



THE CITY OF SAN DIEGO  
**REPORT TO THE CITY COUNCIL**

DATE ISSUED: March 7, 2013 REPORT NO: 13-29  
ATTENTION: Budget & Finance Committee  
SUBJECT: IT Sourcing - Vendor EOCP Update & Presentations

REQUESTED ACTION:

This is an informational report. No Action is required on the part of the Committee or the City Council

STAFF RECOMMENDATION:

Accept Report

BACKGROUND

On April 15, 2011, the City issued RFP #10015345-11-Z for IT Services, with an original due date of June 2, 2011 for proposals to be received. There were five Addenda (A-E) issued between April 19, 2011 and June 2, 2011, with a final proposal due date of June 23, 2011.

The RFP contained certain minimum requirements, including public sector experience in providing similar services to other government organizations in the United States, to ensure only fully qualified vendors submitted proposals to meet the City's IT service needs. As with all major service contracts, the RFP process required compliance with the City's Equal Opportunity Contracting Program (EOCP) and Small Local Business Enterprise (SLBE) program.

The City awarded three large contracts for informational technology services to Atos, CGI Technologies and Solutions, Inc. and Xerox State & Local Solutions, Inc. The selected firms committed to utilizing a number of strategies that provide for jobs to be filled locally. In addition, each firm committed to filling positions with qualified SDDPC staff, utilizing the City's EOCP and SLBE Programs, and targeting the local job market.

SUMMARY:

This past October, the Administration Department provided the FY 12 Business Diversity Annual Report to the Rules, Open Government & Intergovernmental Relations Committee. As part of the FY 12 Business Diversity Annual report, the Administration Department committed to having the Citywide IT Service Providers present their annual reports which include subcontracted dollars committed to date and programmatic status of efforts made to maximize subcontracting opportunities to certified SLBE/ELBE firms. The reports are attached.

Current statistics are depicted in the charts below for each firm:

**CGI Technologies and Solutions Inc (\$70,644,132 not to exceed; 5 year term)**

Fiscal Year	Contract Amount for FY	Subcontracted Dollars	Certified Firms	Non-Certified Firms
2013*	\$8,398,214	\$1,716,430.00	\$487,790.00 (5.8%)	\$1,228,640.00 (14.6%)

\*Reporting Period FY 13 (07/12 – 12/12)

**Xerox State & Local Solutions, Inc (\$66,162,114 not to exceed; 5 year term)**

Fiscal Year	Contract Amount for FY	Subcontracted Dollars	Certified Firms	Non-Certified Firms
2013*	\$15,191,301	\$3,800,734.47	\$0.00 (0%)	\$3,800,734.47 (25.0%)

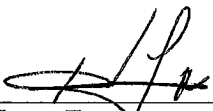
\*Reporting Period FY 13 (07/12 – 12/12)

**Atos (\$47, 123,396 not to exceed; 5 year term)**

Fiscal Year	Contract Amount for FY	Subcontracted Dollars	Certified Firms	Non-Certified Firms
2013*	\$7,230,627	\$13,562.00	\$0.00 (0%)	\$13,562.00 (0.19%)

\*Reporting Period FY 13 (07/12 – 12/12)

The Administration Department will continue to monitor the IT Service Providers progress towards maximizing subcontracting opportunities for SLBE/ELBE firms.

  
 Henry Foster  
 Interim Director, Administration

  
 Nelson Hernandez  
 Assistant Chief Operating Officer

Attachment(s):

1. CGI Technologies and Solutions Inc. FY 13 Report (Period 07/12 – 12/12)
2. Atos FY 13 Report (Period 07/12 – 12/12)
3. Xerox State & Local Solutions, Inc. FY 13 Report (Period 07/12 – 12/12)

## Equal Opportunity Contracting Program IT Services Annual Status Report

FY13 Q2 Report\*

**Company Name:** CGI Technologies and Solutions Inc.

**Local Diversity & Outreach Coordinator:**  
(Name, Address and Phone #) Steven Newstrom  
402 W. Broadway, Suite 400  
San Diego, CA 92101

