



# Doing Business with TVA

## Supply Chain, TVA



SUPPLIER  
RELATIONS



# Tennessee Valley Authority

“A Corporation clothed with the power of government but possessed of the flexibility and initiative of a private enterprise.”

- Franklin D.  
Roosevelt



# Our VISION



ONE OF THE NATION'S **LEADING** PROVIDERS OF **LOW-COST**  
AND **CLEANER ENERGY** **BY 2020**



Low Rates



Cleaner Air



High Reliability



More Nuclear Generation



Responsible Stewardship

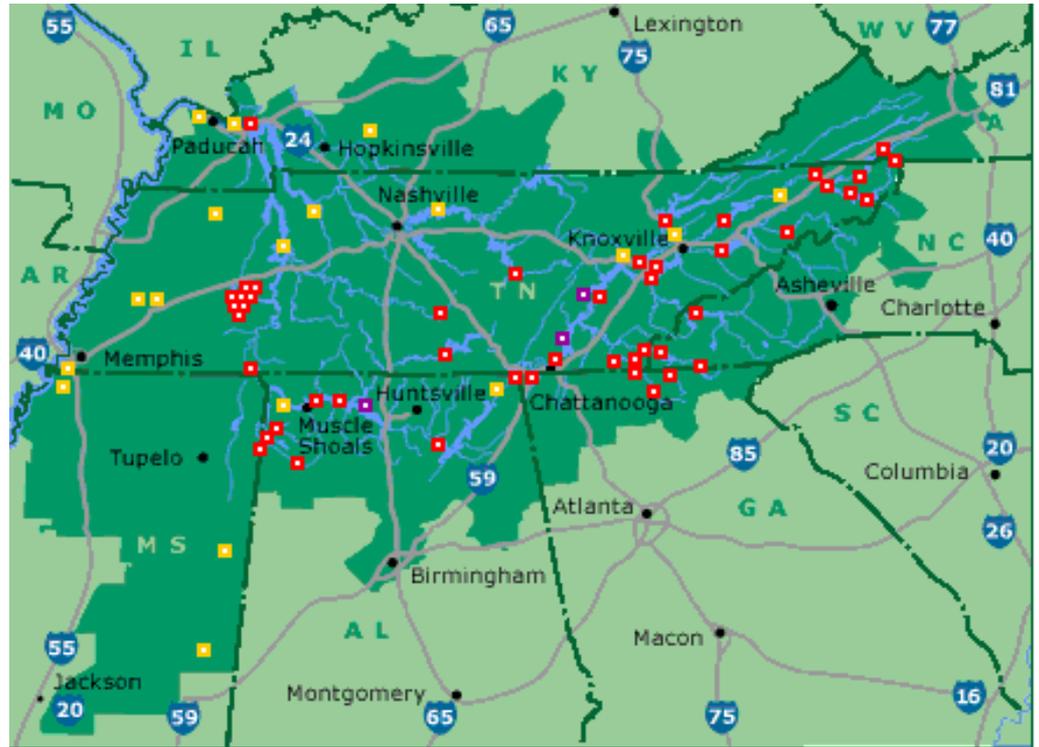


Greater Energy Efficiency



# Generating Facilities

- 3 nuclear plants (6 units)
- 11 coal-fired plants (48 units)
- 9 simple-cycle natural gas plants (87 units)
- 4 combined-cycle natural gas plants (11 units)
- 29 hydro plants (109 units)
- 16 solar energy sites
- 1 wind energy site
- 1 methane co-fired site
- 1 biomass co-fired site
- 16,000 miles of transmission line



# Balanced Energy Portfolio



# Supply Chain Organization

**Vice President  
Russ Steward**

<b>Director, Category Management</b>	<b>Director, Contracts</b>	<b>Sr. Manager, Knowledge &amp; Analytics</b>	<b>Director, Materials &amp; Transportation Mgmt</b>	<b>Director, Supply Chain Major Projects</b>
<b>Mindy Holden</b>	<b>Francine Brown</b>	<b>Gene Tilley</b>	<b>Jon Holztrager</b>	<b>Duane Olcsvary</b>
Achieve strategic excellence & deliver breakthrough value	Manage contracts excluded from Category Management	Lead strategic initiatives and build functional knowledge	Optimize inventory, improve fleet and transportation	Provide strategic supply chain support to NGD&C
<ul style="list-style-type: none"> <li>•Fleet wide category management sourcing strategy</li> <li>•Total cost of ownership</li> <li>•Standardization</li> <li>•Commodity expertise</li> <li>•Supplier relations and diversity</li> </ul>	<ul style="list-style-type: none"> <li>•Purchase order tasks</li> <li>•Major project and outage support</li> <li>•BU specific support and interface</li> <li>•P-cards and alt. procurement methods</li> <li>•24/7 support to Bus</li> </ul>	<ul style="list-style-type: none"> <li>•Knowledge/training</li> <li>•Data analytics</li> <li>•Performance Management</li> <li>•Benchmarking and market intelligence</li> <li>•Compliance and risk management</li> </ul>	<ul style="list-style-type: none"> <li>•Inventory</li> <li>•Warehousing</li> <li>•Investment recovery</li> <li>•Fleet (light)</li> <li>•Transportation and freight</li> </ul>	<ul style="list-style-type: none"> <li>•Bellefonte</li> <li>•WBN Unit 2</li> <li>•Steam generators</li> <li>•Dry cask storage</li> <li>•Power up rates</li> </ul>

# TVA Supply Chain

- \$3.5 billion annually in materials and services
- Inventory exceeds \$500 million
- From turbine blades to paper
- Serve operational needs of a diverse power fleet (nuclear, fossil, hydro, natural gas, etc.)
- Our work: strategic sourcing, supplier diversity, supplier relationship management, sustainability, contract management, materials management, inventory management, investment recovery, and logistics

# TVA Supply Chain

- Mission: Deliver goods and services in a safe, reliable and cost effective manner to support TVA
- Our team includes 370 employees
- We work across five functional areas:
  - Category & Supplier Management
  - Contracts Management
  - Strategies, Systems, and Logistics
  - Materials Management
  - Nuclear Generation and Construction Projects

# Choosing suppliers

- Comprehensive and rigorous bid process
- Innovative, flexible suppliers preferred
- Major considerations:
  - Overall value and pricing
  - Depth and breadth of inventory and just-in-time delivery
  - Technical, industry and special expertise
  - Customer satisfaction, safety record and financial stability
  - Capacity and infrastructure
  - Presence in the region
  - Regulatory compliance
  - Various other specific requirements may apply

# Supplier Diversity, Outreach & Sustainability

- TVA's policy is to maintain a competitive, diverse supplier base reflective of the TVA region.
- TVA's long-term goal is to source 10% percent of our purchases from minority and woman-owned businesses, 23 % from small businesses, and 68% from Valley-owned businesses.
- Sustainable Purchasing "Green" is good

# Getting started

- Visit [supplier.tva.gov](https://supplier.tva.gov) and complete TVA's Online Supplier Registration form
- Submit your capability statement to [vendor2@tva.gov](mailto:vendor2@tva.gov)
- Network with TVA and primary contractors to understand requirements, build relationships and seek subcontracting opportunities
- Learn more about opportunities and subcontract partners at [supplier.tva.gov](https://supplier.tva.gov)
- Visit our TVA exhibit to network with our buyers and learn more about opportunities

# Keys to Success

- Learn about TVA requirements and opportunities
- Design a solid business plan
- Focus on quality performance
- Understand your core competencies and your niche
- Network
- Create strong marketing materials that showcase your business
- Be patient, persistent, prepared to pursue supplier opportunities