

**The VIB Network webinar will begin at 1000 PST**  
***"New Opportunities in the Electric Utilities Sector -  
Transportation Electrification and Grid Modernization "***

About the VIB Network:

- Join the FREE VIB Network Directory
- Check the VIB Opportunity Board weekly
- Sign-up for the VIB newsletter for the latest events/opportunities
- Save the Date VIB Network National Conference: October 28 & 29 – San Diego

*We're on a mission to  
provide education, training,  
resources, outreach and  
support to help all Veterans  
in Business grow and  
succeed.*



**VIB**  
**NETWORK**

Veterans In Business  
Networking for  
Success

[www.VIBNetwork.org](http://www.VIBNetwork.org)

We're on a mission to provide education, training, resources, outreach and support to help all Veterans in Business grow and succeed.



## VIB Network National Conference \* San Diego \* October 28 & 29

- Host Hotel Kona Kai Resort
- Tactical Networking: Meet Corporations, Government Agencies & Prime Contractors
- Opportunity Expo
- Informative Workshops:
  - US Army Corps of Engineers
  - Getting Past the Gatekeepers to Win Corporate RFPs
  - And more to be announced!
- Above & Beyond Awards at the Air & Space Museum in Balboa Park
- Early Bird Available Now

[www.vibconference.com](http://www.vibconference.com)



[VIBconference.com](http://VIBconference.com)

A 501(c)3 nonprofit organization

"This was the best networking event I have ever attended."

- Kelly C. Kendall, MBA  
CEO & President KNS Strategic Services  
(VOSB/SDVOSB/DVBE)

### NATIONAL CONFERENCE

SAVE THE DATE: **October 28-29, 2019**  
SAN DIEGO, CA



**EXPERIENCE THE BEST VETERAN BUSINESS CONFERENCE!**

The VIB Network is excited to host the 3rd Annual National Conference in beautiful San Diego at the *Kona Kai Resort Hotel*. You don't want to miss this Veteran business conference designed to connect you to Corporations, Government Agencies and Prime Contractors. **Register Today!**

- **Tactical Networking** – Business Matchmaking
- **Socializing on the Sand** - Welcome Reception
- **Veteran Business Development Seminars**
- **Opportunity Expo** – Fun, Interactive Exhibiting
- **Meet Buyers Ready to Work with You**
- **Motivational Speakers and Informative Panel Discussions**
- **Above & Beyond Awards Banquet Dinner**

This conference is designed by SDVOSBs who understand the value of time, money and the power of networking

\*\*\*\*\*  
We're on a mission to provide education, training, resources, outreach and support to help all Veterans in Business grow and succeed

[www.VIBConference.com](http://www.VIBConference.com)



*We're on a mission to provide education, training, resources, outreach and support to help all Veterans in Business grow and succeed.*



## VIB Network Webinar Presenters:



**Alma McMaster**  
Sr. Program Mgr.,  
Supplier Diversity

Alma McMaster is a highly experienced Supplier Diversity and Supply Chain Management Professional with over 25 years of experience with established U.S. corporations. Currently, Alma is a Supplier Diversity and Development Senior Program Manager for Southern California Edison (SCE) and is responsible for partnering with Supply Chain and the business units to delivering successful sourcing and development initiatives designed to increase the participation of women, minority, service-disabled veteran and LGBT owned business enterprises (Diverse Business Enterprises) in procurement opportunities with SCE. Alma earned a bachelor's degree in Economics with a minor in Business Management from the University of California, Irvine.



**Jeffrey Rodriguez**  
Senior Advisor, Supply  
Chain Management

Jeffrey Rodriguez is senior advisor of Supply Chain Management at Southern California Edison (SCE), one of the nation's largest electric utilities. In this role, Rodriguez leads a procurement team to support the acquisition of goods and services for SCE's Grid Modernization and Transportation Electrification programs. Rodriguez's procurement experience spans from the Public Utilities sector to the Aerospace Industry. Rodriguez has served as a Supply Management liaison in educating, promoting and defending the fair and equitable procurement practices with Government, Federal and State Agencies. Rodriguez has dedicated over 10 years in providing mentorship, coaching, career guidance and support for transitioning Military personnel and Supply Management working professionals. Rodriguez is a Post 9/11 Navy Veteran in which he served two tours of duty overseas. Rodriguez earned a Master of Science in Human Resources and a Master of Business Administration in Supply Management from the University of La Verne.