### Contract Information\*

Total Contract Value: \$ 70,644,132.00

Total Subcontract Value: \$ \_\_\_\_\_  
(please complete attached form)

### Status of Programs Specifically Developed for San Diego:

(Please list each Program and provide the activities completed)

From a staffing perspective, CGI has committed to estimated 80 staff members located in San Diego supporting the ADM Services. As of 12/31/12, we had 78 members with 2 SLBE Contract FTEs and 9 open positions in the recruiting process. This will give us a total of 87 FTE's in San Diego supporting the contracted services. Of note, 40 members as of 12/31/12 are former members of SDDPC.

CGI continues to entertain Master Services Agreements with local Staffing Firms who meet the City's SLBE or ELBE status requirements. To-date, agreements are in place with:

- IMG Networks
- Quartic
- Evari GIS Consulting

We have had discussions with others but have not come to agreement on specific terms and conditions.

CGI is developing a Summer Intern program in anticipation of hiring 4 college students from local educational institutions for the summer of 2013. Details are being worked out and will be finalized in the March 2013 timeframe. We are scheduled for participation in two College Career Fairs, SDSU in February and UCSD in March.

ANNUAL INVOICING REPORT

Prime Contractor:  
 Project Title: ADM Managed Services  
 Contract Person and Phone:  
 Steve Newstrom  
 918-770-1819

City of San Diego ADM  
 Steve Newstrom  
 Contract Amount to Date:

Fiscal Year:  
 Proposal Number:  
 Original Contract Amount: \$70,644,132

Data as to 12/31/12

SUBCONTRACTORS' SUPPLIERS (List Names of all subcontractors / Suppliers)	DBE, WBE, OBE, MBE, WBE, ELBE, SBE, W/SB, HUBZone, OR SDVOSB*	Annual Start Date	Date of Last Invoice	Dollar Amount Paid This Month	Amount Invoiced to Date	CUMULATIVE AMOUNTS PAID TO DATE		ORIGINAL COMMITMENT		Change Order Paid This Month
						Dollar Amount	% of Contract Amount	Dollar Amount	% of Contract	
<b>SUBCONTRACTORS:</b>										
QUARTIC SOLUTIONS LLC	SBE, WBE, ELBE	8/10/2012	11/5/2012	7,225	29,598	29,598	6%	487,000	n/a	
PROPELMOVERS, LLC		8/10/2012	12/9/2012	99,833	126,639	126,639	53%	228,770	n/a	
REGROUT 121 LLC		9/7/2012	11/30/2012	36,998	90,998	90,998	31%	296,500	n/a	
GRIGORI CONSULTING SERVICES		11/15/2012	11/15/2012	-	6,480	6,480	19%	34,500	n/a	
<b>VENDORS/SUPPLIERS:</b>										
Ace Pasteur		6/29/2012	11/20/2012	324	23,934	23,934	47%	51,000		
CLS SECURITY ELECTRONICS		7/9/2012	7/18/2012	-	1,005	1,005	100%	1,010		
EPLUS TECHNOLOGY INC.		7/12/2012	8/7/2012	-	4,547	2,845	99%	2,869		
MCKOWSKIS MAINTENANCE SYSTEMS INC		7/16/2012	12/1/2012	471	2,355	2,355	20%	12,000		
PNC		9/10/2012	12/14/2012	336	1,566	1,566	100%	790		
SHOWCASE CARPET CLEANING	ELBE	7/23/2012	9/24/2012	-	790	60,000	48%	124,614		
SOFTWARE AG USA INC.		9/28/2012	9/28/2012	60,000	60,000	60,000	0%	135,000		
READY TECHNOLOGIES INC.		12/5/2012	9/28/2012	-	1,215	1,215	12%	10,000		
RIGHT TOUCH CLEANING CO.		7/16/2012	9/28/2012	-	9,000	30,369	45%	20,000		
DELL		6/12/2012	11/7/2012	-	30,369	30,369	91%	35,504		
FASHION FURNITURE RENTAL INC.		5/21/2012	10/12/2012	-	8,230	8,230	69%	12,000		
OFFICEMAX		6/23/2012	11/6/2012	542	11,420	11,420	75%	152,050		
PROMENADE ACQUISITION LLC		5/23/2012	12/1/2012	13,378.00	37,766	37,766	34%	111,599		
REGUS MANAGEMENT GROUP LLC		5/7/2012	12/1/2012	4,394						
TOTAL DBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL WBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL OBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL MBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL W/SB SUBCONTRACTORS / SUPPLIERS*										
TOTAL HUBZone SUBCONTRACTORS / SUPPLIERS*										
TOTAL SDVOSB SUBCONTRACTORS / SUPPLIERS*										
TOTAL AMOUNT PAID TO PRIME										

