1,002	\$ 2,383,073,027.92
Telecom	\$ 6,089,766.90	\$ 1,159,575.45	63	\$ 568,083,739.61
Real Estate	\$ 22,011,643.06	\$ 253,177.09	454	\$ 701,213,125.29
Travel/Entertainment	\$ 7,854,238.08	\$ 523,281.00	351	\$ 327,784,429.77
Legal Services	\$ 24,106,190.36	\$ 1,798,457.75	146	\$ 975,261,710.68
Other	\$ 1,087,715,193.80	\$ 56,550,849.10	2,595	\$ 20,769,431,565.81
<b>TOTAL</b>	<b>\$ 3,220,390,803.68</b>	<b>\$ 397,296,617.86</b>	<b>9,785</b>	<b>\$ 41,073,023,299.22</b>

**TABLE 8**

PROCUREMENT SPEND 2013

1. Total Diverse Spend (\$) Nationally	\$3,220,390,803.68
1b. Total Diverse Spend (\$) Nationally (for companies/groups that did not provide Total Procurement)	\$250,210,962.03
1c. Diverse Spend (\$)	\$2,970,179,841.65



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2. Total Procurement Spend (\$) Nationally	\$41,073,023,299.22
% Diverse Spend (Divide Figure 1b by Figure 2)	7.23%



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<=\$50k	5	0	3	0	2	1	3	3	0	0	1	1	9	30
>=\$50k but < \$100k	0	0	2	1	0	2	0	1	0	0	0	0	1	7
>=\$100k but < \$500k	0	0	1	1	1	1	0	2	0	0	1	5	11	
>=\$500k but < \$1M	1	0	0	1	0	0	0	0	0	0	0	1	3	
>=\$1M but < \$5M	1	0	0	0	0	0	0	0	0	0	0	0	1	
>=\$5M but < \$10M	0	0	0	0	0	0	1	0	0	0	0	0	1	
>=\$10M	0	0	0	0	0	0	0	0	0	0	0	0	0	
<b>TOTAL</b>	<b>7</b>	<b>0</b>	<b>5</b>	<b>3</b>	<b>3</b>	<b>4</b>	<b>2</b>	<b>3</b>	<b>7</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>2</b>	<b>16</b>

**TABLE 5A - MULTI-CERTIFIED BUSINESS ENTERPRISES**  
Total Diverse Spend (\$) in 2014

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>	<b>\$11,392,319</b>	<b>\$1,273,034</b>	<b>\$12,954,984</b>	<b>\$49,461,696</b>	<b>\$22,891,821</b>	<b>\$97,208,125</b>	<b>\$64,873,084</b>	<b>\$1,863,975</b>	<b>\$56,643,651</b>	<b>\$39,960</b>	<b>\$6,650,396</b>	<b>\$1,740,655</b>	<b>\$1,185,487</b>	<b>\$104,862,305</b>	<b>\$433,041,491</b>

**TABLE 5B - MULTI-CERTIFIED BUSINESS ENTERPRISES**  
Total Dollars in Contracts Signed (\$) in 2014

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>	<b>\$317,112</b>	<b>\$0</b>	<b>\$0</b>	<b>\$353,606</b>	<b>\$3,000</b>	<b>\$206,450</b>	<b>\$0</b>	<b>\$4,505</b>	<b>\$316,468</b>	<b>\$330</b>	<b>\$110,633</b>	<b>\$1,701</b>	<b>\$175</b>	<b>\$151,731</b>	<b>\$1,465,711</b>

**TABLE 5C - MULTI-CERTIFIED BUSINESS ENTERPRISES**  
Total Number of Unique Paid Diverse Suppliers (#) in 2014

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<=\$50k	35	4	5	54	17	35	18	21	71	5	67	69	9	239	649
>=\$50k but < \$100k	4	0	2	12	0	13	1	1	11	0	3	1	3	21	72
>=\$100k but < \$500k	12	1	5	16	4	11	3	2	21	0	7	3	4	28	117
>=\$500k but < \$1M	1	0	0	6	2	3	0	0	4	0	1	0	0	4	21
>=\$1M but < \$5M	2	1	0	8	0	4	1	1	3	0	1	0	0	4	25
>=\$5M but < \$10M	0	0	1	2	1	0	1	0	0	0	0	0	0	2	7
>=\$10M	0	0	0	1	1	4	1	0	1	0	0	0	0	1	9
<b>TOTAL</b>	<b>54</b>	<b>6</b>	<b>13</b>	<b>99</b>	<b>25</b>	<b>70</b>	<b>25</b>	<b>25</b>	<b>111</b>	<b>5</b>	<b>79</b>	<b>73</b>	<b>16</b>	<b>299</b>	<b>900</b>

