



Melanie Cross
Supply Chain Sourcing
Senior Manager, Generation Contracts
Tennessee Valley Authority (TVA)

Melanie Cross is responsible for the Generation and Strategic Sourcing Team at TVA. She sets the strategic direction for the procurement of materials and services for Generation (Nuclear, Coal, and Gas). Melanie is skilled in organizational agility, by ensuring processes are streamlined and key skills of her staff are fully utilized. Last year (FY17) Melanie and her team were responsible for ~\$500M in spend and realized ~\$75M in savings and avoidances. In her previous role as Sr. Manager of Corporate and Enterprise contracts she managed \$1.3 billion in spend and provided support to HR, IT, Facilities, and fleet wide services for TVA. Total cost savings and avoidances for 2014 were \$109M.

Notable ongoing projects under Melanie's direction include, implementing Phase 1 of Electronic RFQ (eRFQ) this process automates QA-0 RFQs for the Procurement Agent and Inventory Strategist. Past projects under Melanie's leadership includes: establishment of a Critical Procurement SPP for Nuclear Sourcing, Phase 2 Implementation of IQN for Consultant Services (project team was recognized by IT), establishing NPG Purchasing Performance Indicators to provide greater transparency, leading several cost savings initiatives (Initiated Fleet wide supplier/approach for RCP Motors, Refueling and Steam Generator Services, M&M Competitive Model (Projects)).

Melanie previously held the role of Category Manager of Professional Services, under this role she was responsible for strategically sourcing staff augmentation, consulting services, and managed task engineering spend categories. Cost savings and avoidances of 5%-10% were achieved. Also, the process was streamlined, which eliminated inefficiencies and provided better support to the Business Units. She also was responsible for the Phase I implementation of IQN, which changed Vendor Management Systems.

Prior to joining TVA in 2003 Melanie worked in risk management and the insurance industry.