

EXHIBIT G

VA-191201-CXCM

Appendix B - Supplier Procurement and Subcontracting Plan

All small businesses must be certified by the Commonwealth of Virginia, Department of Small Business and Supplier Diversity ("DSBSD") by the contract award date to participate in the SWAM program. Certification applications are available through DSBSD online at <http://www.sbsd.virginia.gov/>.

Supplier Name: Cox Virginia Telcom, LLC d/b/a Cox Business ("Cox")

Preparer Name: Susan Michalski **Date:** 9/10/2019

Instructions

- A. If you are certified by the DSBSD as a small business or as a micro business, complete only Section A of this form. This shall include DSBSD-certified women, minority, or service-disabled veteran-owned businesses when they have received DSBSD small business certification.
- B. If you are not a DSBSD-certified small business, complete Section B of this form.

Section A

If your firm is certified by the DSBSD, are you certified as a (**check all that apply**):

- ☐ Small Business
- ☐ Small and Women-owned Business
- ☐ Small and Minority-owned Business
- ☐ Small Service Disabled Veteran-owned Business
- ☐ Micro Business
- ☐ Micro Business and Women-owned Business
- ☐ Micro Business and Minority-owned Business
- ☐ Micro Service Disabled Veteran-owned Business

Certification Number: _____

Certification Approval Date: _____

Certification Expiration Date: _____

Section B

Populate the table below to show your firm's plans for utilization of DSBSD-certified SWaM businesses and Non-SWaM businesses directly performing the Requirements of this contract. This shall not exclude DSBSD-certified micro businesses or women, minority, or service disabled veteran-owned businesses when they have received the DSBSD small business certification. Include as well businesses that ARE NOT SWaM businesses that will be utilized in directly performing the Requirements of this contract. Include plans to utilize small businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc.

Small Business Name & Address DSBSD Certificate # (Leave certificate number blank if Non-SWaM)	Status if Small Business is also: Women (W), Minority (M) Service-Disabled Veteran (D), Micro Business (O) Non-SWaM (NS)	Contact Person, Telephone & Email	Type of Goods and/or Services
Full Circle Concepts II, LLC 4560 South Blvd Suite 205, Virginia Beach VA 23452	Women (W)	Tim Hinson/Barbara Hudson (757)531-5888 / (757)531-5396 timh@fullcirclecon.com / bhudson@cox.net	Fiber Installations / Repair / Builds
Genesis Fiber Optic Splicing, Inc. 3932 Holland Blvd Chesapeake VA 23323	Veteran (V)	Paul Coleman/Kent Coleman (757) 639-3181 / (757) 449-2639 paul@gfosinc.com / kent@gfosinc.com	Fiber Installations / Repair / Builds
Light Tech Inc. 2522 Alabama Ave Norfolk VA 23513		Edward Britt/Shep Miller (757) 419-1650 / (757) 578-5000 edward.britt@lighttechfiber.com / shep.miller@tridentuc.com	Fiber Installations / Repair / Builds
East Coast Communications of Virginia 3737A Holland		Bill Brown/Kelly Temple (757) 438-0694 / (757)673-3552	Fiber Installations / Repair / Builds

Boulevard, Chesapeake, VA 23323		bill@eccov.hrcovmail.com / Kelly@eccov.hrcovmail.com	
Baker Installations 2429 Bowland Pkwy Virginia Beach, VA 23454		Chad Baker / John McDaniel (412) 302-8112 / (757) 286-6496 chabaker@baker-installations.com / jmcdaniel@baker-installations.com	Fiber Installations / Repair / Builds
WCC Cable Inc 441 Network Station Unit D Chesapeake, VA 23320	Women (W)	Theresa Cooper / Warren Cooper (540) 379-3760 / (540) 848-2090 tcooper@wcccable.com / Wcooper@wcccable.com	Fiber Installations / Repair / Builds
Fiber Network Services (FNS) 8610 Virginia Meadows Dr; Manassass VA 20109		Greg Noles (706) 829-7930 gnoles@fibernetworkservices.com	Fiber Installations / Repair / Builds
FiberTechnologies 11609 Shannon Dr, Fredericksburg, VA 22408		Doug Myers (540) 419-3353 Dmyers@ftsolutions.com	Fiber Installations / Repair / Builds
Truenet 7666 Blanding Boulevard Jacksonville, FL 32244		Mark Lampke (904) 610-9981 mlampke@truenetcommunications.com	Fiber Installations / Repair / Builds
SWaM Overall Commitment Percentage Please state here the overall commitment percentage for DSBSD-certified SWaM businesses directly performing the Requirements of this Contract: Note: The percentage above ONLY APPLIES to DSBSD-certified SWaM businesses who are directly performing the Requirements of this Contract. Do not include in the percentage any businesses performing the Requirements of this Contract that are non-SWaM businesses.		Cox Response: Cox provides services and is not a DSBSD-certified business. As such, there is limited opportunity to provide significant overall contract value through qualified subcontractors. Our typical total contract value opportunity for DSBSD subcontractors is less than 1%. Qualified participation is limited to the areas of support in performing certain aspects of installation, construction,	

	<p>maintenance and support of this contract and may include associated business opportunities in marketing, office administration and others in support directly and indirectly of VITA and other Cox customers. Cox maintains an aggressive diversity program with individual system and qualifying subcontractor category goals. Cox actively recruits qualified subcontractors for participation in our program. See attached Cox Supplier Diversity Program and our list of currently available qualified subcontractors.</p>
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**** Cox includes the attached additional information on its substantial diversity efforts.****

Cox has spent more than 3.5 billion dollars with diverse suppliers over the past decade. This year, we want to build on the success. Cox set a goal of spending \$700 million with companies that incorporate diverse vendors into their supply chain as well as companies owned and operated by women, minorities, veterans, disabled veterans, members of the LGBTQ community or people with disabilities.

Field Operations Vendor Management (FOVM) is one Cox organization that's focused on driving diversity through the supply base. FOVM selects and manages vendor companies whose technicians install and repair our Internet, video, phone and security products in homes and businesses. Currently, FOVM has 12 certified diverse vendors and two vendors in the pipeline who are applying for certification. Working in partnership with Supply Chain Management (SCM), our FOVM team sets targets for spending with diverse vendors; increasing the number of certified Cox diverse vendors; and encouraging vendors to diversify their supply chain (Tier 2 spending)."