

A utility worker wearing a bright yellow-green safety helmet with the Ameren logo, safety glasses, a high-visibility yellow-green vest over a grey long-sleeved shirt, and work gloves. He is holding a tool and looking off to the side. The background shows a utility site with power lines and another worker in the distance.

**Ameren**  
**Local Small Business Impact (LSBI)**  
**Program**

# Agenda



- About Ameren
- Introducing Supplier Enablement
- Local Small Business Program Overview
- Procurement Needs
- Training & Development Initiatives
- How to Participate
- Getting Started – 10 Key Steps

## Our Mission

*To Power the Quality of Life*

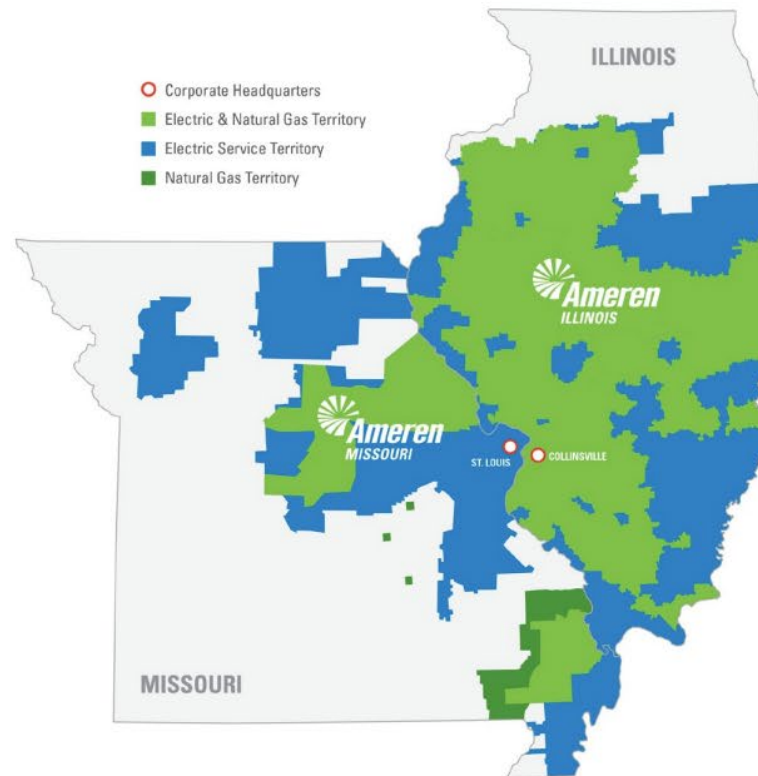
## Our Vision

*Leading the Way to a Sustainable Energy Future*

# About Ameren

St. Louis-based Ameren Corporation powers the quality of life for 2.5 million electric customers and more than 900,000 natural gas customers in a 64,000-square-mile area through our Ameren Missouri and Ameren Illinois rate-regulated utility subsidiaries. Ameren Transmission Company of Illinois operates a rate-regulated electric transmission business. Ameren's employees live, work, raise their families and volunteer in the communities we serve. That's why we support and promote a culture of sustainable resource management in all aspects of our business.

## Fully Rate-Regulated Electric and Natural Gas Utility



# Ameren Businesses

## Ameren Missouri

- Electric transmission, distribution and generation business, and natural gas distribution business in Missouri regulated by the Missouri Public Service Commission (MoPSC)
- Serves 1.3 million electric and 0.1 million natural gas customers
- 9,340 MW of total electric generation capability

## Ameren Illinois Electric Distribution

- Electric distribution business in Illinois regulated by the Illinois Commerce Commission (ICC)
- Serves 1.2 million electric customers

## Ameren Illinois Natural Gas

- Natural gas distribution business in Illinois regulated by the ICC
- Serves 0.8 million gas customers

## Ameren Transmission

- Electric transmission businesses of Ameren Illinois and Ameren Transmission Company of Illinois (ATXI) regulated by the Federal Energy Regulatory Commission (FERC)

# Local Small Business Impact (LSBI) - Overview



- Ameren's LSBI program prioritizes:
  - A safe, reliable, resilient & sustainable supply chain
  - Regional economic impact
  - Inclusive procurement with small businesses across our region.

