

WPEO Connections

Lunch with the Experts: Corporate Member Edition Meet SMECO



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Doing Business with Us



WOMEN PRESIDENTS'
Educational Organization.

SMECO - who we are

- ▶ Customer-owned electric utility
- ▶ Providing electricity to more than 166,000 services
 - ▶ Charles
 - ▶ Calvert
 - ▶ St. Mary's
 - ▶ Southern region of Prince George's county.



SMECO's Vision Statement, Mission and the value of Supplier Support

- ▶ **Vision Statement:** Putting members first.
 - ▶ *Supplier support can play an important role in allowing us to put our members first.*
- ▶ **Mission:** To be responsive, reliable, and resourceful - the power you can count on.
 - ▶ *A supplier who is responsive, reliable, and resourceful - allows SMECO to continue being the power our customers can count on.*

Supplier Diversity

Vision

- Develop and maintain a diverse supply base with minority-, women-, service disabled veteran-owned businesses and not for profit entities, collectively “diverse suppliers” which shows progressive growth year over year as we strive to continue to diversify our supply base and comply with federal and state guidelines

Mission

- Demonstrate commitment to achieving the 25% goal established by the Memorandum of Understanding with Maryland Public Service Commission while developing a sustainable and diverse supply chain through a proactive and deliberate business process that provides diverse owned businesses with equal access to compete for and sell value-added products and services to SMECO directly or indirectly through one of our prime supplier relationships

Strategic Objectives

- Comply with all supplier diversity state and federal standards
- Engage partner industry organizations to increase brand awareness and increase access to diverse suppliers
- Partner with internal stakeholders to increase inclusion of diverse owned businesses within SMECO’s supply chain via an internal diversity council

Supplier Diversity Program

Contact Information

Email & Web Address

supplier.diversity@smeco.coop

Smeco.coop/supplier-diversity

SMECO Commitment to Diversity

- SMECO's program is currently inclusive of and reporting on Minority-, Women-, Service Disabled Veteran-, Veteran- and LGBTQ-owned.
- These businesses must be 51% or more owned, operated and controlled by the individuals within each diverse classification
- They must be certified by a third party certifying agency as diverse

