

**Disabled Veteran Enterprises:  
OFFERING THE TOTAL PACKAGE**

When SCE's contract for office supplies was coming due, a Supplier Diversity and Development manager approached Tom Schultz and asked if his office supply firm, Disabled Veteran Enterprises (DVE), was interested in bidding on the new contract.



The SCE representative, who previously met Schultz at an Elite Service Disabled Veteran-Owned Business Network event, provided guidance to ensure the firm's certification was up to date and insurance requirements were met.

**Schultz put together a bid and "based on the total package of pricing and service, we were awarded the contract to supply the company with all of its**

**office supplies," he says, noting his disabled veteran-owned firm offered substantial cost savings to SCE. "In at least one product, the savings were well over \$100,000."**

Schultz, a U.S. Army veteran who was wounded during the Vietnam War, bought the company in 2004. At the time, it was known as Toner Cartridge Service and was focused on selling recycled toner cartridges. Today, DVE offers a full range of office and janitorial products and has a technology division that sells HP, Xerox and other IT products. The firm has offices in San Francisco and Denver with distribution facilities in Southern and Northern California.

When it comes to supplier diversity, "Edison walks the walk," says Schultz, who saw the company's commitment firsthand when he met with SCE's vice president of Supply Management. "When you have SCE executives willing to spend time with you, it's pretty amazing. SCE looks for new opportunities with diverse companies and provides the support that very few Fortune 500 companies offer."

Tom Schultz's firm, Disabled Veteran Enterprises, was awarded a contract to supply SCE with all of its office supplies. The disabled veteran-owned firm offered significant savings to SCE (Schultz is pictured above).

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**Building for Sustained Value**

**Supplier Diversity 2011 Annual Report / 2012 Annual Plan**

**and Supplier Diversity Performance**

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