

“Supplier Relationship Management - How We Got Here & Where We’re Headed”

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Biography

Daniel Mottola has 12 years experience, 9 within the Power Industry. His background is in Chemical Engineering, Chemistry and Business. Dan started out with Corning Fiber Optics (a Division of Corning Incorporated) in 1999 as a Process Engineer focused on manufacturing, R&D and process improvement. He quickly transitioned to a project management focused environment as he was tasked with a variety of newgen projects and process efficiency upgrades. Dan stayed with Corning for 3 years before leaving to pursue his graduate degree. After completing his program, Dan began working for Progress Energy as an Engineer in the Strategic Engineering Unit, focused on new environmental regulations compliance and new technology assessment. For the next 2.5 years Dan worked in a several areas of the company, including Plant Operations, Environmental Services, Major Projects, System Resource Planning, Fuels, and Engineering working on a multitude of different initiatives all across the company. Afterwards Dan took a role in the Fuels Department as Sr. Engineer, primarily focused on fuel flexibility initiatives, engineering technology and compatibility assessments to address new environmental regulations. Eventually he moved into a commercial role as a Byproducts Specialist where he became the Sales Account Manager selling various coal combustion products and was successful in raising the utilization rate from 24% to 50%+ over the next 3 years. Dan then moved into Supply Chain, specifically in Supply Chain Strategy, to help develop and implement Category Management initiatives, as well as develop and staff his own unit, Supplier Relationship Management (SRM). Currently, Dan is the Manager of Supplier Relations where he is primarily focused on Supplier Performance, but his group also covers the entire entrance of a company into Progress Energy all the way through supplier transitions.

Abstract

This session will examine the evolution (the need basis), the introduction and implementation of Supplier Relationship Management at Progress Energy. It will address the learning curve across Supply Chain and the Business Units for engagement with SRM, best practices for effective

performance monitoring and metrics development, developing an effective supplier relationship, and Continuous Improvement, not only from a utility perspective but also the best practices and benefits from the supplier's perspective. This session will provide insights that will provide value for both utilities and suppliers in attendance.