I certify under penalty of perjury that the foregoing is true and correct.

Signed Copy hand delivered

Authorized Signature

Steve Newstrom, VP  
 Printed Name / Title  
 Date 2/27/2013

# Equal Opportunity Contracting Program IT Services Annual Status Report

Fiscal Year 2012\*

**Company Name:** Atos

**Local Diversity & Outreach Coordinator:** David Evans  
**(Name, Address and Phone #)** 1200 Third Ave Suite 400  
San Diego, CA 92101  
(619) 236-6405

**Contract Information\***

Total Contract Value: \$ 38,850,000

Total Subcontract Value: \$ 13,562  
 (please complete attached form)

**Status of Programs Specifically Developed for San Diego:**

(Please list each Program and provide the activities completed)

***LINK San Diego***

*Atos is working with local employers, universities, colleges, school systems, service agencies, and city and county governmental organizations to create a unique collaborative program we are calling "LINK San Diego". The goal of this initiative is to build a Regional Collaborative Network that allows San Diego County entities to share resources, knowledge, and assets in ways they have never before been able to share. LINK San Diego will establish and maintain a "collaborative network" of connections – virtual, social, and physical – that creates a framework for sharing and collaboration among San Diego County workforce entities, programs, and resources, including:*

- *Employers (all shapes and sizes, from large global to tech start-ups)*
- *Service providers*
- *Business Associations*
- *Universities and colleges (deans, department heads, faculties)*
- *Public and private school systems*
- *Non-profits*
- *Philanthropists*
- *Private and corporate foundations*
- *Local and regional venture capital organizations and funds*
- *University students (undergrad and grad students)*
- *High school and middle school/junior high students (PK-12+ as applicable)*

***LINK stands for Local Interconnected Nodes of Knowledge. The goals for this program include:***

\*Fiscal Year – July 1<sup>st</sup> through June 30<sup>th</sup>.

## Equal Opportunity Contracting Program IT Services Annual Status Report

- *Building a multi-disciplinary, regional “center of excellence” for San Diego County around career pathways education, STEM, and other mutually determined and designated workforce and economic development priorities.*
- *Ensuring that every student in the San Diego Region has access to the resources of the Region, irrespective of cultural/socioeconomic background and means*
- *Ensuring that programs, assets, and resources are optimally shared and leveraged across all organizational lines.*
- *Connecting regional employers, universities, service providers, and public and private schools so they can function as a virtual conference table and implementing engine for programs across geographic, political, and cultural lines*
- *Createing and implementing programs that are: sticky, scalable, sustainable, and systemic.*

*Below is a summary of the community engagement activities completed since the contract was signed between Atos and the City of San Diego on May 24th:*

