

Supplier Diversity and Development



2004 Annual Report

DRIVING COMPLIANCE AND COMPETITION



Mentoring Success

Supplier Mentoring Program

Georgia Power created the Supplier Mentoring Program in 1997 to help educate potential suppliers about opportunities to do business with the company. Twenty companies participated in the award-winning program in 2004, earning \$5 million of business with Georgia Power business units.

The mentoring program cultivates and expands business relationships between minority and female suppliers and company representatives. Company

representatives also work to develop and seek internal opportunities for mentored suppliers.

The program pairs business owners with Georgia Power representatives. The Georgia Power representatives are responsible for making sure suppliers are aware of potential bid opportunities and have met all the steps necessary to qualify for submitting a successful proposal. Participating suppliers are expected to supply a quality product or service in a timely manner and at a competitive price.

Computer Cabling of Georgia

George Amos knows what it takes to be a successful supplier for Georgia Power: good performance, attention to detail, the right product direction and a reputation for fair prices and high customer satisfaction.

That philosophy has enabled his company, Computer Cabling of Georgia (CCG), to increase its business with Georgia Power by more than 1,300 percent since 1995.

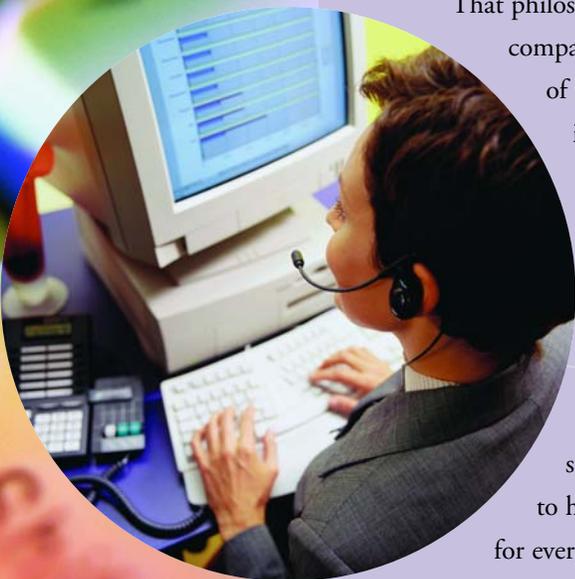
Amos, who is president of CCG, is quick to note that his company's success wasn't just handed to him. "We've worked hard for everything we've got," he said. "Being awarded a contract from

a big company is one thing. Establishing good customer relations, delivering goods as promised, and having competitive prices has proven to be the real reason for our success."

CCG provides fiber optic, voice communication networking products, and audio and video teleconferencing services to hundreds of businesses throughout the United States and the world.

Yet the success CCG is experiencing today almost didn't happen.

"After working for two other companies providing similar services, a friend of mine and I decided we could do a better job so we started this company in 1992," said Amos. "Our first three years were lean and we struggled to make ends meet. Then, as we acquired experience and business savvy, we began targeting larger companies throughout the state and country. One of the first big businesses we approached was Georgia



Power because we had heard it had a strong minority vendor program.”

Having a contact at Georgia Power was one thing. Getting the company’s regular business was another. Early on, CCG found opportunities limited. After its first year, CCG only landed \$4,000 worth of business with Georgia Power. The next two years brought in even less. But then, through CCG’s continued good performance, things began to turn around.

“I bought out my partner in 1995 and changed the focus of CCG where we would pursue larger companies and government contracts,” said Amos.

The refocus paid off. In 1996, business with Georgia Power exceeded \$13,000. In 1999, it surpassed \$21,000 and by the end of 2001, it reached \$42,500.

In 2003, CCG was selected to be part of Georgia Power’s mentoring program.

“The mentoring program is a win-win for all parties,” said Anita Pettus, a supplier development consultant with Georgia Power, who has worked closely with Amos since he entered Georgia Power’s mentoring program last year. “Because of his excellent prices, products and services, we’ve been able to introduce George and his company to several buyers at other companies within the Southern Company family and it’s paid huge dividends for George.”

As an example of Georgia Power’s commitment to mentoring suppliers, Amos recalled his introduction to buyers at Alabama Power. “Anita actually drove my team to Birmingham one day to meet with the employees at Alabama Power,” said Amos. “After we gave our presentation, we soon were awarded contracts to supply that company with goods and services. Since then, we’ve developed a terrific working relationship with Norm McMillian (SCS materials and warehouse specialist), and our business with Alabama Power is booming. Now we’ve also begun to fill contracts with Mississippi Power and at other business units within Southern Company.”

Last year, CCG saw its spending with Georgia Power surpass \$55,700. “Our future is looking really bright,” said Amos. “And we owe a large amount of that success to the opportunities Georgia Power has given us. In the world of minority businesses, there’s not a better organization supporting our efforts than Georgia Power. We truly appreciate all it does.”



George Amos, president of Computer Cabling of Georgia, became part of the Supplier Mentoring Program in 2003. The experience has helped his company win contracts with other Southern Company affiliates.