



TENNESSEE VALLEY AUTHORITY

Supplier Diversity

Energizing partnerships in the communities we serve.



“ TVA knows the value of diversity in generating supply to create a stronger and more resilient power system. We also know the value of diversity in our supply chain to create broader and more sustainable economic opportunities for the people we serve.”

— TVA President & CEO Bill Johnson, 2014 TVA Supplier Diversity Outreach Summit

TVA VALUES

SAFETY • INTEGRITY • ACCOUNTABILITY • COLLABORATION • SERVICE

Where We Make a Difference

AND YOU CAN, TOO



TVA SERVICE AREA MAP LEGEND

- State Line
- Water
- Power Service Area
- TVA Watershed
- TVA Hydroelectric Dam
- TVA Non-Power Dam
- TVA Coal-Fired Plant
- TVA Nuclear Plant
- TVA Combined Cycle Plant
- TVA Combustion Turbine Plant
- TVA Pumped Storage Plant
- Green Power Switch® Solar Site
- Green Power Switch® Wind Site
- Green Power Switch® Methane Site

The TVA generating system stretches across the state of Tennessee and parts of six other southeastern states. The power system includes:

- 8** COAL-FIRED PLANTS
- 3** NUCLEAR PLANTS
- 29** HYDROELECTRIC PLANTS
- 1** PUMPED STORAGE PLANT
- 9** COMBUSTION TURBINE PLANTS
- 7** COMBINED CYCLE PLANTS
- 2** WIND ENERGY SITES
- 15** SOLAR ENERGY SITES
- 1** BIOMASS COFIRING SITE
- 17,000** MILES OF TRANSMISSION LINES

We are part of a diverse and successful enterprise serving 9 million people.

TVA's Supplier Diversity mission is to maintain a competitive, diverse supplier base that is reflective of the TVA region. We do this by supporting the utilization of qualified businesses that are small and/or diverse (owned by women, people of color, veterans, service-disabled veterans and those located in historically underutilized business zones also known as HUBZones).



In support of our mission, TVA is actively:

- Assisting small, diverse suppliers in qualifying for contract opportunities through promotion of joint ventures, partnerships and subcontracting relationships to aid in business development and growth.
- Partnering with Supplier Diversity and Development organizations to provide support services, which include guidance on the TVA sourcing process, attendance at workshops and networking opportunities.



Keys to Success

Companies that wish to do business with TVA can enhance their competitiveness in the following ways:

- Learn TVA's procurement process.
- Focus on safety, diversity and quality performance.
- Understand your core competencies and niche.
- Sharpen your networking skills.
 - Do your homework on doing business with TVA.
 - Prepare a solid overview of your business.
 - Schedule an introductory meeting with a TVA representative and be prepared to follow up with company materials as requested.

Getting Started

If you're a supplier that would like to be considered for future opportunities, follow the steps below:

- Register online by going to TVA's Supplier Connections Portal at <http://supplier.tva.gov/>.
- Click the "REGISTER HERE - Supplier Sourcing Database" link under the "Potential Suppliers" box.
- Following registration, your company's information will be added to TVA's Supplier Sourcing Database, which is used to identify suppliers who may be invited to participate in TVA's sourcing process.
- For additional information, go back to TVA's Supplier Connections Portal to view:
 - TVA Contract Opportunities
 - TVA Subcontracting Partners



Subcontracting

TVA works to ensure that small, diverse businesses have the maximum practicable opportunity to participate in TVA direct contract and subcontracting opportunities. TVA's Subcontracting Program supports this policy by providing such businesses with opportunities to participate in subcontracting relationships with prime contractors. In addition, TVA encourages its prime contractors to identify and contact small, diverse and Valley-owned businesses to subcontract work to support their TVA contract or their corporate operations.

Contracts valued at \$700,000 or more (\$1.5M for construction) require a subcontracting plan. TVA maintains a list of subcontracting partners on the Supplier Connections Portal.

Outreach

TVA's commitment to outreach is a critical component of our Supplier Diversity strategy. Outreach activities provide TVA representatives opportunities to meet small,

diverse suppliers face-to-face and learn more about their company's capabilities. TVA's annual Supplier Diversity Outreach Summit is one way TVA furthers its efforts in the Tennessee Valley region.



TVA SUPPLIER DIVERSITY

Our Track Record

TVA is committed to partnering with diverse suppliers as we continue to reduce Operations & Maintenance costs and improve the overall value we deliver to the people of the Valley.

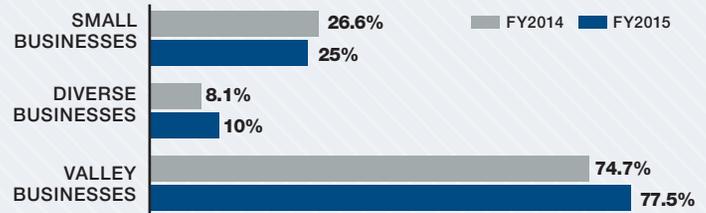
\$946 million

TVA SPENT WITH SMALL BUSINESSES
IN FISCAL YEAR 2015

\$379 million

TVA SPENT WITH DIVERSE BUSINESSES
IN FISCAL YEAR 2015

TVA SUPPLIER DIVERSITY SPEND*
IN FY2015 AS COMPARED TO FY2014:



*As a percentage of TVA's total supplier spend.

OUR GOAL

Increase TVA's total small business spend to 27 percent and total diverse business spend to 10.5 percent in fiscal year 2016.

TVA SUPPLIER CONNECTIONS PORTAL

supplier.tva.gov

QUESTIONS AND INQUIRIES

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