SOUTHERN CALIFORNIA  
**EDISON**

Energy for What's Ahead®

# Energy for What's Ahead

*Our Transportation Electrification Pathway*

**Jeffrey Rodriguez**

Senior Advisor, Supply Chain Integration

June 20, 2019



# About Southern California Edison

**VISION:** Lead transformation of electric sector and redefine what it means to be a utility.

**MISSION:** To safely provide reliable, affordable and clean power to customers.

- One of the largest electric utilities in the United States.
- Serves approximately 15 million customers.
- 50,000 square-mile territory in central, coastal and Southern California.
- Leader in renewable energy and energy efficiency.
- Nearly 40 years of diverse supplier inclusion.
  - \$2.13B or 46.73% spent with diverse firms in 2018
  - Operates in compliance with CPUC's **General Order 156**





# About General Order 156 (GO 156)

**PURPOSE:** Ensure CA Public utilities submit verifiable plans to increase procurement with women-owned, minority-owned, disabled veteran-owned and LGBT-owned business enterprises' (WMDVLGBTBEs)

## COMPONENTS:

- Target Spend Goal, 21.5%:
  - 15% minority
  - 5% women
  - 1.5% Disabled Veteran
- Subcontracting program
- Outreach
- Development
- Certification
  - CPUC Supplier Clearinghouse
  - SBA (8a)
  - DGS – CA (Disabled Veteran)
- Annual Report/Plan
- Annual En Banc (public hearing with CPUC)



# New Rules for Engagement

Imagine a business environment where the procurement process is primarily automated with limited human interaction

*How would you sell your expertise and innovation?*



- **Become Discoverable**
  - Register in clients database (SCE uses Ariba)
  - Join Organizations/Attend Events/Network
  - Maintain DBE Certifications
- **Develop Capabilities**
  - Research Industry Forecasts
  - Align with future products, services, solutions
  - Get training and certifications
- **Deliver Value**
  - EXCELLENCE is the floor, not the ceiling
  - Competitive Pricing, Great Quality/Service, Safety



