

Convergence

It is important for Dominion Energy to do business with small diverse

businesses because we bring a totally different perspective.

And because of the fact that we are diverse,

we also bring a wealth of talent.

It basically encourages

and sustains small businesses that are sort of the

the foundation of our economy.

Two, there's a lot of innovation that's inherent

in developing smaller companies.

And then three, I think they get more response

and more attention

and more accountability from smaller companies

than they do from larger companies.

It is important for small businesses to partner with larger corporations

because these corporations give us credibility.

When other companies know that we're doing business with Dominion Energy,

for example, they are more willing to take a chance on us.

We know that when you support diverse suppliers that creates competition,

that fosters innovation, creativity, and actually contradictory to popular

belief, decrease cost.

What I would say to someone who's interested in attending next year's

conference, is to participate, to engage,

to make sure that they are prepared.
Because a lot of the companies

that I met today, they asked me

many questions about my company,
the products and services that we provide.

And I think you need to be prepared
for that.

We don't want to be here in ten,
twenty, thirty years,

and look back and say that in our industry
there's only four or five suppliers.

That's going to inhibit competition,
creativity and innovation.

So I'd encourage everybody to make time
to attend the in-person events

such as this.