- June 28: Conducted Community Engagement Collaborative Roadmap Development Workshop II, facilitated by Doug Arthur, attended by new and prior stakeholders
- June 29: D.Arthur met with Paul Webster, VP, Policy, Chamber, to determine next steps. P. Webster recommended individual meetings with “tribal leaders” August 1 to present “neural network” concept in prep for Board vote, after presenting concept to the Education & Workforce Committee
- July 12: D.Arthur drafts “LINK San Diego” concept for presentation to the Chamber Education and Workforce Committee on 6/25. Presents/wordsmiths with Paul Webster and Carmen Sandoval of the Chamber.
- July 17: Dave invites Jeff Leveroni, CoSD, Director, IT, to join Debra Fischle-Faulk in visit to Cincinnati. Jeff has to pass this time due to other commitments.
- July 25: Paul Webster, VP, Policy, San Diego Chamber of Commerce, and Doug Arthur presented the “LINK San Diego” community engagement concept to the Chamber Education and Workforce Committee by teleconference. The committee is headed by Vince Mudd, former Chamber President, and includes representatives from the City of San Diego, San Diego Workforce Network, Intermediary Network, and several colleges and school districts.
- July 27-28: Debra Fischle-Faulk visited Cincinnati to observe and participate in the 2012 INTERalliance IT Careers Camp program at University of Cincinnati.
  - Debra visited KnowledgeWorks where the student teams competed on Friday, 7/22, where she met the senior leadership of KnowledgeWorks and Strive (a subsidiary of KnowledgeWorks already engaged in San Diego that does “cradle-to-career” programming for underserved youth.)
  - Debra visited the 4 student teams on Friday and critiqued their original business plan presentations to be shown to the judges panel on Saturday, giving advice to the students. Debra proposed a “sister city” student exchange program between San Diego and Cincinnati to the students themselves (as you can imagine, all 20 students wanted to be selected to go to San Diego) She returned on Saturday to see the teams again before leaving for her plane home.
  - Debra interviewed several students doing INTERalliance internships

\*Fiscal Year – July 1<sup>st</sup> through June 30<sup>th</sup>.

# **Equal Opportunity Contracting Program IT Services Annual Status Report**

- August 1: Paul Webster and Doug Arthur had 2:1 successful meetings with select regional leadership to gather priorities/concerns around community engagement and receptivity to the “LINK San Diego” concept. Met with:
  - Vince Mudd, former Chamber President, current Chair, Chamber Education & Workforce Committee
  - Scott Himmelstein, Director, Center for Education Policy & Laws, University of San Diego
  - Kay Davis, legacy community leader, High Tech High School Board member
  - Mark Cafferty, President & CEO, Economic Development Corp, and Jared Aaker also of the EDC
  
- August 30: Doug Arthur and Paul Webster met with Randy Ward, Superintendent, San Diego County Schools, presented the “LINK San Diego” concept to Dr. Ward, and achieved his support and buyin to bring the concept to a leadership team within Dr. Ward’s purview to explore sponsorship of “LINK San Diego” by the Superintendent’s Office.
  
- Doug Arthur and Paul Webster met with Phil Blair, Manpower, to explain “LINK San Diego” to Phil and get his buyin that the initiative was worthy of his support, both to benefit the young people of San Diego and to synergize with the programs supported by Manpower to benefit unemployed and displaced veterans in the San Diego region..
  
- August 31: Atos hosted a Community Engagement Workshop and invited other area businesses. Representatives from Xerox, In Control Technology, Net Apps, VCE, EMC and others were in attendance. This workshop was a discussion around the role local employers should play in the collaborative network being formed in San Diego to address education shortfalls and workforce talent development, attraction, retention issues.
  
- August 31: Doug Arthur and Paul Webster met at the Chamber with James Hayes of the Youth Entrepreneur Program (YEP) to understand the internship program and career development programming being promoted and managed by YEP, and to determine possibilities for synergy between YEP and LINK San Diego.

## **IMMEDIATE NEXT STEPS PLANNED:**

1. Presentation of “LINK San Diego” to the Education and Workforce Committee of the San Diego Regional Chamber of Commerce for full endorsement.
2. Presentation of “LINK San Diego” to the full Board of the San Diego Regional Chamber of Commerce for full endorsement of the initiative by the Chamber.
3. Meeting and presentation by Doug Arthur and Paul Webster with City Council president Tony Young (currently scheduled for Oct 11, 2012) to explain the LINK San Diego initiative to Councilman Young, and to determine next steps from the City’s perspective in the implementation of this concept.
4. A regrouping of the focus groups that met in November 2011 and January 2012 to bring them up to speed on the progress made with the LINK San Diego initiative and to assess their individual interest in taking leadership roles within this initiative.
5. Design of the digital framework/network that will support LINK San Diego and provide digital connectivity of all entities within San Diego County.

