

Welcome to IDOA DSD 2024 Business Conference Series

“ENERGIZING AND EMPOWERING YOU IN BUSINESS”

Today's Webinar:

Preparation Meeting Opportunity: Doing Business with Indiana Energy Association Member Companies

August 8, 2024 | 10:00 a.m. – 12:00 p.m.



DSD Facilitators

- Tyla Ayers, Business Development and Outreach Manager, Division of Supplier Diversity
- Eli Sturgeon, Contract Compliance Manager, Division of Supplier Diversity



Things to keep in mind before we begin:

- Your microphones will be muted during the webinar unless you are a designated speaker.
- Please use the chat functions for all questions or comments during this session to remain engaged during the presentation.
- Please use the “raise your hand” feature to be unmuted during the Q&A portion.

Use this QR code to
leave your feedback



Today's Agenda

- **Presentations**
 - Bernice L. Walker, Supplier Diversity Manager, Duke Energy Corporation
 - Janet Descho, Supply Chain Management Category Direct Buyer, Applied Energy Service Corporation (AES)
 - Camille Alfaro, Lead Analyst of Supplier Diversity, CenterPoint Energy
- **Q&A Session**
- **Feedback Survey**
- **DSD Website Overview & Upcoming Events**
- **Contact Us**

Doing Business with Duke Energy

Supplier Diversity

**IDOA – Division of Supplier Diversity and
Indiana Energy Association
Supplier Diversity & Development Committee**

**August 8, 2024
10:00 a.m. – Noon
EASTERN TIME**

Presented by
Bernice L. Walker, Esq., Supplier Diversity Manager



BUILDING A SMARTER ENERGY FUTURE®

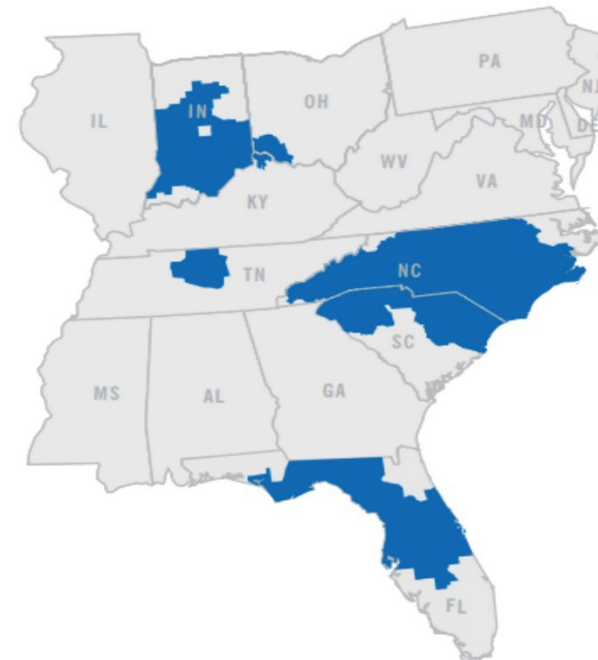
About Duke Energy

Corporate

- Fortune 150 company headquartered in Charlotte, NC
- One of the Largest Energy Holding Companies in the U.S.
- Regulated Utilities serve 7 States (NC, SC, FL, IN, OH, KY and TN)
- 8.4 million Electric (6 states) and 1.7 million Natural Gas customers (5 states)
- Generating Assets include Fossil, Hydro, Natural Gas, Nuclear, Solar and Wind
- ~28,000 Employees

Supply Chain Managed Spend

- 2023 Diverse Spend > \$2.0 billion
- 2023 Local Spend > \$5.5 billion
- Award Winning Supplier Diversity Program
- Memberships (sample list)
 - Billion Dollar Roundtable
 - NMSDC
 - WBENC
 - Indiana Energy Association
 - Business Equity for Indy



Supplier Diversity

Our award-winning supplier diversity program was established in 1983 and continues to evolve to meet the ever-changing needs of our customers, suppliers and communities. For more than 40 years, we have been intentional in actively seeking and doing business with diverse companies that offer excellent products and services at competitive prices.

- **Vision**

Our vision is to have a best-in-class supplier diversity program that challenges cultural norms, enables opportunities for diverse businesses, and propels our supply chain into a more inclusive and dynamic future as we advance our ambitious clean energy goals.

- **Mission**

Our mission is to proactively seek and build relationships with diverse suppliers to create a more sustainable supply chain. Through responsible sourcing we help our suppliers grow, create jobs and provide a positive local economic impact.