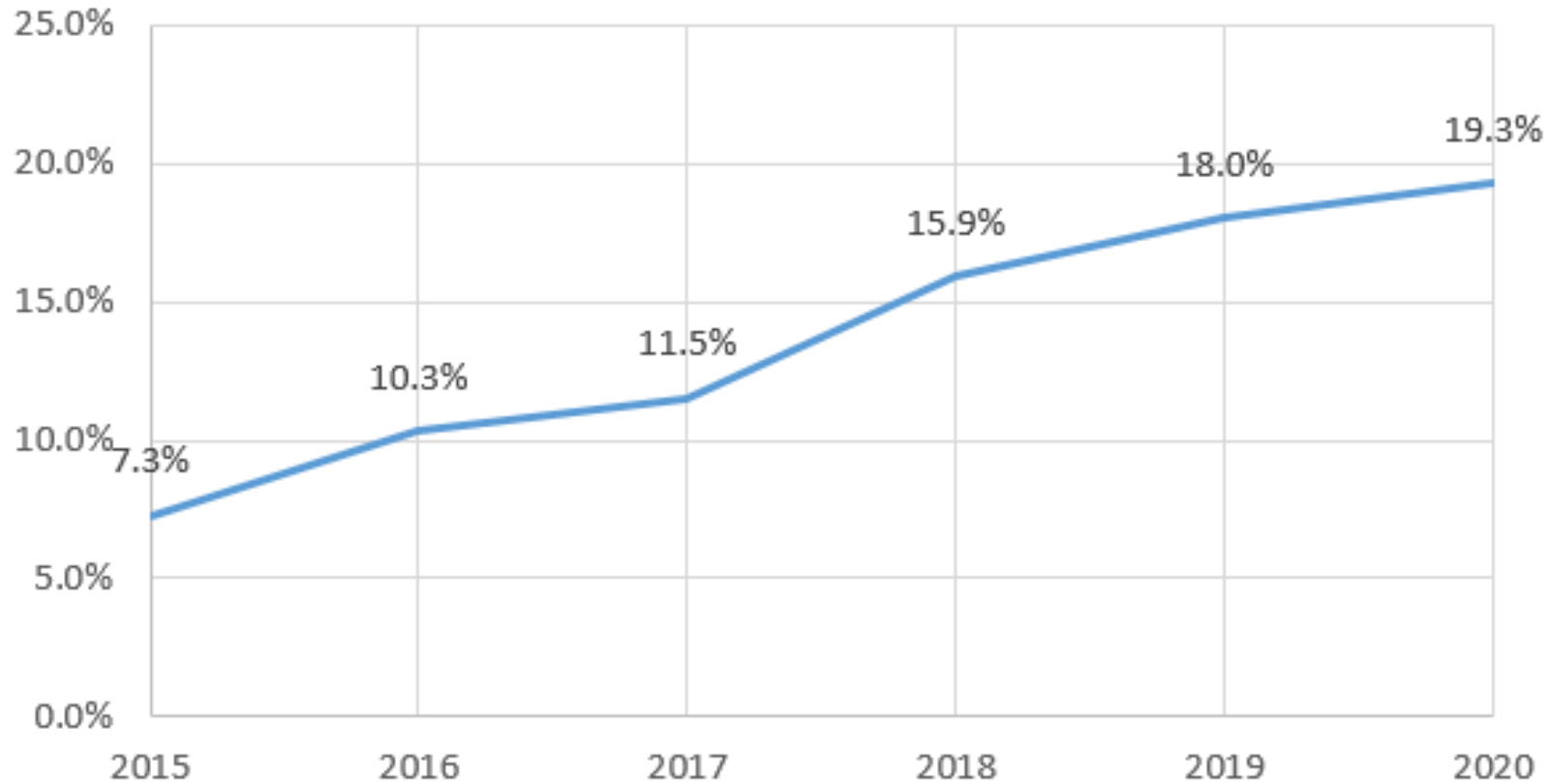


“SMECO is committed to achieving the 25% goal established in the Memorandum of Understanding. Not only does a diversified supply base provide our cooperative with a competitive advantage, but when our supply base reflects our customers, communities, and workforce, everyone benefits from economic inclusion, improved employment rates, and increased job growth.”

-Sonja Cox, President & CEO

How are we doing?

SMECO Diverse Spend Progress. Goal is 25%



Primary Procurement Opportunities:

- ▶ Electric utility transmission and distribution construction
- ▶ Professional services (engineering, consulting, etc.)
- ▶ Electric utility plant equipment (transformers, conductors, etc.)
- ▶ Building and maintenance services of office buildings
- ▶ Office equipment and products



Procurement Process:

- ▶ We strive to competitively bid all major procurements, including diverse bidders wherever possible
- ▶ Bids are accepted by invitation only. Vendors are vetted prior to being invited to bid (no public request for bid)
 - ▶ It is very important to register in our portal to be sure we are aware of the products and/or services you wish to provide to SMECO
 - ▶ Our Supplier Diversity group can ensure the relevant decision makers are aware of your interest
- ▶ Bids are evaluated primarily on cost
- ▶ Labor and professional service procurements are administered by individual departments
- ▶ Inventoried material procurements are administered by SMECO Supply Chain
 - ▶ Recurring bid groupings
 - ▶ Typical duration is two years

How To Register with SMECO

- ▶ Go to www.smeco.coop/supplier-diversity to register in our portal
- ▶ Ensure a copy of your third part certification is attached to your supplier profile
- ▶ When you've completed the registration process, please send an email to advise that you've registered
- ▶ If there is a match when a spend opportunity is generated, an introduction email will be sent to you introducing you to the appropriate department manager

Questions? _Please email us:

supplier.diversity@smeco.coop

