



The Tennessee Valley Authority is a federal corporation and the nation's largest public power provider. It buys over \$2 billion in goods and services each year—everything from complex electrical parts to janitorial services.

TVA uses a competitive process that considers all significant factors in achieving the lowest cost and best value. If you're seeking to become a TVA supplier, this brochure provides some facts you should know.

[www.tva.com](http://www.tva.com)

# Become a TVA Supplier



## How TVA chooses suppliers

TVA selects suppliers that can provide a competitive edge. Some of the factors it considers in making contract awards are:

- Price
- Depth and breadth of inventory
- Just-in-time delivery capability
- Technical knowledge and expertise
- Experience
- Customer satisfaction
- Safety record
- Financial stability
- Innovative ideas that result in lower total ownership costs.

As necessary for efficient and effective operation, TVA selects suppliers with demonstrated experience, qualifications, and products or services that meet TVA's requirements. TVA establishes strategic alliances with suppliers that are designed to leverage the strengths of individual companies to achieve ongoing benefits to each party.



### Supporting diversity

TVA strives to maintain diversity in its supplier base. It provides opportunities for qualified small, minority-owned, and woman-owned businesses in several ways:

- TVA may assist diversity suppliers in qualifying for contract opportunities by promoting joint ventures, partnerships, and subcontracting relationships to aid in business development.
- TVA offers support services through its Supplier Diversity and Development organization, including guidance through the inquiry and bid process.

### Effective strategies

Companies that wish to do business with TVA can enhance their competitiveness in a number of ways:

- Focus on quality performance and have a well-designed business plan.
- Understand your core competencies and the niche you're capable of filling.

- Develop your networking skills.
- Create excellent marketing materials.
- Be patient, persistent, and prepared.

### Getting started

If you are not presently a TVA supplier but would like to find out about opportunities:

- Send an e-mail to [vendor2@tva.com](mailto:vendor2@tva.com) giving a brief description of your product or service.
- Go to [www.tva.com](http://www.tva.com) and choose the Supplier Inquiries link for additional information.

If you do not have e-mail capability, send your information to:

### Supplier Diversity and Development

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