# Equal Opportunity Contracting Program IT Services Annual Status Report

## ACTIVITIES – September 1, 2012 through February 28, 2013

- September 1 – October 1, 2012 – Doug Arthur, David Evans, Paul Webster develop the business plan, prospectus, and fact sheets to support promotion of LINK San Diego to the business community, Chamber of Commerce, and regional educators.
- October 11, 2012 – Board of Directors of the San Diego Regional Chamber of Commerce votes unanimously to endorse LINK San Diego as a regional initiative that will receive Chamber support and promotion/endorsement.
- October 11-13, 2013 -- Doug Arthur, Atos and Paul Webster, San Diego Regional Chamber of Commerce, meet and secure support for LINK San Diego from Mel Katz of Manpower, Camille Saltman of CONNECT, Helen Griffith of Downtown Charter High School, Carole Wallace of San Diego Convention Center & Visitors Bureau, Giny Merrified of Gary and Mary West Foundation, Music Watson of San Diego County Education Office,
- December 7, 2012 – Doug Arthur connects with Eric Harvie, Yammer, to explore use of the Yammer platform for LINK San Diego. Eric Harvie introduces LINK San Diego team to Perficient, social media architect firm out of Los Angeles, interested in partnering on the LINK San Diego initiative.
- December 12, 2012 – Doug Arthur and Dave Evans host the first LINK San Diego Architectural Board meeting, attended by Jeff Leveroni (CIO, City of San Diego), Eric Freeman (City of San Diego), Maziar Adl (Xerox), Steve Newstrom (CGI), Ana Dedeic (Atos), Randy Rogan (Atos), Tom Pisegna (Atos).
- December 13, 2012 – Doug Arthur and Dave Evans participate in the first LINK San Diego Advisory Committee meeting, attended by: Vincent Mudd (SD Office Interiors), Allison Ohle (High Tech High), Patricia Sinay (Community Investment Strategies), Debra Fischle-Faulk (SD Housing Authority), Chad Nelley (ESET), Jerry Butkiewicz (SDG&E), Steven Escoboza (Hospital Assoc.), Todd Gutschow (Poway Unified School District) Mark Cafferty and Jared Aaker (SD Workforce Partnership)
- January 11, 2013 – Paul Webster, David Evans, Dan Dworkin participate in an online demo of ConnectEd Studios, conducted by Dave Yolanski, Technical Director, ConnectEd.
- January 14-16, 2013 – Paul Webster, LINK San Diego and Doug Arthur, Atos, meet with various potential stakeholders to discuss and confirm their organizations' participation in the LINK San Diego initiative, including:
  - Blake Miller, VP, Marketing, Cymer
  - David Pyle, University of San Diego
  - Jamie Waters, Bridgepoint Education
  - Anthony Larkins, Lincoln High School
  - Robin Darmon, UCSD Rady School of Management
  - Rob Atterbury, California Center for College & Career
  - Ashley Wilbrick, San Diego Workforce Partnership
  - Wade Aschennbrenner, Altus Charter School
  - David Robertson/Craig Schmidt, UC San Diego
- January 14, 2013 – Doug Arthur and David Evans participated in a LINK San Diego Advisory Committee meeting, chaired by Paul Webster, and attended by Jared Aakers (San Diego EDC), Vince Mudd (San Diego Office Interiors), Todd Gutschow (Poway Unified School District), Ernesto Arredondo (Wells Fargo Bank), Jerry Butkiewicz (SDG&E), Steven Escoboza (Hospital Assoc. of San

\*Fiscal Year – July 1<sup>st</sup> through June 30<sup>th</sup>.