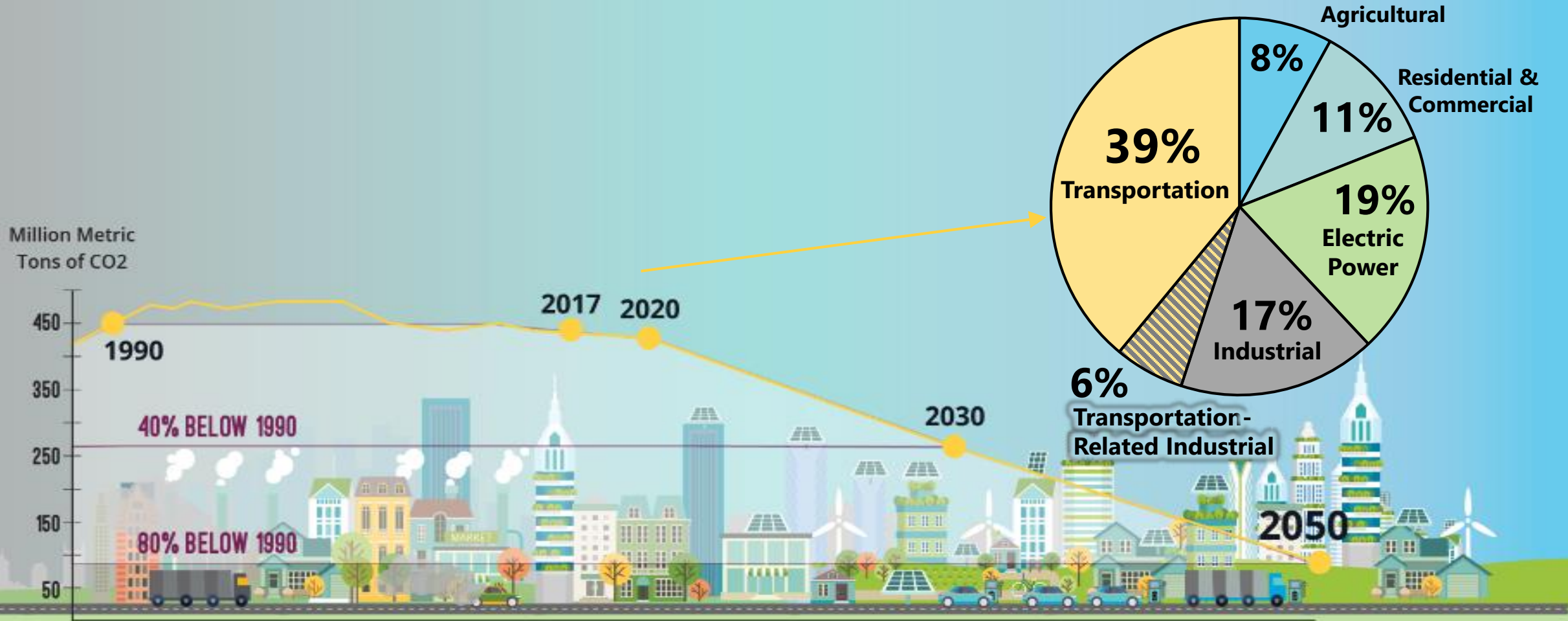
A silver electric car is shown from the side, parked at a yellow charging station. The car's charging port is open, and a charging cable is plugged in. The background features green foliage and a clear sky. A yellow semi-transparent box is overlaid on the left side of the image, containing text.

## **We're Driving The Agenda:**

- **What is the Utility's vision in Electrification and Modernization**
- **What types of service and material suppliers will be needed**
- **Forthcoming Bidding Opportunities**
- **Open Forum Discussion**

