

AESP PRESENTS OUR FOURTH ANNUAL

Supplier Strategies for Success in Energy

Free for
diverse
suppliers!

Monday, February 23

1:00-5:00 pm PT
San Diego, CA at the
Manchester Grand
Hyatt

Join us for AESP's fourth annual pre-conference training dedicated to helping underrepresented suppliers strengthen their position in the clean energy industry. This year's session focuses on turning inclusion into action — equipping suppliers and partners with practical strategies to stand out, build partnerships, and navigate today's evolving procurement landscape.

Through interactive discussions, case studies, and real-world insights, participants will learn how to translate their capabilities into measurable impact and lasting connections.

Check out the full agenda, learning objectives, target audience, speakers, and more [here](#).

Event Highlights

- **Voices of the Industry:** Hear directly from utilities and implementers about what drives procurement decisions and where opportunities still exist.
- **Building Better Partnerships:** Discuss partnership challenges and help co-create a shared understanding of partnership to guide what fair and respectful teaming should look like.
- **Identity AND Impact:** Go beyond certifications to understand what buyers look for, how to partner effectively, and how to avoid common pitfalls.
- **Turning Stories into Strategy:** Transform your company's experiences and successes into compelling narratives that open doors and win work.

Why attend?

Whether you are new to the clean energy sector or already pursuing partnerships with utilities and implementers, this session will help you:

- Showcase both your capabilities and impact
- Learn the language that procurement teams respond to
- Understand what makes proposals stand out
- Improve teaming and partnership strategies
- Turn your stories and experiences into strategies that work

Participants will leave with a clearer understanding of how supplier inclusion is evolving, what utilities and implementers are looking for, how language influences credibility, and how to communicate impact in ways that open the door to meaningful partnerships.

Email Lauren for more information: lbilodeau@aesp.org

This event is proudly presented by:

AESP ASSOCIATION OF ENERGY
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