



AMERICAN WATER



Supplier Diversity: An essential ingredient

EXECUTIVE MESSAGE

American Water strives for quality, superior service, and ethical business practices in bringing clean, safe, reliable and affordable water to the millions of people we serve across the United States. Supplier Diversity is a critical component in our ability to maintain



our standards for excellence.

We can best serve our customers when we support local businesses that represent diverse ownership and provide cost-effective, high quality services.

Through a variety of direct and indirect outreach activities, American Water encourages RFP participation by a wide range of diverse women-owned, minority-owned, and disabled veteran-owned businesses. We ensure participating businesses

maintain high standards for quality, service, and safety, as well as for environmental, labor, and human rights practices.

In this way, supplier diversity is not only an essential component to our service plan, but also a best practice at American Water.

A handwritten signature in white ink that reads "Susan Story". The signature is fluid and cursive, with a large loop at the end of the last name.

Susan N. Story

President & Chief Executive Officer

OUR COMMITMENT TO SUPPLIER DIVERSITY

American Water takes pride in delivering economic benefits to our suppliers, partners, customers, the communities we serve and shareholders.

By economically strengthening our diverse supplier relationships, we are cultivating a more diverse network to add value to our business, better serve our customers, lead our markets and deliver returns to all of our shareholders. Our efforts to diversity reach beyond American Water to the extended network to build long-term, sustainable and mutually beneficial partnerships that help

diverse businesses grow and succeed in a meaningful way.

American Water's Strategic Sourcing department is committed to a comprehensive Supplier Diversity Program that engages diverse suppliers for inclusion in the goods and services we buy.



- We are expanding an effort to provide training for local supply chain managers and local suppliers to encourage RFP participation and to broaden supplier diversity.
- We look beyond our immediate supply chain to ensure our suppliers' manufacturing and sourcing does not violate human rights or ethics standards or pose other supply risks.
- We track safety records of all construction contractors.
- We innovate with our suppliers to optimize business, social, and environmental benefits.

American Water Supplier Diversity Team
supplierdiversity@amwater.com

OUTREACH EFFORTS

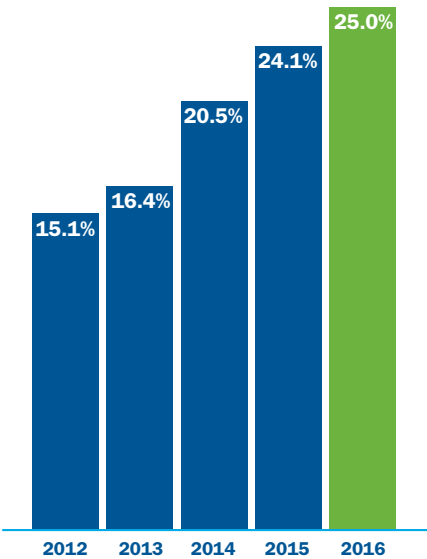
The American Water Supplier Diversity Team attends national and regional events and conferences to promote diversity, educate suppliers on requirements, and encourage participation in bidding.

If your company qualifies as a diverse business: Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Veteran (VET), Services Disabled

Veteran Enterprise (SDVE), or Lesbian, Gay, Transgender, (LGBT) please contact the Supplier Diversity Team



Supplier Diversity: Increasing our Proportion of Spend



Percentages are based on sourceable spend (spending associated with competitively bid sourcing activities), with the exception of government payments, expense reimbursements, etc.

What qualifies as a “Diverse” business?

Your business meets diversity standards if...

- It is 51% owned by a minority, a woman, or a disabled veteran.
- And it has been certified as such by a qualifying organization and designated MBE, WBE, or DVBE.

How do I obtain certification?

1. **Visit** an organization recognized by American Water such as WBENC, NMSDC, VA, DGS, SBA & Supplier Clearinghouse for information on obtaining certification.
2. **Click** on the “Online Application” and complete the prequalification questionnaire.
3. **Download** the “Supporting Documentation” listing. **HINT:** Have all the needed documentation compiled before filling out the application.
4. **Print** the application package, obtain notarization and mail it to the address listed.

The process time for accurate, complete applications generally takes 4–6 weeks to complete.

How do I learn more?

If you are a minority-, women-, or disabled veteran-owned business and think you may qualify as a prime supplier to be considered for future proposals, please contact supplierdiversity@amwater.com or look for more information on our website at: amwater.com/Working-With-Us/Vendors-and-Suppliers

What we buy (a partial list):

Construction



- Underground construction
- Concrete work
- Grading, Paving, Excavation
- Construction Management
- Electrical (high and low voltage)
- Water meter installation, replacement, testing
- Sludge removal
- Well and pump installation
- Fencing and Roofing

Services



- Meter installation
- Waste management
- Surveying
- Design and architectural
- Water conservation
- Underground pipeline repair
- Well and pump repair
- Landscaping and weed abatement
- HVAC maintenance
- Printed materials
- Banking, auditing, consulting, legal, and finance
- Fleet vehicle maintenance, fuel for fleet vehicles, fleet leasing
- Janitorial services
- Staffing

Goods



- Water meters
- Fire hydrants
- Ductile iron, copper, and PVC pipe
- MRO supplies
- Uniforms
- Water treatment chemicals



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