Our supplier diversity program reflects our commitment to inclusion and to developing and expanding relationships with diverse businesses at least 51% owned, controlled and managed by minorities, women, veterans, LGBT individuals and those with disabilities, as well as federal HUBZone-certified businesses.

With a more inclusive supply chain, we can deliver greater value to our customers and our diverse suppliers as we chart the path forward to net-zero emissions.

“Diverse” Defined – Certification

To be considered **diverse**, a business must be at least 51% owned by one or more individuals in the below classifications. In addition, the owners must control the management and daily operations of the business.

- Minority
 - Women
 - Veteran
 - Service-disabled Veteran
 - Lesbian, Gay, Bisexual or Transgender (LGBT)
 - Disabled
- Certified Historically Underutilized Business Zone (HUBZone) Businesses are also diverse

Certification by a third-party helps ensure the diverse status of a business. Although numerous government and other entities offer certification services, we prefer diverse businesses be certified by one or more of the following certifying agencies:

- National Minority Supplier Development Council (NMSDC.org)
- Women’s Business Enterprise National Council (WBENC.org)
- National Veteran Business Development Council (NVBDC.org)
- National LGBT Chamber of Commerce (NGLCC.org)
- Disability:IN (DisabilityIN.org)

These certifying agencies are also resources that provide services and access to opportunities – please visit their websites to learn more about each and how to become certified as a diverse business.

Corporate Responsibility

Our Corporate Responsibility sourcing strategy helps Duke Energy improve the lives of our customers and the vitality of our communities.

Supplier Diversity, Local Economic Impact, and Environmental Stewardship

- Supplier competition and value for customers
- New ideas, technologies and talents, alternative products and services, and local insight and expertise
- Supports communities by creating jobs, contributing to the local economy, and protecting the natural environment

Diverse Spend
\$1B+
Annually

Local Spend
\$4.5B+
Annually

9 Consecutive Years of
Diverse Spend > \$1 Billion

Commitment

- **Supplier Engagement:** To create awareness of opportunities to work with Duke Energy and build a stronger diverse supplier base, we actively host and participate in business development events and engage with community economic development organizations and other entities that support diverse businesses. In addition, Duke Energy hosts events for current and prospective suppliers, including the Supplier Diversity University and the Supplier Exchange Forum. Through these events, we seek to educate, develop and cultivate relationships with diverse businesses.
- **Champion Network:** Each business unit across Duke Energy establishes a Supplier Diversity Champion to identify and advocate for opportunities to include diverse suppliers. Collaborating with Sourcing and Supplier Diversity, the champions are influential and helped us exceed 2022 goals and achieve membership in the prestigious Billion Dollar Roundtable.
- **Tier 2 Initiative:** Tier 2 spending is a priority and expectation that we demonstrate in our sourcing and procurement strategy. This initiative leverages the influence of Duke Energy leadership, the Champion Network and prime suppliers so that we may capture additional diverse and local subcontracting spend and the impact we are making on our communities.

Opportunities – Clean Energy

Electric Grid Moderation and Cleaner Generation

Duke Energy is executing an ambitious **clean energy** transition to achieve its goals of net-zero methane emissions from its natural gas business by 2030 and net-zero carbon emissions from electricity generation by 2050.

The company is investing in major **Electric Grid Upgrades and Cleaner Generation**, including expanded Energy Storage, Renewables, Natural Gas and Nuclear.



Resource Information

Website

www.duke-energy.com

Supplier Diversity

www.duke-energy.com/partner-with-us/suppliers/supplier-diversity

Supplier Registration

www.duke-energy.com/partner-with-us/suppliers

Wood Mackenzie / PowerAdvocate, third-party vendor management system

Contact

SupplierDiversity@duke-energy.com

THANK YOU!