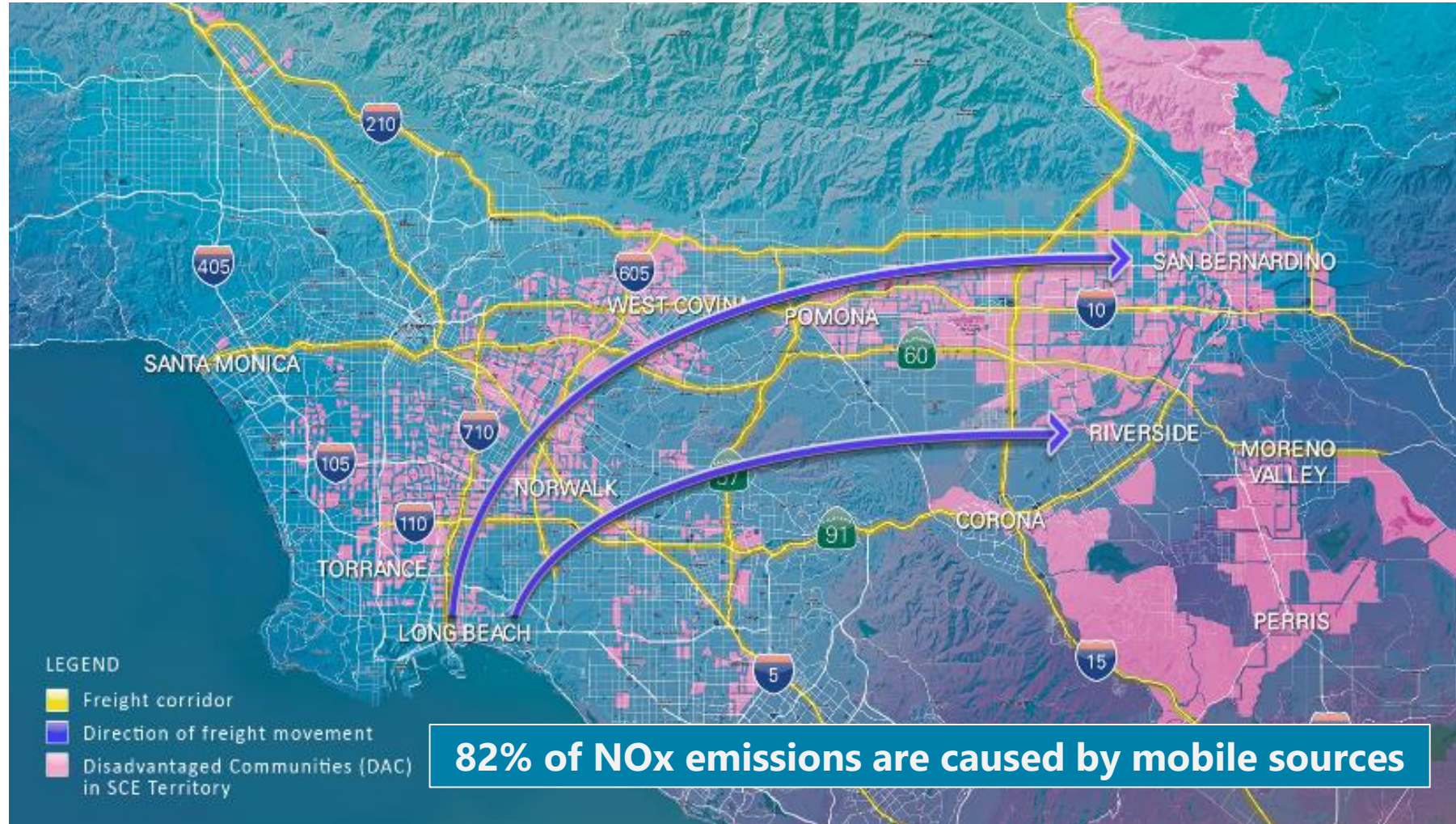


# California's GHG Emissions Reductions Goals



If we want to get to **zero emissions**, eventually we have to **replace** many of the things we rely on today that require combustion.

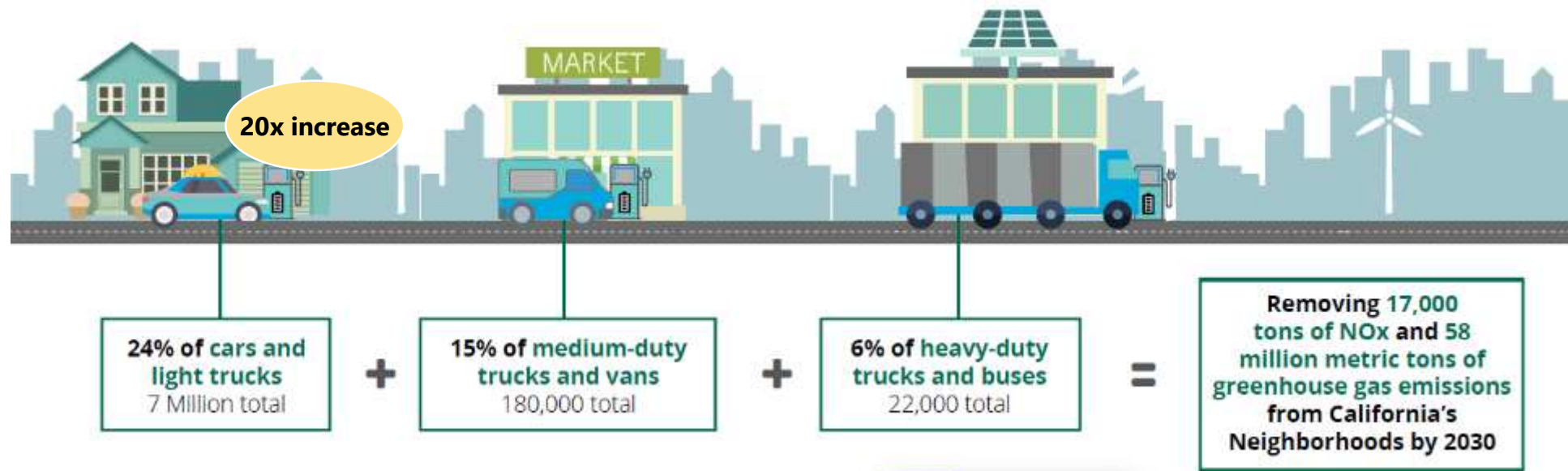
# Vehicle pollution impacts a concentrated number of communities disproportionately