# Equal Opportunity Contracting Program IT Services Annual Status Report

Diego & Imperial County), Debra Fischle-Faulk (SD Housing Committee), Chad Nelley (ESET), Allison Ohle (High Tech High), Patricia Sinay (Community Investment Strategies)

- January 24, 2013 – Paul Webster agrees to consider working under contract to the San Diego Workforce Partnership promoting the “Hire-a-Youth” program to San Diego employers as part of LINK San Diego outreach to the employer community.
- January 26, 2013 – Jean-Luc Valente, CEO, blueKiwi, the enterprise social network company owned by Atos, agrees to provide 100 licenses of blueKiwi at no cost to LINK San Diego for one year of pilot use if LINK San Diego is able to fund approximately \$5,000 in developer/architect costs to configure the platform for customized use by LINK San Diego
- January 30, 2013 – Chad Nelley, COO, ESET, agrees to support LINK San Diego and provide an incremental funding stake in its development.
- February 6, 2013 – Mark Cafferty, CEO, San Diego Economic Development Corporation (EDC), agrees to provide fiscal agent services to LINK San Diego so it can function as a non-profit entity while applying for standalone tax exempt status with the IRS.
- February 12, 2013 – Cami Matson and Allyson Aabram of Cox Communication meet with Paul Webster and agree to participate in the collaborative effort to develop LINK San Diego.
- February 12, 2013 – Ignacio De La Torre of AT&T meets with Paul Webster and agrees to provide AT&T support to the LINK San Diego initiative.
- February 25, 2013 -- Allison Ohle of High Tech High agrees to collaborate with Paul Webster, LINK San Diego, on the development of an internship portal/job board for students to be a part of the LINK San Diego Network
- February 22-24, 2013 – Paul Webster, Director, LINK San Diego, and Dan Dworkin, Dworkin Associates, technical consultant to LINK San Diego, attended “TechOlympics Expo 2013” in Cincinnati, OH, to observe, gather data, and learn the best practices that can be used to replicate this annual 3-day career pathways conference produced by the INTERalliance of Greater Cincinnati. “TechOlympics Expo 2013” was presented/sponsored at the Millennium Hotel, downtown Cincinnati, by Kroger, Atos, Procter & Gamble, Fifth Third Bank, EMC, and thirty other corporate sponsors, and was attended by approximately 600 high school students from 42 regional high schools, 200 college students, and more than 500 volunteers from employers in the Greater Cincinnati region.
- February 27, 2013 – Doug Arthur of Atos and Dan Dworkin consultant, met by teleconference with Gary Hoachlander, CEO of ConnectEd, Brett Stam (COO), Dave Yolander (ConnectEd Studios Director), and Rob Atterbury (Business Development Director) of the California Center for College and Career to continue progress toward a joint agreement between ConnectEd and LINK San Diego to license ConnectEd Studios for use as either the framework for or an application link on the LINK San Diego Network.
- February 28, 2013 – David Evans of Atos and Doug Arthur agree to provide IT mentors to the City of San Diego for their funding of the 2013 “Hire-a-Youth” program, rebranded as “CONNECT2Careers San Diego.” The program target of summer employment for 200 San Diego students, underwritten in part by the City of San Diego and in part by local employers, will incorporate mentors from Atos and other employers in career pathways and disciplines including IT, biotech, healthcare, engineering, and other domains.

\*Fiscal Year – July 1<sup>st</sup> through June 30<sup>th</sup>.

# Equal Opportunity Contracting Program IT Services Annual Status Report

## IMMEDIATE NEXT STEPS PLANNED:

1. Engage blueKiwi to configure a pilot instance for 100 users, branded as LINK San Diego, allowing Paul Webster and key stakeholders to begin using the system.
2. Secure funding for LINK San Diego rollout from the business community (est. \$250k for Year 1 efforts).
3. Establish a business relationship with ConnectEd to white-label their ConnectEd Studios environment and functionality so it can hang on LINK San Diego.
4. Deploy LINK San Diego to a pilot community of 100 users, distributor among employers, universities, service agencies, and high schools.
5. Build initial end user apps for use on the LINK San Diego Network, including a cybersecurity program by ESET, and internship job board by High Tech High, an electrical engineering career pathway curriculum with San Diego Gas & Electric, and others.