Doing Business with



Agenda

Core Values

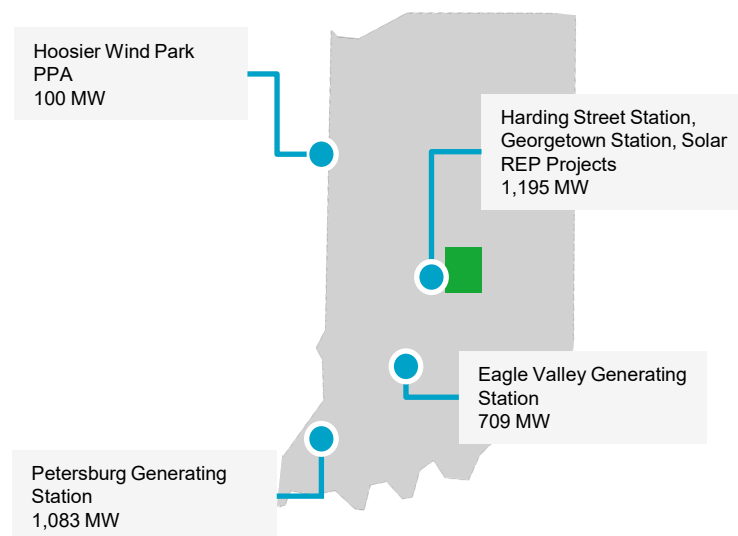
- Safety First
- Highest standards
- All together

- Introduction
- AES Company Overview
- AES Supply Chain Overview
- Upcoming Project
- Supplier Onboarding
- How to Contact AES

aes Indiana

- 458 Transmission Miles
- 3,646 Distribution Miles
- 528 square miles
- 8 counties in Indiana
- 516,111 regulated customers
- 456,408 Residential
- 55,189 Commercial
- 4,513 Industrial
- 144 substations

3.3 GW of Generation + 0.7 GW Under Development



*Lakefield Wind Park PPA – 200 MW (in MN – Not pictured)


aes Ohio

- 1,900 Transmission miles
- 10,500 Distribution miles
- 6,000 square miles
- 24 counties in West Central Ohio
- 535,307 regulated customers
- 473,972 Residential
- 53,080 Commercial
- 1,691 Industrial
- 150 substations




Activities & Organization


Transmission & Distribution Direct Spend




Robyn Thornburg
Category Manager
(US)




TBD
Category Manager
(US)




Andrew Sparks
Category Manager
(US)




Miguel Minaya
Category Manager
(US)



Patrick Reth
Category Manager
(US)



Grace Wells
Category Buyer
(US T&D)



Janet Descho
Category Buyer / Supplier Diversity
Champion
(US T&D)

Buyer Support

Transformers (1)

- Power Transformer (1)
- Distribution Transformer (1)
- CT/PTs (3)
- Voltage (Regulators (3)
- Installation Services (Power Transformers)

Circuit Breakers (1)

Switches (1)

- Switchgear (1)
- Disconnecting Switches(3)
- Relays and Relay Panels (2-3)
- Installation Services (Switches/Switchgear/Relay Panels)

Substation Control Buildings (2-3)

Steel Structures (2-3)

- Towers (2-3)
- Mono poles (3)
- Ductile Iron (3)

Services (1)

- Substation Engineering (1-2)
- Construction (2-3)

Wire & Cable(1)

- UG Cable (1)
- OH Conductor (1)
- Wire(2)

Line Hardware (1-2)

- Insulators
- Cutouts
- Capacitor Banks
- Bushings
- Arrestors
- Substation packaged material

Wood Poles (2)

- Transmission (3)
- Distribution (1)

Mobile Substations (2-3)

Electric Meters (1)

- Meter Services (3)

Reclosers (2)

Smart Grid (2-3)

- Services
- Material

Relays (Distribution) (3)

Services (1)

Distribution and Transmission

- Engineering (1)
- Construction (2-3)
- Vegetation Management (1)

Large Scale Capital Projects (1-2)

Engineer Procure Construct (EPC) (3)