# Ameren Local Small Business Impact (LSBI)



- **Local Business** - local businesses are companies with operations located in Missouri or Illinois.
  - Key characteristics include:
    - Business has a “Brick and Mortar” operation in MO or IL.
    - Business has established “Boots on the Ground” in MO or IL.
    - Business is registered with the Secretary of State in MO or IL.
    - Owners annual report or public messaging denote investments in local communities of MO or IL.
- **Small Business** - A business enterprise that is independently owned & operated and organized for profit. Depending on the industry, size standard eligibility is based on the average number of employees for the preceding 12 months or on sales volume averaged over a five-year period. Eligibility criteria as small is determined by the Small Business Administration (SBA).

<https://www.state.gov/what-is-a-small-business/>

# Our Stakeholders

- Ameren Supply Chain Organization
  
- Ameren Business Lines
  1. Ameren Illinois
  2. Ameren Missouri
  3. Ameren Transmission
  4. Ameren Business & Corporate Services
  5. Ameren Power Generation Operations
  
- Suppliers
  - Local small businesses
  
- Advocacy Groups

# What We Do



- Assist with finding best-in-class local small businesses
- Host outreach events
  - Symposiums/Summits
- Conduct training & development
- Engage with other organizations that support small businesses
- Track, trend and report performance (Spend and Outreach impact)

# What We Buy



Chemicals & Gases	IT Consulting
Circuit Breakers	IT Materials
Distribution/Underground	IT Softwares and SaaS
Electrical Construction	LED Street Lights
Energy Efficiency	MRO
Engineering Services	Pole Line Hardware
Environmental Service	Professional Services (Mrktg, Fin, Legal)
Facilities Construction Services	Real Estate Services
Facilities Mgt & Construction	Renewables
Fleet	Substation Enclosures & Panels
Freight	T & D Poles (Wood)
Gas Materials	Telecom / Telecom Services
Gas Transmission Construction	TMP - Contingent Workforce
Generation Nuclear Services	Transformers
Generation Operations & Maintenance	Transmission Construction
General Professional Services	Underground Utility Locating
Human Resource Services	Veg Management
Investment Recovery	Wire & Cable

# Training & Development



- Lunch & Learns
- PitchCamp
- Sustainability Showcase
- Prime Supplier Workshops & Showcase
- Renewables Opportunity Workshops
- Safety
- Quality management
- Cybersecurity training



# How to Participate

## **Step 1: Complete Registration**

Complete Ameren's Supplier Enablement registration form. To secure Ameren contracts, all suppliers must meet specific qualification requirements, including technical, operational, and safety standards.

Form: <https://www.ameren.com/partners/suppliers/enablement>

## **Step 2: Determine Your Approach**

Communicate directly with the Supplier Enablement professional who handles your specific area of expertise to determine an appropriate approach for broadening your visibility within Ameren.

## **Step 3: Participate in Events**

Participate actively in Ameren's supplier enablement outreach events, training programs and special initiatives so that you are exposed to real time information that can help to grow your business with Ameren.

# Registration



You will need to provide the following to complete your profile with the registration form:

- Basic company information (i.e. physical address, email)
- Principal owner information
- Federal tax ID number
- Product/service information
- NAICS/SIC
- Annual sales (2 years required)
- Customer references
- Insurance information

# 10 Key Steps

1. Initiate Registration (submit documents, complete profile)
2. Complete Profile - keyword rich
3. Capabilities presentation (submit in writing)
4. Follow up with sourcing, business segment or Supplier Enablement leads
5. Potential selection for bid list
6. Submit bid
7. Potential selection for contract
8. Execute contract
9. Receive purchase order
10. Perform contract, close out, issue report

# QUESTIONS

[www.ameren.com/partners/suppliers/enablement](http://www.ameren.com/partners/suppliers/enablement)