

Doing Business with TVA

**2nd Annual Tennessee Procurement Summit
July 29, 2011**

**Ella Clark, Manager, Supplier Relations, Diversity &
Customer Partnerships
TVA Supply Chain**



**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

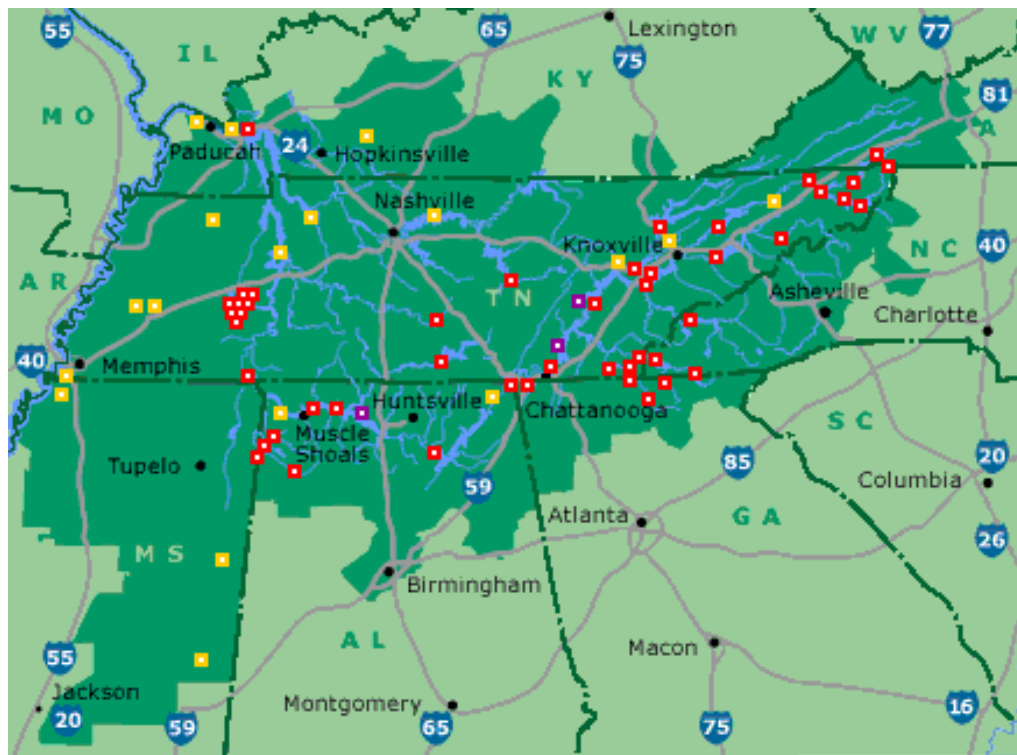


Greater Energy Efficiency



Generating Facilities

- 3 nuclear plants (6 units)
- 11 coal-fired plants (54 units)
- 9 simple-cycle natural gas plants (87 units)
- 3 combined-cycle natural gas plants (7 units)
- 29 hydro plants (109 units)
- 1 pumped storage station
- 16,000 miles of transmission line



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.)
- Partial listing of opportunities: Electric Motor Repair, Scaffolding Materials & Services, Refractory Materials & Services, Elevator Repair & Parts, Roofing Replacements, HVAC Parts & Services, Furniture, Paving, Nuclear Safety Related Cable, Boiler Leak Repair Services, Security Services



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 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 Relationships, Diversity & Sustainability

- TVA's policy is to maintain a competitive, diverse supplier base reflective of the TVA region.
- “Green” is good



Getting started

- Visit supplier.tva.gov and complete TVA's online Supplier Registration form
- Submit any additional supporting materials to vendor2@tva.gov
- Network with TVA and primary contractors to understand requirements, build relationships and seek subcontracting opportunities
- Send information to:
TVA Supplier Relations
LP 4W
1101 Market Street
Chattanooga, TN 37402

Phone: 865-632-2101



Keys to Success

- Learn about TVA requirements, 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