Note: Communities are considered DACs if they are in the worst quartile of environmental & economic burden, as evaluated by the California EPA using CES 3.0. Freight corridors.



# Transportation Electrification Pathway to 2030

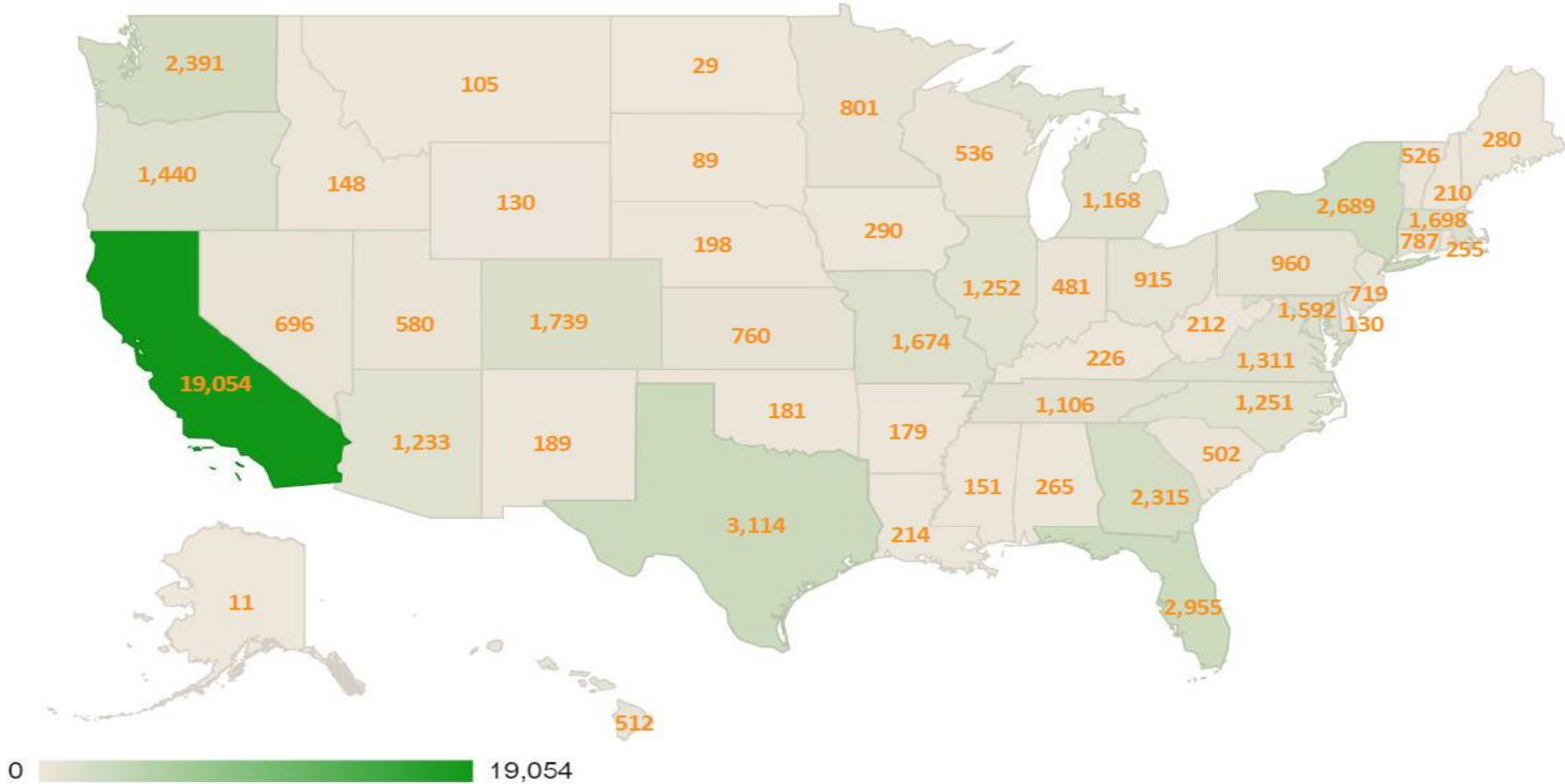


Clean Power and Electrification Pathway  
white paper available at:  
[sce.com/pathwayto2030](https://www.sce.com/pathwayto2030)