Transmission

Substation

Distribution

Distribution

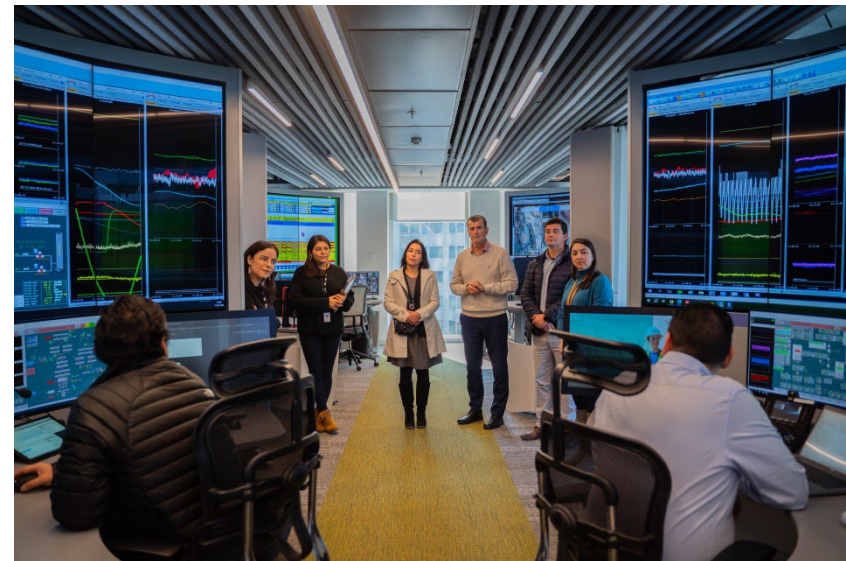
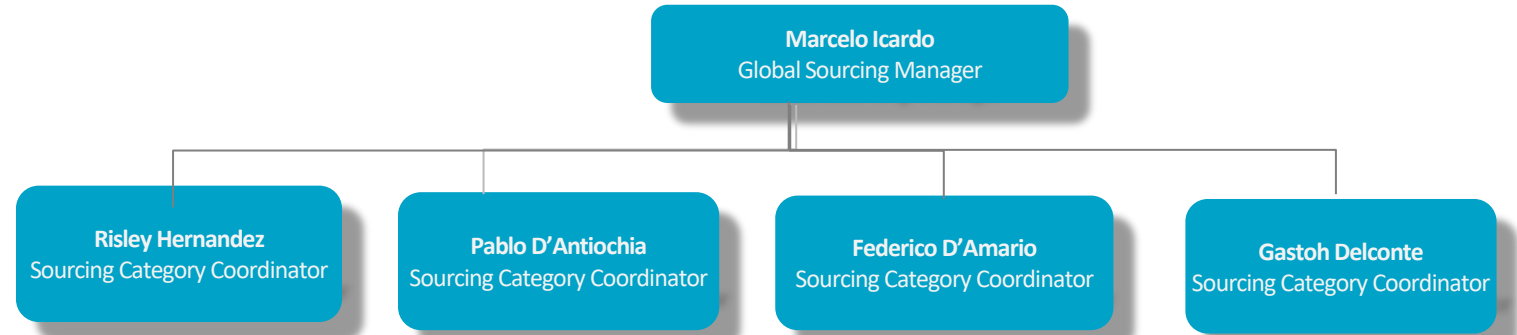
Distribution / Transmission

Activities & Organization

Shared Service Center Team

Indirect Spend Categories Managed by Shared Service Center:

- ⦿ Facilities
- ⦿ Environmental Services
- ⦿ Freight and Shipping
- ⦿ Fleet Management
- ⦿ Business Support Services
- ⦿ IT Services



Upcoming Indiana Projects*:

- **2024-2026 TDSIC (Transmission, Distribution and Storage System Improvement Charge) ongoing**
- **TDSIC 2nd Round, after IURC approval**
- **Indiana New Maloney Substation**

* Specifications provided after Non-Disclosure Agreements through formal RFP in Ariba

New Supplier Onboarding

Material and Service Suppliers:

- Ariba Registration
- W9
- Executed Terms and Conditions

Service Suppliers:

- ISNetworld
- TWIC Cards
- Coalition for Construction Safety (CCS) Drug Program
- Compliance Review
- Site Specific Safety Training

Material Suppliers (when applicable):

- CIP-013 Review



Janet Descho

Supply Chain Management Category Direct Buyer-T&D

For questions, please contact me at:

M 317.672.8609

M 937-269-4307



EMAIL: JANET.DESCHO@AES.COM

Thank you

Resources:

