



“Rolling Out & Sustaining a Strong Second Tier Initiative”

*EEI SBA/GSA Federal Subcontracting and Best Practices Workshop
American Electric Power
January 28 – 29, 2010*

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Discussion Points

- *Established Best Practices*
- *Current State of our 2nd Tier Initiative*
- *Finding the Right Balance*
- *The Next Level*

Established Best Practices

- *Many follow Entergy's Template*
- *Established generally accepted guidelines*
- *Determine the level of participation:
of Primes, Information requested, Time period of request*
- *Being a 2nd tier supplier provides the supplier part of the process*

Current State of our 2nd Tier Initiative

- *Manual Process*
- *Request reports on quarterly basis via email*
- *Reports received, reviewed and follow up*
- *Data transferred to Excel Spreadsheet*

Finding the Right Balance

- *Include Diverse Suppliers when going out for an RFP*
- *Be aware of opportunities with your Primes and seek out opportunities for subcontracting inclusion*
- *Build relationships with your Primes and your Sourcing Agents*
- *Being a 2nd tier supplier provides the supplier part of the process*

The Next Level

- *On-line 2nd Tier Solution*
- *Provides automation and consistency for you and the Primes*
- *Enhanced Reporting*
- *Electronic Notification*

Final Thoughts

- *Its takes time*
- *Requires commitment from all parties*
- *Continue to educate and build awareness*



THANK YOU !

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