**ANNUAL INVOICING REPORT**

Prime Contractor: Atos \_\_\_\_\_  
 Fiscal Year: 2012 \_\_\_\_\_  
 Project Title: Atos Expenses From July 1<sup>st</sup> - Dec 31<sup>st</sup>, 2012 \_\_\_\_\_  
 Proposal Number: RFP-10015345 \_\_\_\_\_  
 Original Contract Amount: \$38,580,000 \_\_\_\_\_  
 Contact Person and Phone: David Evans 619-866-1044 or Ana Dedecic 619-623-0413 \_\_\_\_\_  
 Contract Amount to Date: \$4,611,002.04 \_\_\_\_\_

SUBCONTRACTORS / SUPPLIERS (List Names of all Subcontractors / Suppliers)	DBE, DVBE, WBE, ELBE, SBE, WOSB, HUBZone, OR SDVOSB*	Actual Start Date	Date of Last Invoice	Dollar Amount Paid This Month	Amount Invoiced to Date	CUMULATIVE AMOUNTS PAID TO DATE		ORIGINAL COMMITMENT		Change Order Paid This Month
						Dollar Amount	% of Contract	Dollar Amount	% of Contract	
SUBCONTRACTORS:										
VENDORS/SUPPLIERS:										
San Diego Regional Chamber of Commerce		Jan 2012	July 2012	N/A	\$10,500	\$10,500	N/A	N/A	N/A	N/A
Staples		Nov 2012	Nov 2012	N/A	\$512.42	\$512.42	N/A	N/A	N/A	N/A
Ace Parking		Aug 2012	Dec 2012	Dec \$510	\$2,550.00	\$2,550.00	N/A	N/A	N/A	N/A
TOTAL DBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL DVBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL WBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL ELBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL SBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL WOSB SUBCONTRACTORS / SUPPLIERS*										
TOTAL HUBZone SUBCONTRACTORS / SUPPLIERS*										
TOTAL SDVOSB SUBCONTRACTORS / SUPPLIERS*										
TOTAL AMOUNT PAID TO PRIME										

I certify under penalty of perjury that the foregoing is true and correct:

Authorized Signature \_\_\_\_\_ Printed Name / Title \_\_\_\_\_ Date \_\_\_\_\_  
 Form Title: MONTHLY INVOICING REPORT  
 Form Number: CC25  
 \*Certified by the City and/or a City approved Agency (Rev. 09/2012)

## Equal Opportunity Contracting Program IT Services Annual Status Report

Fiscal Year 2013\*

**Company Name:** Xerox State & Local Solutions, Inc

**Local Diversity & Outreach Coordinator:** Pete Reinagel \_\_\_\_\_  
(Name, Address and Phone #) 5975 Santa Fe Street \_\_\_\_\_  
San Diego, CA 92109 \_\_\_\_\_  
858-232-9230 \_\_\_\_\_

### Contract Information\*

Total Contract Value: \$ 15M in FY13

Total Subcontract Value: \$ 24,000 in FY13  
(please complete attached form)

### Status of Programs Specifically Developed for San Diego:

(Please list each Program and provide the activities completed)

1. Xerox State and Local Solutions, Inc was awarded the network services contract for the City of San Diego on June 26, 2012 with a start date of July 1, 2012. The status of our activities planned or completed is below.
2. We established a subcontract with Techmasters to provide consulting to the City Library on the eRate program. The subcontract was signed September 1 and we funded them up to \$24K this year. This enables the Library to gain about \$300,000 each year.
3. We recruited Precision Voice and Data Solutions to join the SLBE program and they recently qualified. We are funding Precision \$90K and now we're benefiting from their services in support of the Voice Over Internet Protocol (VOIP) transformation project. Precision is assisting with our installation of 9,000 new telephone handsets throughout City offices. This work will continue through 2013. This is a San Diego based woman-owned small business.
4. Xerox participated in the Small Business Workshop on September 26, 2012 in conjunction with Council Member Lori Zapf. We had a table staffed with senior representatives from both Xerox Services and Xerox Technology sectors.
5. Xerox hired two additional SDDPC staff members in February 2013 to support the City's requests for network and telephone service. This brings our total local hires to 22.
6. We are committed to hiring historically under-represented college interns to provide opportunities in a production IT environment. Since contract award, we focused on providing a seamless transition of all voice communications and data networking operations from SDDPC and implementing the VOIP telephone system. We will begin our intern program before the summer and we will be seeking qualified candidates. With the consent of the City's EOCP office, we would see more benefit in having a year-round college intern program vice just a summer program.

