

Exelon Diverse Business Empowerment

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NOME Leadership Summit: Targeting Growth and Expansion

1. EDBE Journey: Diversity = Growth
2. Doing Business with Exelon / ComEd
3. Contracting Opportunities

Exelon by the numbers...

\$20B

Being invested
in utilities
through 2020

\$46M

In 2016, Exelon gave
approx. \$46 million
to charitable and
community causes

#1

zero-carbon
energy
provider
in America

205 TWh

Customer load
served

32,700

Megawatts of
total power
generation
capacity

10M

Six utilities serving
10M electric and
gas customers, the
most in the U.S.

34,400

employees

FORTUNE
100

Exelon is a
FORTUNE 100
company and was
named to Fortune
Magazine's list of
"World's Most
Admired
Companies"

2.2M+

Exelon's
Constellation
business serves
residential, public
sector and
business
customers

11,430

transmission
line miles for
utilities

\$31.4B

Operating
revenue in 2016

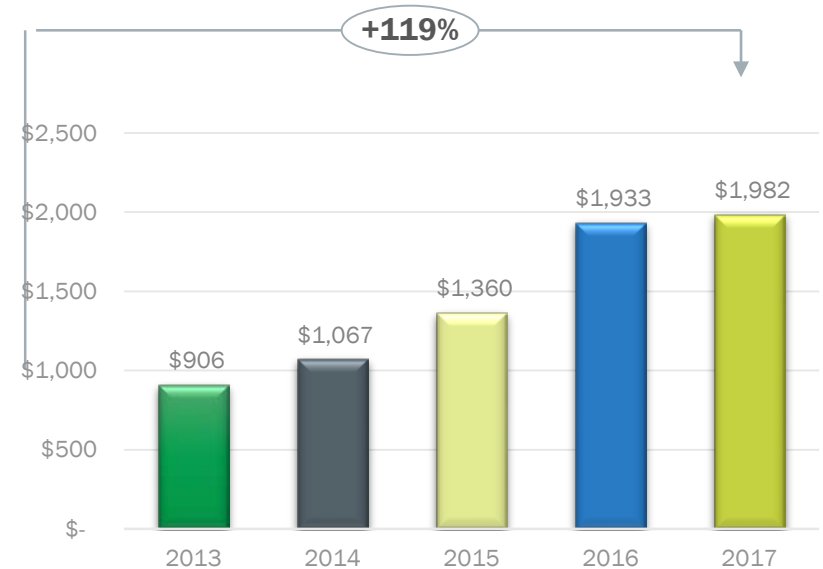
8.5M

Smart meters
installed

EDBE Journey: Diversity = Growth

- Exelon consistently surpasses its annual supplier diversity goals—focusing on Tier 1 and Tier 2 opportunities.
- In 2017, Exelon surpassed its goals for the inclusion of diverse suppliers:
 - Purchasing **\$2 billion** in goods and services from diversity-certified suppliers
 - Representing **22 percent** of supply-managed expenditures for services and materials
 - ComEd represented
- In, 2017 Exelon became the 27th overall company inducted in the Billion Dollar Roundtable—and the first energy / utility company.

Diversity Certified Supplier Spend (\$M)



“Tips” for approaching Exelon / ComEd business opportunities

Do Your Homework

- ✓ Assess Your Market & Your Value To Business
- ✓ Attend networking sessions
- ✓ Be Brief, but cover basics
- ✓ Understand category priorities
- ✓ Understand business drivers
- ✓ Make a business case – not a sales pitch

Be Patient

- ✓ Exelon Sourcing cycles can be long
- ✓ Large Company dynamics & decision-making must be done among many bidders
- ✓ Prioritize your offerings & prospects
- ✓ Remain flexible
- ✓ Attend industry meetings & connect with the business

Engineering Contract Opportunities

Examples of Projects:

- **Electrical Distribution Engineering**
- **Overhead and Underground Transmission Engineering**
- **Substation Engineering including Protection & Control support**
 - Typical projects include, but are not limited to: installation of new substations (765kV to 69kV) including bus, breakers, and disconnect switches, control buildings, control circuits and SCADA systems, new transformers, new transformer lines, taps into transmission lines, and additions of transformers into existing substations.
- **Facilities Engineering**

Engineer of Choice (EOC) and Specialty Engineer of Choice (S-EOCs) Program support our Engineering Project requirements:

- All work requests are sourced by a competitive bidding process with these suppliers in our EOC portfolio.
- Most new Diverse companies are encouraged to provide support to ComEd through Tier 2 subcontracting opportunities with EOCs and S-EOCs through formation of partnerships.
- Potential opportunity for qualified contractor to be invited to RFPs to bid, and if successful through this process, can achieve status of supporting one or more Exelon business unit as an EOC or S-EOC.

Doing Business with Exelon / ComEd

Utility Business Environment

- 24/7/365
- Sense Of Urgency
- Safety is Paramount
- Sourcing Cycles Can Be Long
- Large Company Dynamics / Decision-Making
- In the private sector, cost savings goals supersede diverse business spend goal.
 - Exelon has been successful in both areas

Exelon's Interface with Diverse Suppliers

- Due Diligence of Suppliers
- Dunn & Bradstreet
- Certification
 - National Minority Supplier Development Council & Affiliates
 - Women's Business Enterprise National Council & Affiliates
- Client History
 - Other private sector projects?
- Self Assess