



NIC/ETEC Nuclear Supplier Workshop
Bill Fry, Manager, Generation Supply Chain, Duke Energy
September 6, 2017



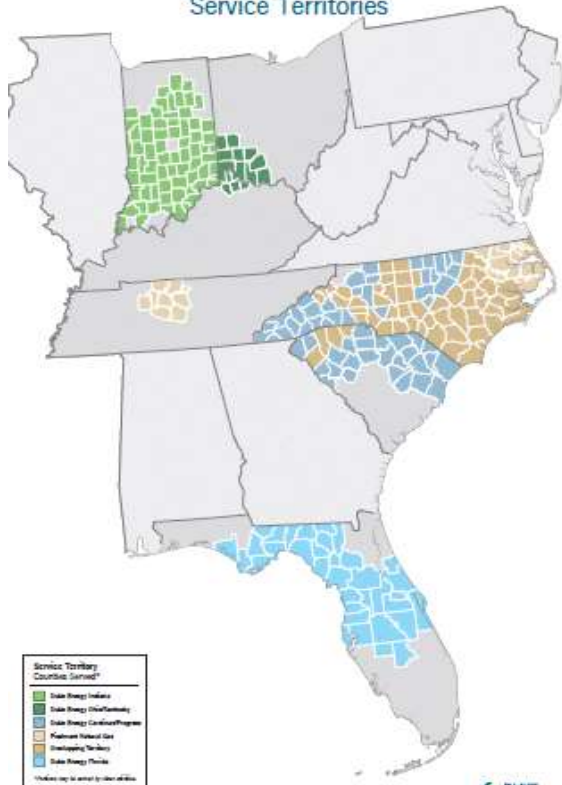
Charlotte as an energy and nuclear leader in the US:

- Energy sector
 - Over 200 energy companies in the Charlotte region
 - 34,000 employees
 - 55,000 indirect employees
 - \$7.1B wages and benefits
 - \$19.5B total economic impact
 - 19 institutions offer 29 programs in the energy field
- Nuclear hub
 - Carolinas is home to largest nuclear generating capacity in the US - exceeding 23,000 employees producing \$20B annually in value
 - Charlotte has 6 times the national average employment in the Nuclear power generation sector



Who is Duke Energy?

Duke Energy and Piedmont Natural Gas
Service Territories

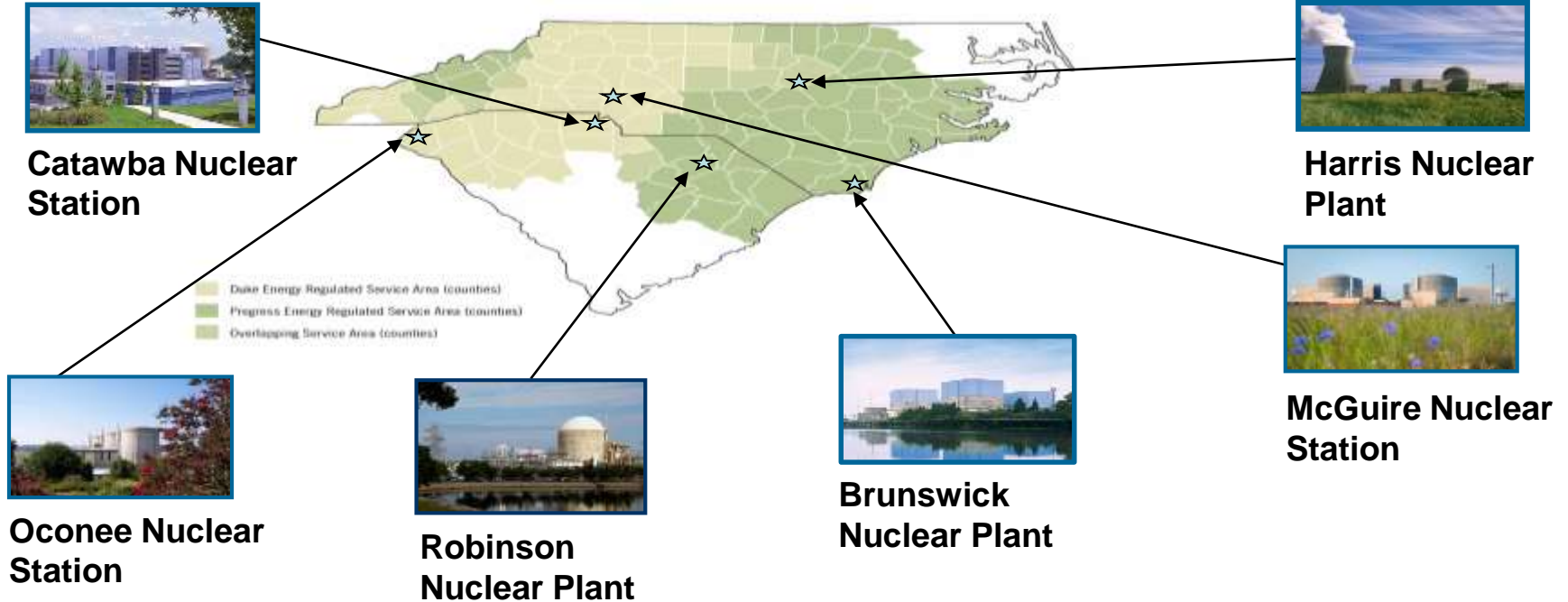


©2014 Duke Energy Corporation



- Regulated utility operations serves 7.5 million metered retail electric customers in 6 states
- 49,300 megawatts total generating capacity in Carolinas, Midwest and Florida
- 32,200 mile transmission network
- 268,700 mile distribution network
- Approximately 29,000 employees
- Acquired Piedmont Natural Gas in 2016 – expanded natural gas services in the Carolinas and Tennessee
 - Serve more than 1.5 million natural gas customers system-wide

Duke Energy Nuclear Operating Fleet



Duke Energy Sourcing Mechanics

Mechanics / Standard Process of \$4BB Spend to be a Qualified Vendor

- Power Advocate
- Avetta
- Appendix B Program if Safety Related

BUT...HOW DO YOU GET NOTICED?!!!

Duke Energy Sourcing Partnership

What Does Duke Energy Really Want in a Vendor?

1. Given

- Corporate Responsibility: Local; Diverse; Economic Development – Community Impact
- Safety Rating (Avetta)
- Workmanship Quality – Conformance to Specification
- Fulfillment (say/do)

But This Just Keeps Us Operating...

Duke Energy Sourcing Partnership

2. Value => Duke seeks steady and sustainable earnings growth of 4-6% annually (regulated utility)

- Impact oriented
 - Bring ideation for the scope of work assigned that will offer impactful outcomes
 - Focus on performing exceptionally well with what is assigned
 - Do not focus on what is the newest tidbit of innovation you can “market/sell”
 - Understand your impact on the Total Cost of Ownership (TCO) to Duke Energy
 - Collaborate: enable Duke Energy to see you as a partner...not just a provider
- Solution Oriented: listen to your customer and become a partner – take the initiative to identify weakness and journey together to solve them (i.e. – inventory optimization; outage optimization and performance; license extensions/renewals)
- Enhance strategic thinking: utility solution vs. nuclear industry solution vs. power generation solution ...be a champion in the generation industry and facilitate a common gathering of subject matter experts

This Helps Us Grow Our Business!

