

DIVERSITY ***by the numbers***

*Suppliers as diverse as
the customers we serve.*

Empowering **OPPORTUNITIES**

Southern Company purchases from **more than 3,000 small and diverse businesses** annually.

At Southern Company we foster strong, long-term relationships with diverse suppliers that will drive value for Southern Company and our customers. All suppliers are seen as vital partners in our work to meet the needs of the 21st century.

REGISTRATION PROCESS

Registration is a key first step for any potential new diverse supplier to do business with Southern Company and its operating companies: Alabama Power, Georgia Power, Gulf Power, Mississippi Power and Southern Nuclear. Register electronically at www.southerncompany.com/about-us/suppliers/home.cshhtml#registration.

Note: Completion of this process does not guarantee future opportunities with Southern Company and its four operating companies, but it is a required step in order to be considered for any opportunities.

SPEND WITH SMALL AND DIVERSE BUSINESSES

Southern Company actively seeks to provide contracting opportunities to diverse suppliers in the following business enterprises:

- Minority-owned
- Woman-owned
- Historically Underutilized Business Zone
- Veteran-owned
- Service disabled veteran owned
- Small business
- Small disadvantaged

To learn more go to www.southerncompany.com/about-us/suppliers/

Diverse **COMMITMENT**

At Southern Company, our base of **4.5 million customers** is amazingly diverse. Our mission is to reflect that diversity in the suppliers that help energize our success.

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At Southern Company, we value diversity by creating a workplace where people with varying perspectives and backgrounds can contribute to the best of their ability. The same holds true for our supplier diversity program. We benefit from a diversity of business owners who bring different ideas and innovation to the table. All our suppliers are vital partners who enable us to provide our customers with the service and reliability they deserve.”

Tom Fanning
Chairman,
President
and CEO



PEOPLE WE SERVE

Southern Company's operating companies include Alabama Power, Georgia Power, Gulf Power and Mississippi Power. Southern Company's commitment to supplier diversity is demonstrated by its company-wide efforts to help local businesses find opportunities to grow, while also contributing to the overall economic growth of the communities the company serves.

Since 2010, Southern Company's procurement spend with diverse suppliers has averaged 23.4 percent.

As a company, we believe that a diverse supplier base maximizes the value of our supply chain through cultivation, citizenship and compliance.

We promote diversity that adds quality and competition to the supply chain through business development opportunities.



We strive to be a good corporate citizen and improve the economies of the communities we serve by increasing opportunities for small and diverse businesses.

We comply with all regulatory guidelines, adhere to regulatory agencies and meet our spending goals with a pool of certified, high-quality suppliers.

OUR VISION



Through the supplier diversity program, we seek to establish mutually beneficial business relationships that widen the pool of suppliers of quality materials and services, as well as help firms contribute to the economic growth and prosperity of the communities our four operating companies serve.

History of **RECOGNITION**

Southern Company has been actively seeking contract opportunities for small and diverse suppliers for **more than 35 years**.

In fact, in 1978, the company's Georgia Power subsidiary became the first electric utility in the country to implement initiatives to develop and grow diverse businesses.

Since that time, Southern Company has strengthened its corporate focus on the diversity of its suppliers across all four of its operating companies, resulting in award-winning initiatives that have been developed to provide solid business opportunities for small and diverse businesses.

Real **PROGRESS**

Southern Company has spent approximately **\$3.6 billion** over the last five years with small and diverse businesses.

Southern Company and its four operating companies offer several programs to ensure we actively seek diverse businesses that offer quality goods and professional services.

MENTORING PROGRAM

This program enables suppliers to increase awareness of contracting opportunities and gives purchasing employees wider supplier choices.

MINORITY BUSINESS EXECUTIVE PROGRAM

Dartmouth University's Tuck School of Business
We provide sponsorships to qualified, proven suppliers to attend classes that focus on building high-performing businesses.

SECOND-TIER OPPORTUNITIES

We encourage prime contractors to extend subcontracting opportunities to diverse firms.



"The supplier diversity team has helped me so much. I learned the way Alabama Power operates its internal operations and how my company can interact with and work with businesses that offer supplier diversity programs."

Mayhar Hall, Owner of Cavco and 2010 mentor graduate

"The supplier diversity program at Gulf Power has helped me to understand how to better do business with them and how to make the right contacts."

Larry Acuff, Holmes Tool & Engineering

"Working with Mississippi Power's supplier diversity program has been an overall great experience. The relationships I have built are strong and will help me with future opportunities."

Elliot Davis, Owner & President, DCD Construction

"Working with Georgia Power has helped our company grow in every area."

Gene Carlton, GC Electrical Solutions (GCES)

