

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.



Susan N. Story

President & Chief Executive Officer

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
- Underground pipeline repair
- Well and pump repair
- Landscaping and weed abatement
- HVAC maintenance
- Maintenance and fuel for fleet vehicles; leasing
- Janitorial services
- **Professional Services**
- Design and architecture
- Environmental services
- Banking, auditing, consulting, legal and finance
- Staffing
- Communications & Creative services
- Geotechnical services

Goods



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



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Supplier Diversity: An essential ingredient

CREATING A CULTURE OF DIVERSITY & INCLUSION



Illinois American Water, a subsidiary of American Water (NYSE: AWK), is the largest investor-owned water utility in the state, providing high-quality, reliable water and/or wastewater services to approximately 1.3 million people.

Diversity and inclusion lead to a higher quality of life, economic growth, and is one of our strategic imperatives. At Illinois American Water, we aim to keep the focus on changing company culture — both inside the company and with our customers.

Our entire team focused on three strategic areas in 2016:

- American Water's Leading Supplier Academy Workshop
- Supplier database validation
- Partnerships with Illinois advocacy groups

The company's spend with certified diverse suppliers in 2015 more than tripled when compared to the 2014 base year. Illinois American Water continued the momentum into 2016, achieving a diverse spend of 27.43 percent — about 8 times greater than the 2014 base year and more than twice as much as 2015. We achieved year-over-year growth — specifically through diverse spend with both large and small organizations in our communities and Illinois' economy.

We are proud to report on the success we've had increasing diverse representation in the water utility industry in a way that reflects the communities we serve and positions Illinois American Water for long-term success.



Bruce Hauk
President, Illinois American Water

OUTREACH EFFORTS

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

If you are part of a qualified MBE, WBE, VBE, DVBE or LGBTBE organization, please contact the Supplier Diversity team to learn how we can help you become a valued part of the American Water supply chain.



Photo by Robert Benson/Legion Photo



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WORKING WITH US

What qualifies as a “Diverse” business?

Your business meets diversity standards if...

- It is 51% owned by a minority, woman, veteran, disabled veteran, LGBT individual, or qualified small business; and
- It has been certified as such by a qualifying organization and designated MBE, WBE, VBE, DVBE, LGBTBE, or SBA.

How do I obtain certification?

1. **Visit** an organization recognized by American Water such as WBENC, NMSDC, VA, LGBTE, 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 il.supplierdiversity@amwater.com or look for more information on our website at: amwater.com/ilaw/about-us/doing-business-with-us/supplier-diversity/supplier-resources.



Scan this QR code on your smart phone to go directly to our site.