



vermont electric power company



Products & Services Strategic Initiative

Advancing the Initiative

VELCO's Strategic Transformation

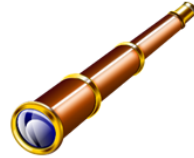


Mission

Serve as a trusted partner



Do your core job well



Vision

Create a sustainable Vermont through our people, assets, relationships, and operating model



Leadership



Values

People, safety, sustainability, creativity and great work

To live our values we...

Treat everyone with respect

Respond with urgency and care

Unconditionally support and empower one another

Share information

Think outside the box

People

Aligning VELCO's work to create a sustainable Vermont through our people, assets, relationships, and operating model

Product & Services Initiative

- To provide greater value to our owners
 - Employees through professional services
 - Leverage key skills developed from execution of capital projects and maintenance programs
 - Used existing project management processes and cost controls
 - Assets such as: fiber, software systems, equipment rentals etc.

Recent Accomplishments

- Billing process completed
 - Labor and equipment billing rates
 - Innovation Hub
 - Business case tools
 - Collaboration, governance & consistency
 - Visibility
- Experiences
 - Secured matting, permitting, design and telecom projects
 - Won and lost bids
 - Partnerships with mutual trust
 - Explored opportunities



Engagements

- Multiple telecommunication service engagements for utilities
 - Sheffield Wind Farm
 - Vermont State College
- Manage use of over 8,000 mats on projects
 - Matting for DU's
 - Bidding on other projects
- Consulting Services
 - Transformer design support for Global Foundries
 - Worked for TDI & NGRID
 - Utopus Engagement

Where do we want to go?

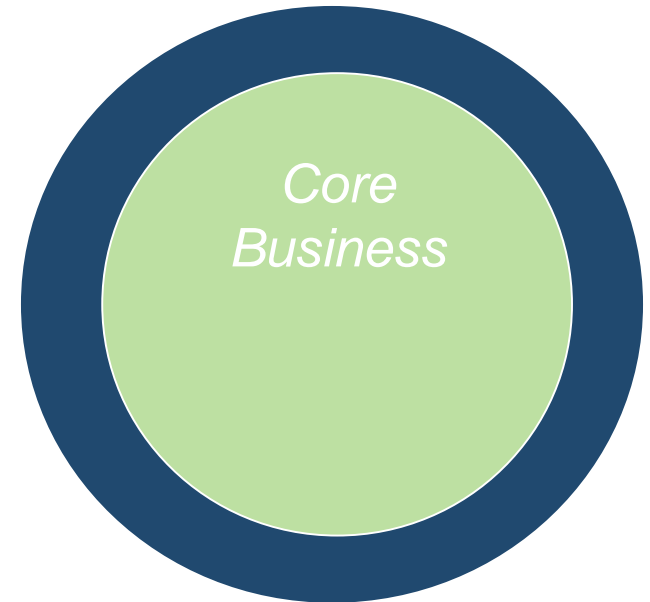
Today



5 years



10 years



*Today's strategic initiatives become part
of our core business*

Expanding our work, *for the sake of* *A Sustainable Vermont*



Seeking New Opportunities

Experiments
Failures
Risks
Creativity
Partnerships
Excitement
Value

Increasing Value

Each Other
Owners
Vermonters

Elements of consideration for new opportunities



Supporting the Initiative

- Trust instincts and business acumen of employees to generate and own ideas
- Include peers to develop good ideas into sound business cases
- Guided by an evaluation panel to focus on high value opportunities, while maintaining repository of ideas for future thought

Next Steps

- Complete service catalogue
- Continue to encourage employees to seek out new opportunities
- Meet with owners to determine their needs and ways VELCO can provide value