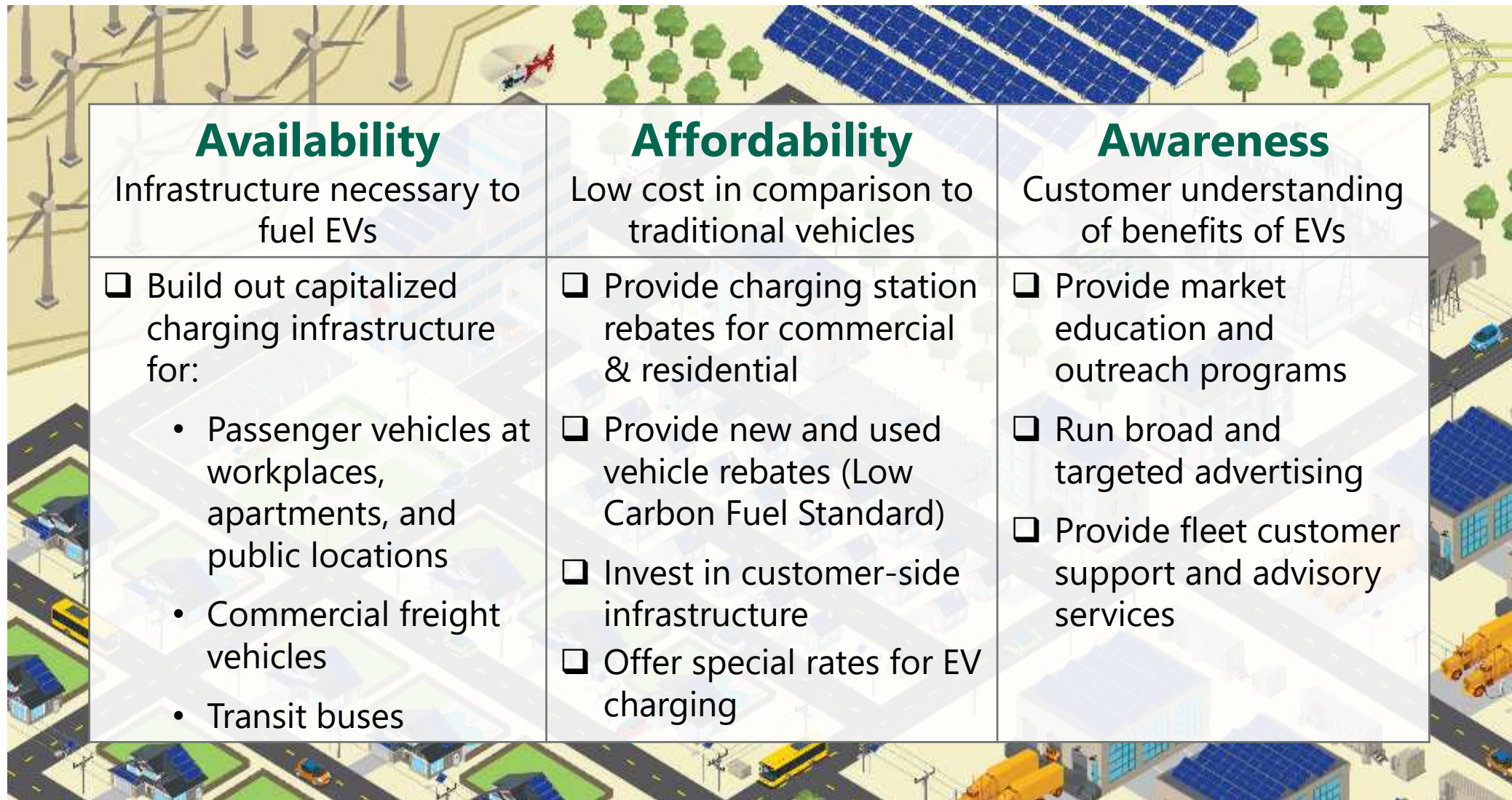




# 59,737 Public Charging Stations in the US



# SCE's role: availability, affordability, & awareness



<b>Availability</b> Infrastructure necessary to fuel EVs	<b>Affordability</b> Low cost in comparison to traditional vehicles	<b>Awareness</b> Customer understanding of benefits of EVs
<ul style="list-style-type: none"><li><input type="checkbox"/> Build out capitalized charging infrastructure for:<ul style="list-style-type: none"><li>• Passenger vehicles at workplaces, apartments, and public locations</li><li>• Commercial freight vehicles</li><li>• Transit buses</li></ul></li></ul>	<ul style="list-style-type: none"><li><input type="checkbox"/> Provide charging station rebates for commercial &amp; residential</li><li><input type="checkbox"/> Provide new and used vehicle rebates (Low Carbon Fuel Standard)</li><li><input type="checkbox"/> Invest in customer-side infrastructure</li><li><input type="checkbox"/> Offer special rates for EV charging</li></ul>	<ul style="list-style-type: none"><li><input