

PSEG Supplier Diversity Procurement – 2019

“How to do business with PSEG”



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PSEG

We make things work for you.

PSEG Executive Leadership Commitment

“Supplier Diversity has created many win-wins for our company and the communities we serve. It is an important area for reinforcing our leadership, not only in the industry but in the wider community.

It is integral to our efforts to achieve even greater business success while providing benefits to society.”

President Ralph Izzo’s Commitment Statement

–PSEG.com website

www.PSEG.com/supplierdiversity

PSEG Supplier Diversity Process



Policy: Provide equitable opportunities for diverse suppliers

Objective: Develop and increase business

Annual Goals: Minority, Women, Veteran, Service Disabled Veteran, NJ Based, Tier II

Certification: MWVBE ownership status validation required

- 30 years of Supplier Diversity Commitment
- Over \$3 billion accumulative spend in 10 years
- Corporate leader in key MWVBE advocacy groups & boards
- NJ BPU – Supplier Diversity Development Council Utility Member
- Nationally & Internationally Recognized for Achievements
- Improved Communication: Web, Intranet, registration site, social media
- Annual Supplier Diversity Procurement Fairs: Newark, Long Island, Salem

PSEG Procurement & Supplier Diversity



- PSEG Executive Leadership Commitment – Ralph Izzo
- PSEG Procurement Organization - 90 Associates
- Supplier Diversity reside within Procurement
- Procurement buys for PSEG line of business - Clients
- LOB: Corporate, Fossil & Nuclear - Power, Delivery PSE&G, PSEG LI
- Annual spend: \$2.9 Billion in goods & services
- 2018 Diversity Spend = over \$576 million or 20.1%
- We buy everything that runs a city
- New situations / events bring additional opportunities
- All information on web site www.pseg.com
- PSEG Supplier Registration Process via Power Advocate

Doing Business with PSEG

The Registration Process - Create a Supplier Profile

By creating a Supplier Profile, you can ensure that PSEG Procurement professionals have detailed and accurate information about your business.

This profile can be created through our Power Advocate portal at:

<https://www.pseg.com/suppliers>



The profile requests basic information about your company along with supporting information describing your company's available products or services and a copy of your current business ownership certification. Once this information has been reviewed, it will be placed in PSEG's supplier database.

PSEG Supplier Registration – Online Demonstration

Luis Zabala – Power Advocate Implementation Project Manager



Click to access the portal to register on the site:

<https://pseg.com/suppliers>

A screenshot of the PSEG Supplier Registration portal. The page header includes the PSEG Long Island logo and the text "Powered By PowerAdvocate". A left-hand navigation menu contains several options, with "User Information" highlighted. The main content area is titled "User Information" and contains a form with the following fields: "First Name *" with the value "Jane", "Last Name *" with the value "Doe", "Email Address" with the value "janedoe@poweradvocate.c", and "Work Phone *" with the value "867-987-6978". A red asterisk indicates that the fields with an asterisk are required. At the bottom of the form are three buttons: "Back", "Cancel", and "Continue".

User Information	
First Name * :	Jane
Last Name * :	Doe
Email Address:	janedoe@poweradvocate.c
Work Phone * :	867-987-6978

PSEG Supplier Registration – Check List Prep

To streamline your registration process, prepare the following documentation before you proceed to register.

- Basic Company Information
- **Federal Tax ID Number or EIN**
- Basic Contact Information
- A/P Contact Information
- Annual Sales for the past year
- Primary Products & Services – Commodity Categories
- Three References
- Diverse Business Classifications / Certifications

If you have any problems concerning PSEG’s Supplier Registration Site or Prime Supplier Reporting Registration Site, immediately contact PowerAdvocate Support at:

857-453-5800 or support@poweradvocate.com



PSEG Long Island Procurement

PSEG Long Island Supplier Diversity Manager : Barbara Brudie

PSEG Long Island is a subsidiary of Public Service Enterprise Group Incorporated (PSEG), a publicly traded diversified energy company with annual revenues of \$10 billion and operates the Long Island Power Authority's transmission and distribution system under a 12-year contract. PSEG Long Island has a 30% New York State MWBE aspirational goal and a 6% New York State SDVOB aspirational goal. Diverse suppliers are included in providing PSEG LI with a host of materials and services annually.

Web Site: <https://www.psegliny.com/page.cfm/AboutUs>

PSEG Long Island accept MWBE certifications from New York State Empire State Development:

NY Empire State Development (ESD) Division of MWBD

(212) 803-2414

<https://esd.ny.gov/doing-business-ny/mwbe>

PSEG Long Island accept SDVOB certifications from New York State Office of General Services:

NY Division of Service-Disabled Veterans' Business Development

(518) 474-2015

<https://ogs.ny.gov/Veterans/default.asp>

How to do business with PSEG – www.pseg.com

Working with PSEG Procurement: Jade Martin

- **Capable** of meeting the needs of PSEG and have a proven track record of success.
- **Compatible** with the PSEG culture and business model.
- **Competitive** in terms of costs when compared to the competition.
- **Committed** to providing PSEG with the highest quality and innovative products and services that will drive business results while continuously identifying costs savings measures and improvements.
- **Safety:** Accident Free environment where no one gets hurt
- **Sustainability:** Providing energy in an environmentally responsible way
- **Code of Conduct – PSEG Standards of Integrity:** Expectations of keeping ethics front and center in all our actions
- **PSEG Standard Terms and Conditions:** Purchase order related terms of agreement

PSEG Procurement Process Options



- Material Procurement Card Transactions
- Service / Material Purchase Order Transactions
- Service / Material Contract Agreements
- Multi year Contract Agreements - Master Service Agreement
 - *Supplier Evaluation – Financial / Safety / Reliability*
 - *RFP / RFQ*
 - *Bid / Proposal*
 - *Bid Evaluation*
 - *Contract Award – Purchase Order*
 - *Completion of work - Acceptance Criteria – Final Approval*
 - *Invoicing – Payment*

Tier II Subcontracting Options

Procurement / Supplier Diversity Check List



- Get Certified / Verified
- Registered on PSEG Supplier Registration – Power Advocate
 - <https://pseg.com/suppliers> - Upload a Capability Statement
- Attend PSEG Procurement Fairs
- Outreach to PSEG Procurement Organization
- Network at Supplier Diversity Advocacy events
- Tactful marketing your strongest competencies – *plus diversity status*
- Communicate business successes – Elevator Speech
- Respond timely to any procurement inquiry
- Update your registration profile as needed –
 - New customers, annual sales, location, contacts, e-mails, web sites

SAVE THE DATES

2019 PSEG SUPPLIER DIVERSITY PROCUREMENT FAIRS

MAY 8TH 2019 UNIONDALE, NY

JULY 25TH 2019 SALEM, NJ

8:30 AM - NOON

**MEET THE BUYERS, PRIMES & UTILITIES
REGISTRATION REQUIRED
COMPLIMENTARY ADMITTANCE**

DETAILS TO FOLLOW ON WWW.PSEG.COM

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PSEG

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