**TABLE 5D - MULTI-CERTIFIED BUSINESS ENTERPRISES**  
Number of Multi-Certified Business Enterprises by Certification Combination (#) in 2014

	<b>TOTAL</b>
WBE / MBE	511
WBE / DVBE	9
WBE / LGBTE	15
MBE / DVBE	8
MBE / LGBTE	6
DVBE / LGBTE	0
WBE / MBE / DVBE	289
WBE / MBE / LGBTE	2
WBE / DVBE / LGBTE	0
MBE / DVBE / LGBTE	0
WBE / MBE / DVBE / LGBTE	0
<b>TOTAL</b>	<b>840</b>

**TABLE 6 - SUMMARY**

**BY CERTIFICATION**

	Total Diverse Spend (\$)	Total Dollars in Contracts Signed (\$)	Total Number of Unique Paid Suppliers (#)
WBE	\$ 1,159,526,407.15	\$ 193,566,949.11	6405
MBE	\$ 2,123,119,694.11	\$ 507,883,745.27	3868
DVBE	\$ 113,628,240.41	\$ 6,879,678.00	197
LGBTE	\$ 7,966,594.36	\$ 861,561.06	53
Multi-Certified	\$ 433,041,490.78	\$ 1,465,710.80	900
<b>TOTAL</b>	<b>\$ 3,837,280,426.80</b>	<b>\$ 710,657,644.24</b>	<b>11423</b>

**TABLE 7 - SUMMARY**

**BY INDUSTRY CATEGORY**

	Total Diverse Spend (\$)	Total Dollars in Contracts Signed (\$)	Total Number of Unique Paid Suppliers (#)	Total Procurement Spend Overall (\$)
Adv/Marketing	\$ 134,089,496.39	\$ 13,596,624.19	360	\$ 1,977,625,386.24
Financial/Investment Services	\$ 19,778,308.60	\$ 4,327,069.39	83	\$ 1,735,484,042.38
Claims Services	\$ 204,620,374.08	\$ 120,208,168.50	3,913	\$ 4,525,025,989.29
Facilities	\$ 651,786,558.29	\$ 7,515,493.47	1,125	\$ 2,606,806,300.36
Human Resources	\$ 72,076,140.53	\$ 1,779,448.00	178	\$ 638,964,839.64
Information Technology	\$ 718,650,459.30	\$ 81,614,946.63	447	\$ 3,859,253,978.30
Office Supplies	\$ 185,351,599.79	\$ 2,382,515.13	501	\$ 218,408,045.64
Print Services	\$ 60,214,681.33	\$ 27,664,346.49	259	\$ 520,319,792.16
Professional Services	\$ 585,413,404.55	\$ 357,415,518.50	1,144	\$ 3,281,626,105.89
Telecom	\$ 12,430,677.39	\$ 1,271,752.16	60	\$ 566,376,721.22
Real Estate	\$ 34,782,490.78	\$ 333,887.00	585	\$ 768,605,573.50
Travel/Entertainment	\$ 11,197,969.59	\$ 1,713,448.06	271	\$ 391,090,000.20
Legal Services	\$ 33,904,357.18	\$ 6,979,760.75	255	\$ 1,940,812,639.01
Other	\$ 1,112,983,909.01	\$ 103,854,685.97	2,242	\$ 28,891,300,264.67
<b>TOTAL</b>	<b>\$ 3,837,280,426.80</b>	<b>\$ 710,657,644.24</b>	<b>11,423</b>	<b>\$ 51,021,697,678.48</b>

**TABLE 8**

**PROCUREMENT SPEND 2014**

1. Total Diverse Spend (\$) Nationally	\$3,837,280,426.80
1b. Total Diverse Spend (\$) Nationally (for companies/groups that did not provide Total Procurement)	\$101,523,275.07
1c. Diverse Spend (\$)	\$3,735,757,151.73
2. Total Procurement Spend (\$) Nationally	\$51,021,697,678.48
% Diverse Spend (Divide Figure 1b by Figure 2)	7.32%