\*Fiscal Year – July 1<sup>st</sup> through June 30<sup>th</sup>.

**Equal Opportunity Contracting Program  
IT Services Annual Status Report**


7. *Xerox was also working on adding AT-Tech to City's SLBE program as a staffing resource.*
8. *As always, Xerox is happy to discuss this or any other related efforts with City staff.*

**ANNUAL INVOICING REPORT**

Prime Contractor: Xerox State & Local Solutions, Inc. \_\_\_\_\_  
 Project Title: City of San Diego, IT Services \_\_\_\_\_  
 Contact Person and Phone: Pete Reingel, 858-232-9230 \_\_\_\_\_  
 Fiscal Year: 2013 (through 12/31/12)  
 Proposal Number: 10015345-11-Z  
 Original Contract Amount: \$60,053,872.00  
 Contract Amount to Date: \$5,450,337.87

SUBCONTRACTORS / SUPPLIERS (List Names of all Subcontractors / Suppliers)	DBE, DVBE, OBE, MBE, WBE, ELBE, SLBE, W&SB, HUBZone, OR SDVOSB*	Actual Start Date	Date of Last Invoice	Dollar Amount Paid This Month	Amount Invoiced to Date	CUMULATIVE AMOUNTS PAID TO DATE		ORIGINAL COMMITMENT		Change Order Paid This Month
						Dollar Amount	% of Contract	Dollar Amount	% of Contract	
TECHMASTERS	Small Business	9/1/2012	12/31/2012	\$1,500	\$5,450.00	\$3,950.00	<1%	\$10,000 / year		
VENDORS/SUPPLIERS:										
AT&T		7/1/2012	12/22/2012	\$381,763.57	\$2,211,024.18	\$1,747,939.36	3%	\$3,416,088/year		
Cox Communications		7/1/2012	12/10/2012	\$18,492.23	\$106,986.68	\$74,280.75	<1%	0		
NEC		7/1/2012	12/26/2012	\$0	\$219,920.63	\$951.72	<1%	0		
Cable Inc		7/1/2012	12/20/2012	\$0	\$30,717.22	\$4,533.75	<1%	0		
Cisco		7/1/2012	10/07/2012	\$0	\$400.40	\$0	0%	0		
CDW		7/1/2012	12/06/2012	\$7,443.03	\$16,621.54	\$8,521.21	<1%	0		
Precision Voice & Data Solutions	<del>W&amp;SB, OBE</del> ELBE	1/24/2013	N/A	\$0	\$0	\$0	0%	\$90,000		
TOTAL DBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL DVBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL OBE SUBCONTRACTORS / SUPPLIERS										
TOTAL MBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL WBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL ELBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL SLBE SUBCONTRACTORS / SUPPLIERS*										
TOTAL W&SB, SUBCONTRACTORS / SUPPLIERS*										
TOTAL HUBZone SUBCONTRACTORS / SUPPLIERS*										
TOTAL SDVOBS SUBCONTRACTORS / SUPPLIERS*										
TOTAL AMOUNT PAID TO PRIME					\$5,450,337.87	\$5,817,882.18	9.7%	\$60,053,872		

I certify under penalty of perjury that the foregoing is true and correct:

Authorized Signature:  Pete Reingel, Program Executive  
 Printed Name / Title: Pete Reingel, Program Executive  
 Date: March 1, 2013

Form Title: MONTHLY INVOICING REPORT  
 Form Number: CC25  
 \*Certified by the City and/or a City approved Agency  
 (Rev. 09/2012)