type="checkbox"/> Provide market education and outreach programs</li><li><input type="checkbox"/> Run broad and targeted advertising</li><li><input type="checkbox"/> Provide fleet customer support and advisory services</li></ul>



# Progress made electrifying transportation

## Passenger Vehicles

In Progress



440,000 EVs registered in CA, 50% of US total

SCE provides \$450 rebate per vehicle purchased including used EV sales, distributed 50,000 rebates to SCE customers since July 2017

## Charging Stations

In Progress



1,250 Level 2 ports installed by SCE through Charge Ready by y/e 2018 at 78 sites, \$22 Million.

Up to 25 DC fast chargers underway in urban areas, \$4 Million

## Transit Vehicles

In Progress



At least 30 charge ports will be installed by SCE at several transit agency sites, \$4 Million.

## Port Transportation

In Progress



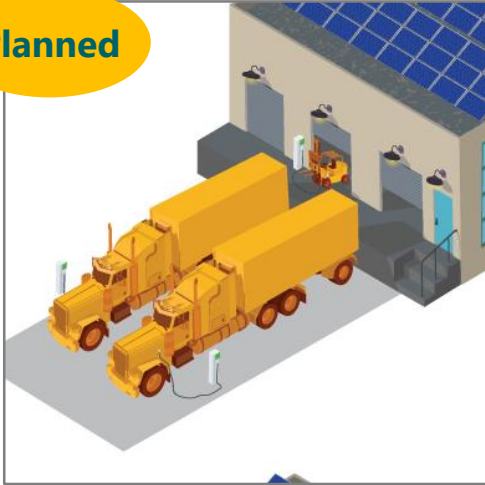
Nine rubber tire gantry cranes will be electrified and 20 charging stations for yard haulers will be installed. Construction will start in Q4 2018.



