

**BUSINESS INSTITUTE**

*Presents*

# **How to do Business with Duquesne Light Company**



**Friday, May 11, 2018**

**8:30A.M. – 11:00A.M.**

**Koppers Building Conference Center  
436 Seventh Avenue, Lower Level  
Conference Room 4 – H. White Room  
Pittsburgh, PA 15219**

This workshop will introduce you to Duquesne Light Company's procedures on doing business. Meet their procurement, construction, information technology, and corporate service teams to start the process of building relationships with key decision makers.

Don't miss this workshop if your firm is interested in doing business with Duquesne Light Company.

**THIS WORKSHOP IS FOR CHAMBER MEMBERS ONLY!**

You must RSVP by: May 4, 2018  
412-392-0610 or [information@aaccwp.com](mailto:information@aaccwp.com)

**Please plan to attend!**

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### Evaluation Summary

1. What type of business / profession do you represent?  

Branded Merchandise	Consulting/Software	Engineering/Consultants
Executive Search/Staffing/HR	Government	IT
Legal Shield	Training/Training & Development	
Workflow Solutions		
2. Is this your first time attending a How to Do Business Workshop with the Chamber?  
Yes = 29% No = 71%
3. Have you done business with Duquesne Light Company in the past?  
Yes = 7% No = 93%
4. How would you rate the Duquesne Light presentation?  
(Circle 1 the lowest to 5 the highest) 2 = 7% 3 = 7% 4 = 14% 5 = 72%
5. Were you pleased with the continental breakfast? Yes = 100%
6. How would you rate the overall workshop?  
(Circle 1 the lowest to 5 the highest) 3 = 7% 4 = 7% 5 = 86%
7. Which part of the presentation was most useful to you?  
**The breakdown of the category specialists; contacts; meeting the new faces of DLC; how to work with DLC; description of the process; Q&A; identifying the people we need to do business with; Darcie's presentation/shared services; the list of who they are looking for; everyone was very informative and open; the sincerity of the DLC team.**
8. What would you have added to the workshop?  
**Nothing; DLC's plans for growth.**
9. Do you have sufficient information for a follow-up meeting with Duquesne light Company?  
Yes = 100%

Other comments please:

**Set time for afternoon or later start to avoid morning rush hour; presentation need to be a bit more clear and concise, without Doris probing we would not have known; thanks for getting DLC to be accountable to Supplier Diversity, the proof will be in the going forward metrics; this was a very informative session, I am so thankful I attended; great session; loved the upbeat, positive and honest attitudes of the DLC team.**

*We appreciate you taking time to complete this evaluation. This valuable feedback allows us to plan programs that are useful to our members as we promote access & opportunity for business owners and professionals.*