



Tellabs[®] ProPartner[™] Supplier Diversity Alliance Program





The Tellabs Commitment to Supplier Diversity

Tellabs helps seamlessly advance existing networks into the next generation. We draw on deep industry expertise to create advanced telecommunications solutions that meet end-customers' long-term needs.

To do so, we rely on contributions from a diverse workforce and supplier base. Our policy of encouraging and supporting diversity creates opportunities that benefit our customers, our communities and our business. The Tellabs® ProPartner™ Supplier Diversity Alliance Program is our initiative for integration and retention of certified Minority, Women and Disabled Veteran Business Enterprises (M/W/DVBE) in companywide contracting and procurement activities.

To help us learn more about your business and its capabilities, we invite you to visit the Tellabs ProPartner Supplier Diversity Alliance Program website at www.tellabs.com/about/propartner/ for full details about how to qualify for and participate in the program.

The Tellabs pledge to ProPartners:

- Fair opportunities to present products and services
- Accurate and prompt responses
- Procurement decisions based on value
- Fair and competitive pricing
- Highest ethical standards of integrity, honesty, professionalism and confidentiality
- Business focus that ensures mutual benefits
- Commitment that supports mutual success

Tellabs Supplier Diversity — Partnering for Mutual Benefits and Success



Key Questions & Answers

What is certification?

Certification is a written verification and determination that a firm is small, independently owned and controlled, in both substance and form, by one or more socially and economically disadvantaged individuals.

How does my company become certified?

A company becomes certified by contacting one of the third-party certifiers listed in the “Resources” section of the Tellabs ProPartner Supplier Diversity Alliance Program website and requesting a M/W/DVBE certification package.

What certifications does Tellabs accept?

Tellabs accepts the following certifications:

- Regional-level National Minority Supplier Development Council Certification and regional-council National Minority Supplier Development Council Certification
- Disadvantaged Business Enterprise (DBE) Certification from the U.S. Department of Transportation and state departments of transportation
- California Public Utilities Commission (CPUC) — formerly WMBE Clearinghouse
- Section 8(a) Certification and Small, Disadvantaged Business (SDB) Certification from the Small Business Administration
- Women’s Business Enterprise (WBE) Certification from the Women’s Business Enterprise National Council (WBENC)
- Disabled Veteran Business Enterprise (DVBE) Certification from the State of California, Department of General Services, Office of Business Certification and Resources
- MWBE Certifications from other state, local or transit agencies

Is certification required to do any business with Tellabs?

No. Certification is only required to do business with Tellabs under the Tellabs ProPartner Supplier Diversity Alliance Program initiative.

Does certification ensure business with Tellabs?

No. While Tellabs is fully committed to providing contracting and procurement opportunities to certified M/W/DVBE firms, all contract awards are based on Tellabs Global Sourcing and Supplier Management policies. The Tellabs ProPartner Supplier Diversity Alliance Program is designed to ensure that M/W/DVBE firms have the opportunity to compete with all suppliers on an equal basis.

A Partnership Opportunity for Your Business

Tellabs endeavors to partner with the “best of the best” suppliers who focus on improving our competitive advantage. Tellabs has taken an aggressive approach to achieve a diverse supplier base through:

Supplier Purchasing

Direct

Purchasing materials and services from M/W/DVBEs that are directly related to the production and deployment of products in the Tellabs product portfolio, including:

- Acceptance testing and turn-up
- Components manufacturing and assembly
- Design and engineering
- Installation
- Network construction
- System integration
- Transportation
- Warehousing

Indirect

Purchasing supplies and services used in the day-to-day operations of Tellabs. These purchases include, but are not limited to:

- Advertising and public relations
- Apparel
- Building construction
- Building maintenance
- Computer equipment and supplies
- Consulting
- Copier equipment and supplies
- Courier and mail services
- Data processing
- Education and training
- Electric and electronic products
- Furniture and fixtures
- Industrial chemicals
- Information technology services
- Landscaping
- Miscellaneous paper and plastic products
- Office equipment and supplies

- Other business services
- Printing and duplicating services
- Promotional items
- Relocation and moving
- Safety equipment and supplies
- Temporary employment
- Tools
- Transportation services
- Video equipment and supplies

Supplier Development

Supplier development is an innovative approach designed to strengthen the participation of certified M/W/DVBEs in contracting activities and ensure the availability of a sufficient number of qualified suppliers. Supplier development programs offer opportunities for both established ProPartners who seek to expand their present capacity, as well as less experienced suppliers who require additional training and assistance.

Supplier development relationships exist via:

- *Partnering* — Strategic alliances between Tellabs and M/W/DVBE firms on one or more projects to win contract(s), service or manage contract(s) or develop product(s) or service(s).
- *Mentoring* — Mentor/protégé relationships in which Tellabs provides technical and management expertise with M/W/DVBE firms in an effort to assist in their development and/or the expansion of their business.

Value-Added Resellers

Tellabs has implemented a Value-Added Reseller (VAR) program as a cost-effective and efficient means of deploying selected products. Tellabs gains added value in the deployment process by leveraging suppliers who can provide unique and quantifiable business solutions, such as reduced costs, reduced cycle time or customization. M/W/DVBE firms seeking involvement in the VAR program must have the capacity and capability to purchase, perform detail engineering, warehouse, stage, install, program manage, acceptance test, and/or turn-up the product/system.

Applying for Participation

To apply for participation in the Tellabs ProPartner Supplier Diversity Alliance Program, you must provide the following information:

- A completed Tellabs Supplier Diversity Profile form (may be completed and submitted online at www.tellabs.com/about/propartner/diversityprofile.cfm)
- Current Disadvantage Business Enterprise (DBE), MBE, WBE and/or DVBE Certification
- Marketing materials (brochures, catalogs, data sheets, etc.)
- Capabilities statement
- List of current and past clients, with descriptions of work performed

To preserve the reputation for product quality, reliability and on-time delivery that Tellabs has built in more than 30 years of serving the world's largest telecommunications providers, we expect our suppliers to mirror those strengths. Tellabs requires on-time delivery of the highest quality materials and services, as well as competitive pricing to help us maintain the lowest possible costs and highest possible value for our customers. ProPartners should be flexible and capable of absorbing unexpected scheduling changes.

Tellabs seeks ProPartners who generate innovative and creative ideas that reduce costs, lead times and inventory, as well as continuously improve their processes to increase their value.





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