# Accelerating electrification across multiple sectors

## Medium- & Heavy-Duty

Planned



\$356 Million approved for 870 sites to convert 8,490 vehicles.

## Transit

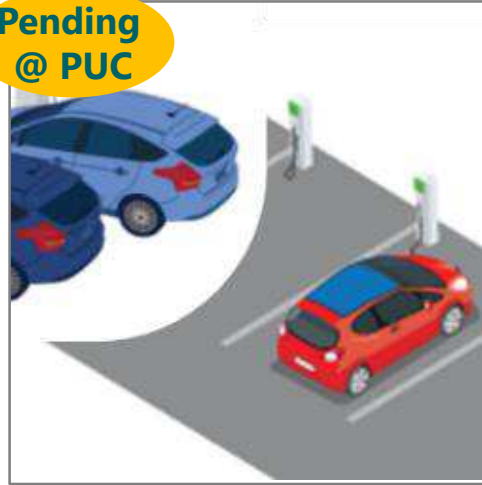
Planned



Transit customers will be included in the Medium- & Heavy-Duty program.

## Workplace & Public

Pending @ PUC



Deploy 32,000 Level 2 ports at 3,200 sites and install an additional 200 DC Fast Chargers. New construction rebate for 16,000 ports.

*Requires approval by PUC*

## At Home Charging

In Progress



\$500 to \$1,500 rebate to offset home wiring installation costs for approx. 4,000 homes.

# SCE's TE & Grid Modernization Procurement Needs

Commodity/Service	Requirements
<ul style="list-style-type: none"> <li><input type="checkbox"/> General Contractors for charging station infrastructure/installations:               <ul style="list-style-type: none"> <li>• Passenger vehicles at workplaces, apartments, and public locations</li> <li>• Commercial freight vehicles</li> <li>• Transit buses</li> <li>• Build &amp; Design Opportunities</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li><input type="checkbox"/> General Contractors B License &amp; C-10 License</li> <li><input type="checkbox"/> IBEW Union</li> <li><input type="checkbox"/> EV Installer Training Program (EVITP) certified (preferred)</li> </ul>
<ul style="list-style-type: none"> <li><input type="checkbox"/> Statewide Clean Fuel Program               <ul style="list-style-type: none"> <li>• Program Implementer to manage EV rebates for the State of CA at the point of sale of an EV purchase</li> <li>• Program Auditor opportunity</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Experience managing large-scale programs with funding in excess of \$100 million</li> </ul>

# Join us on this ride.

## Jeffrey Rodriguez

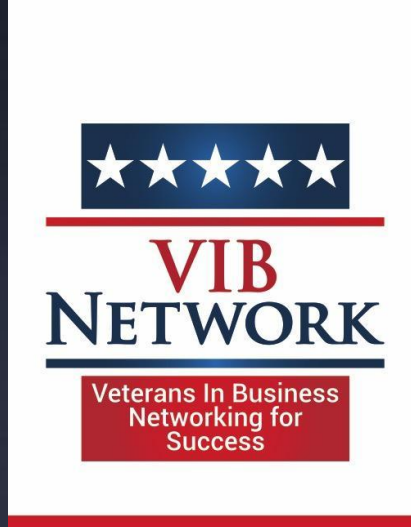
Senior Advisor, Supply Chain Integration  
Southern California Edison

Interested Suppliers, send email/company  
information to: [SC-TE@sce.com](mailto:SC-TE@sce.com)

For inquiries on SCE's Supplier Diversity Program  
send an email to:  
[supplierdiversitydevelopment@sce.com](mailto:supplierdiversitydevelopment@sce.com)







Thank you for attending:

***"New Opportunities in the Electric Utilities Sector -  
Transportation Electrification and Grid Modernization "***

This webinar will be emailed directly to you or  
you can access it on the VIB website by Friday, June 21st.

- Keep an eye out for future webinars
- Remember to Join the VIB Directory
- Register for the VIB Network National Conference in San Diego

[www.VIBNetwork.org](http://www.VIBNetwork.org)