

## Diversifying Initiatives

Ask Dave Steward, chairman of Telcobuy.com, what his company's relationship with AT&T means to him, and he won't hold back.

"AT&T has played a big role in our success," he said. "We started off with five employees, so it meant everything when AT&T awarded us our first big contract. AT&T is one of our largest clients and supporters."

Since that original contract, Telcobuy has delivered an array of supply chain services, programs and IT products for AT&T across the US.

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Chairman of Telcobuy.com

### Plan Ahead

- **Telcobuy understands that today's advanced technologies, when properly planned, procured and deployed can reduce costs, increase profitability and ultimately improve a company's ability to effectively serve their customers.**

#### AT A GLANCE: Telcobuy.com LLC

- **Industry:** Value-added reseller, Distribution of network infrastructure, access and IT products
- **Founded:** 1990
- **# of Employees:** 1,500
- **Locations:** 8
- **Certifications:** Certified as a Minority Business Enterprise — MBE, ISO 9001 and TL9000
- **Notable Awards:** 2010 AT&T Supplier of the Year Award

One of the more significant programs involves equipment procurement and logistics for AT&T Mobility — a logistics program for managing the distribution of cell site electronics for all 50 states and Puerto Rico. Telcobuy also supplies products to AT&T for both wireline and wireless applications and supports the configuration of computer products before they are delivered to AT&T users.

"Bottom line, we've grown from a very small business into a nearly \$4 billion company in 20 years," said Chester Gloyd, vice president of program management for Telcobuy, who estimates Telcobuy employs approximately 400 employees who support AT&T.

Telcobuy.com has also successfully included diversity suppliers in their supply chain — spending more than \$57 million with minority-, women- and disabled veteran-owned companies since 2001.

"AT&T is serious about diversifying its supply chain, in the sense of having diverse thought, perspectives and experiences," says Steward. "In my opinion, that makes them more competitive globally. We're working to adopt many of the diversity initiatives that AT&T has, in helping smaller companies develop through AT&T's model — and that makes us a better company."

**Rethink Possible**