www.aes.com/suppliers



 Accelerating the future
of energy, together 



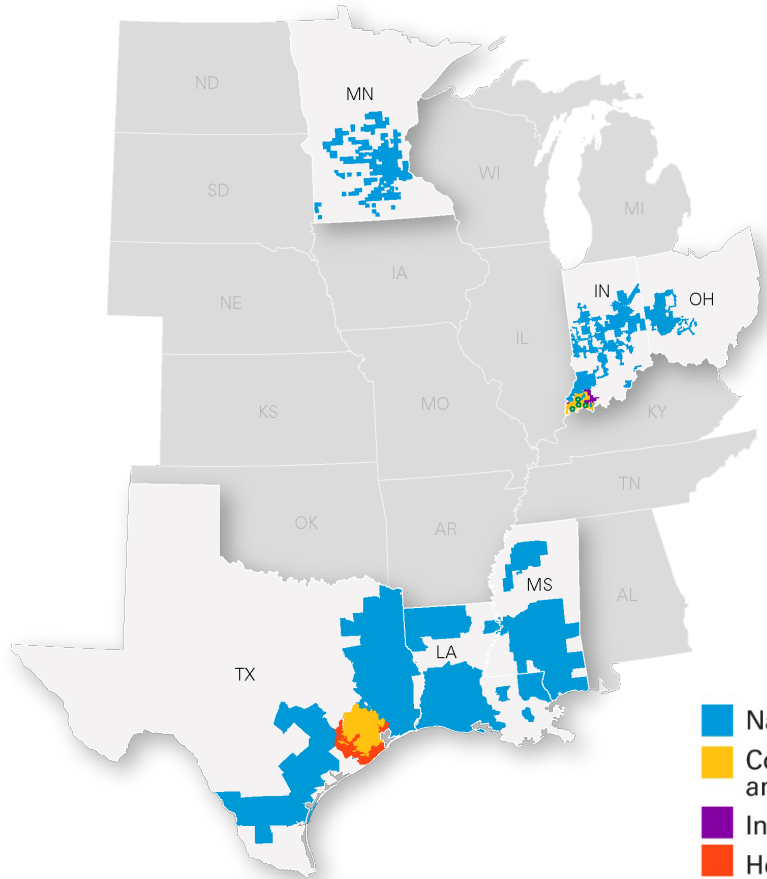
Supplier Diversity & Inclusion

IDOA – Division of Supplier Diversity and
Indiana Energy Association



August 2024



Overview of CenterPoint Energy



- Natural Gas Distribution
- Combined Electric Transmission & Distribution and Natural Gas Distribution
- Indiana Electric Transmission & Distribution
- Houston Electric Transmission & Distribution
- Indiana Power Generation

Natural Gas Distribution, Electric Transmission & Distribution and Power Generation

over

7 million

gas and electric metered customers

6

states

Our Team

Supplier Diversity & Inclusion



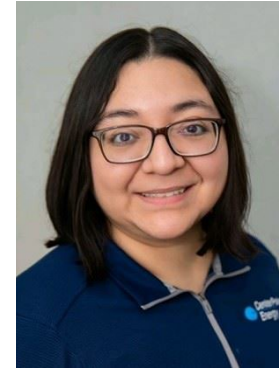
Vic Cleveland
Director Supplier
Diversity & Inclusion
and Sustainability



Camille Alfaro
Lead Analyst



Michael Brown
Lead Analyst



Zarah-Marie San Miguel
Specialist

Contact Us

SupplierDiversity@CenterPointEnergy.com

Camille.Alfaro@CenterPointEnergy.com

Supplier Diversity Policy Statement

We recognize the **economic importance** of diverse suppliers such as minority-owned, women-owned, veteran-owned, and all categories of small business concerns to the community.

We are committed to developing strong working relationships with diverse suppliers and using innovative approaches designed to continually improve business opportunities. Our commitment is not philanthropic – the relationships we seek must meet the test of **providing value** both to CenterPoint Energy and to diverse suppliers.

National Certifying Agencies



Local Chapters: Houston (HMSDC), Minnesota (NCMSDC), Southwest (SMSDC), Indiana (MNMSDC), Southern (SRMSDC), Houston Hispanic Chamber, Houston Black Chamber, Houston Asian Chamber



Other Organizations: VIB Network, NVBDC, Houston Veteran Chamber



Local Chapters: Minnesota (WBDC), Houston (WBEA), WBENC-South, Indiana (WBC-ORV), Southwest (WBC-SW), Indiana (NAWBO)



Other Organizations: Houston Business Procurement Forum, Institute for Supply Management



Opportunities



Indiana + Ohio Gas
Distribution Services



Line Locating



Integrity Management



Technical Field
Operations &
Inspections

Resources

- Website: www.centerpointenergy.com
 - www.centerpointenergy.com/supplierdiversity
- Contact: supplierdiversity@centerpointenergy.com
- Consider: <https://supplierone.co>

Thank You!

Questions & Feedback Survey



Use this QR code to
leave your feedback



OCTOBER
11



IDOA Division of Supplier Diversity
16th Annual Business Conference and B2Bold Expo
Attendee Registration

To register, please scan the
QR code below:



Questions? Contact us at
mwbe@idoa.in.gov or 317-232-3061

SAVE THE DATE!

**Friday, October 11, 2024
8:00 a.m. - 2:00 p.m. EST**

**Indiana Government
Center South
Conference Center
302 W. Washington Street
Indianapolis, IN 46204**



Contact Us

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Instagram: @indiana_dsd

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