

## **Exclusive Interview with Keli Hearon at Pepco Holdings Utilities, (PHI)**

### **1. Please tell us about your journey to PEPCO, an Exelon Company?**

I joined the Exelon Supply organization in 2014. Prior to joining Exelon, I held various procurement management positions in the Airline, Construction and Non-Profit industries. During my time at Exelon, I have managed several enterprise-wide supply categories supporting the Exelon Utilities and Generation Companies, where supplier diversity has always been a key pillar. In 2020, I accepted the role of Diverse Business Empowerment Manager supporting the Pepco Holdings (PHI) Utilities - Pepco, Atlantic City Electric and Delmarva Power. This role allows me to drive our core principles of diversity, inclusion and equity. Both of my parents were entrepreneurs in the construction industry, so I know the struggles diverse businesses face in building capacity and seeking opportunities. I take great pride in being able to support our mission, while providing opportunities to our local and diverse suppliers. It truly is a gift to be in a role that allows me to service the communities we serve.

### **2. What are your responsibilities and duties at Pepco?**

As the Exelon Diverse Business Empowerment Manager for Pepco Holdings, I am responsible for driving the strategy, planning, organizing, implementation and reporting of the corporate commitment to supplier diversity. In addition, I partner with stakeholders across all business units and functions to advocate for the growth of diverse suppliers within our utilities while working to ensure diverse supplier inclusion within category and sourcing strategies.

### **3. How can one get registered with PEPCO to do business?**

Those that are interested in doing business with our companies, can register at [www.exeloncorp.com/suppliers](http://www.exeloncorp.com/suppliers)

### **4. How can interested parties learn about new opportunities occurring in the near future with Pepco?**

Once suppliers have completed registration, the Exelon sourcing professionals will be able to contact them directly for RFP opportunities based on the core competencies suppliers have indicated in their profile.

### **5. What kind or type of work will be coming out through 2022 with Pepco?**

Our greatest supplier diversity spending opportunities exist in Distribution Construction, Transmission & Substation Construction, and Vegetation Management. I would refer the diverse suppliers to our registration portal at [www.exeloncorp.com/suppliers](http://www.exeloncorp.com/suppliers) where they can find a complete list of products and services we buy.

### **6. What types of diverse suppliers does Pepco need now?**

Professional services, project management, general contractors and construction division trades. These categories will change depending on the specific needs of our organization, customers and other key stakeholders. In all of our sourcing opportunities, we carefully assess

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companies of all sizes, particularly diverse certified suppliers to ensure we find and select the best suppliers with the right capabilities to help us achieve our business goals. We look for leaders who share our commitments to:

- Safety
- Excellence
- Integrity
- Innovation to serve customers
- Accountability to our communities and the environment
- Inclusion and diversity