



AMERICAN WATER

WE KEEP LIFE FLOWING®

SUPPLIER

DEVELOPMENT

PROGRAM

MODULES

Supplier development helps establish sustainable and prosperous partnerships with our supply base and contributes to successfully meeting our targets in quality, cost and delivery.



Development is focused on strengthening the performance of diverse suppliers, enabling the acquisition of skills, knowledge, and processes to benefit the supplier as a whole. The development will be conducted in a cohort format over a six months. Meetings will be conducted one day per month with both an in-person (preferred) and virtual option. To register, scan the QR code or visit: <https://forms.office.com/r/udYbxYRP2b?origin=IprLink>

MODULE 1

October 8, 2024 - Camden HQ
How To Do Business with New Jersey American Water

- **American Water Overview**
- **Supply Chain Management**
- **Supply Chain Overview** (vendor pre-qualification, bidding, contract management, supplier code of conduct, safety/insurance
- **Supplier Diversity Overview** (reporting, economic impact study)
- **Cyber Security and ESG Intro**
- **Tour of Headquarters**

MODULE 2

November 2024 - Camden HQ
Financial Acumen

- **Access to Capital**
- **Bonding Requirements and Resources**
- **Project Estimating**
- **Succession Planning**

MODULE 3

January 2025 - Delran, NJ
American Water
Operational Input-Output

- **Water and Wastewater Overview**
- **New Jersey American Water Service Territory/Safety**
- **Engineering Overview**
- **Operations Overview**
- **Rate Case**
- **ESG Overview**
- **Delran Plant Tour**

MODULE 4

February 2025 - Camden HQ
Growth and Success

- **Value of Certification**
- **Growth Strategies/Sales**
- **Marketing Your Business**
- **Success Stories** (panel discussion with current American Water suppliers)

MODULE 5

March 2025 - Location TBD
Prime Supplier Engagement

- **Prime Supplier Overview**
- **Subcontractor Opportunities**
- **Supplier Site Visit**

MODULE 6

April 2025 - Camden HQ
American Water Leaders Round Table

- **Definition of Leadership**
- **Leadership Styles**
- **Role of Board of Directors**
- **Business Management Strategies**
- **Final Project and Graduation**