



TENNESSEE VALLEY AUTHORITY

Supplier Diversity

Launching Powerful
Partnerships through
Supplier Diversity



“ From our generation portfolio to our supplier base, TVA recognizes the essential role diversity plays in delivering on our mission to provide clean, affordable energy, steward our natural resources, and promote economic prosperity for the people of the Tennessee Valley. ”

— TVA Chief Operating Officer Mike Skaggs

TVA VALUES

SAFETY • INTEGRITY • ACCOUNTABILITY • COLLABORATION • SERVICE



Where We Make a Difference AND YOU CAN, TOO

We are part of a diverse and successful enterprise serving 10 million people.



The TVA generating system stretches across the state of Tennessee and parts of six other southeastern states. TVA-operated facilities include:

5 COAL-FIRED PLANTS

3 NUCLEAR PLANTS

29 HYDROELECTRIC PLANTS

1 PUMPED STORAGE PLANT

9 COMBUSTION TURBINE PLANTS

8 COMBINED CYCLE PLANTS

1 DIESEL GENERATOR SITE

15 SOLAR ENERGY SITES

16,200+ MILES OF TRANSMISSION LINES

At TVA, we're committed to maintaining a competitive, diverse supplier base that is reflective of the Tennessee Valley region. We do this by supporting the utilization of qualified businesses that are small, minority-owned, woman-owned, veteran-owned, service-disabled veteran owned, and located in historically underutilized business zones (HUBZones).



To support supplier diversity, TVA actively:

- Assists small, diverse suppliers in the qualification process for contract opportunities through promotion of joint ventures, partnerships and subcontracting relationships to aid in business development and growth.
- Partners with Supplier Diversity and Development organizations to provide support services, which include guidance on the TVA sourcing process, attendance at events and networking opportunities.
- Provides for small business set-asides when procurement is between \$25,000 and \$100,000.



Keys to Success

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

- Learn TVA's sourcing process.
- Focus on safety, diversity and quality performance.
- Understand your core competencies and niche.
- Sharpen networking skills:
 - Research how to do business with TVA.
 - Prepare a brief capability statement.
 - Schedule an introductory meeting with a TVA representative and be prepared to follow up with company materials as requested

Getting Started

For suppliers that would like to be considered for future opportunities, follow the steps below:

- Visit the Supplier Connections website at:
www.tva.com/supplier
- Go to the “I am seeking to build a relationship with TVA” bullet and “Click here to learn how”
- Click the “Complete Your Introduction” link at the bottom of the page
- For additional information, go to the Important Information section to view:
 - Anticipated Contract Opportunities
 - Potential Subcontracting Opportunities



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 website.

Outreach

TVA's commitment to outreach is a critical component of our Supplier Diversity strategy. Outreach activities provide opportunities for TVA representatives to meet with small, diverse suppliers face-to-face to learn more about their business capabilities. TVA's annual Supplier Diversity Outreach Summit is one way TVA furthers its efforts in the Tennessee Valley region.



TVA SUPPLIER DIVERSITY

Our Results

“Working with small, diverse and local suppliers is good business. The economic impact of these relationships goes well beyond the relationships themselves, stimulating job creation and a variety of down-stream activities that contribute to the economic prosperity of the communities we serve.”

— Jan Cable, Manager, TVA Supplier Diversity & Development



\$1.8 billion

TVA SPENT WITH VALLEY-BASED
BUSINESSES IN FISCAL YEAR 2020

\$844 million

TVA SPENT WITH SMALL BUSINESSES
IN FISCAL YEAR 2020

\$388.5 million

TVA SPENT WITH DIVERSE BUSINESSES
IN FISCAL YEAR 2020

TVA SUPPLIER CONNECTIONS WEBSITE

www.tva.com/supplier

QUESTIONS AND INQUIRIES

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