



What Utilities Need?

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TVA Supply Chain Organization

Our Purpose

- Provide material and services to strategic business units at the lowest total cost of ownership.
- Ensure reliable operations by managing and optimizing:
 - Sourcing
 - Procurement
 - Freight
 - Inventory
 - Material Distribution
 - TVA Fleet

Our Team

- 300 employees
- Manage spend of over \$3.4 Billion annually for materials and services
- Over \$600 Million in inventory



TVA Supply Chain

- Spend \$3.4b
- Sourcing Teams
 - Generation (Coal, Gas, Nuclear)
 - Major Projects, Transmission, and RO
 - Corporate and Enterprise



Doing Business with TVA

How does TVA evaluate suppliers?

- Generally based on qualifications, resources, capabilities, prior experience, financial strength, etc.
- Often dependent on the commodity, service, or equipment needed
- Evaluation Factors:
 - Technical
 - Commercial
 - Delivery time, lead times, service levels, etc.

What advice would you give a business looking to grow?

- Distinguish yourself from the competition
- Be persistent and explain your relevance
- Have a targeted, unique solution that addresses a need / issue
- Start small – build a fiercely loyal customer base

Nuclear Requirements

- Nuclear quality related or safety related requirements if QA 1 or QA 3 with a mail list
- Mail List and Acceptable Supplier List
- Quality Assurance Program

Top Mistakes Businesses Should Avoid

Challenge

- Trying to be all things to all people
- Growing too fast
- Lack of industry knowledge
- Not understanding your competitors
- Not diversifying your customer base

Response

- Focus on your niche
- Focus on the right infra-structure and staffing
- Do your homework
- Research your competition
- Don't let one customer sink the ship

Getting Started

- Complete TVA's Online Supplier Registration Form
- Research our upcoming opportunities
- Review our subcontracting partners and opportunities list

Visit:

www.tva.com/supplier

Submit a capability statement to:

vendor2@tva.gov

Network with TVA and our large prime suppliers, understand requirements, build relationships and seek subcontracting opportunities

Important Reminders

- Supply Chain requires all suppliers to have an appointment when visiting an office area
- Send email to Supplier Connections if you need help identifying your Supply Chain representative – supplierconnections@tva.gov
- Be sure to register on TVA's Supplier Portal
- Contact Supplier Diversity if you are a small or diverse company for additional guidance
 - Abby Overstreet: amoverstreet@tva.gov
 - Paul Buerkle: pabuerkle@tva.gov

