

A world map in shades of blue, serving as a background for the top section of the invitation.

## *Invitation*

Executive Briefing & Roundtable Dinner Meeting

# **The Nuclear Supply Chain— What's the New Vision?**

**April 17, 2012 from 6:30 to 8:30 PM**  
**Nuclear Supply Chain Conference**  
**Charlotte, NC**

This event is *by invitation only*.  
You are invited to attend as our *guest*.

**Linton Consulting**  
Insights for Industry and Government

*Please join this special invitation dinner meeting ...*

## The Nuclear Supply Chain— What's the New Vision?

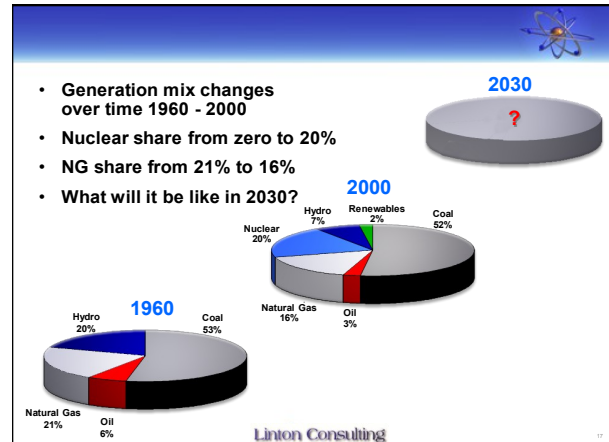
Recent announcements in the Southeastern U.S. and worldwide, demonstrate that the nuclear renaissance is real, yet progress is slower than expected. In recent decades the Nuclear Supply Chain significantly diminished in the U.S., though actively continued in Japan, Korea, France, and Russia. Today, it is rapidly developing in China and slowly recovering in the U.S.

A number of U.S. suppliers are expressing interest in the nuclear marketplace, both new build and operations. Yet for some, their efforts have been disappointed. They have found that entering the market is not so easy and procurement officials are not all eager to talk with them.

The purpose of this dinner roundtable is to bring together some high profile companies and procurement leaders and some high potential suppliers, to discuss key questions outlined below.

Perhaps the core question is what should interested suppliers do now to qualify for and position themselves for this long term market that for some, still seems to be out of reach?

To explore such questions we invite you to join us for a private dinner meeting for a buyer-supplier exchange. This Roundtable is being planned for 6:30 – 8:30 PM on April 17 at the Hilton Charlotte Executive Park. This is an evening meeting preceding Day 1 of the *Nuclear Energy Insider Supply Chain Conference*.



The meeting will include dinner, a briefing and a moderated discussion in a question and answer format. We expect to limit the Roundtable meeting to about 15 participants.

After the initial briefing, discussions will explore a range of scenarios for the future as well as advice to both buyers and suppliers on how to make their work more effective and efficient.

### Key Questions

- What is the status of the nuclear renaissance and what should buyers and suppliers expect now?
- What are the key messages for suppliers who want to participate in nuclear new build or operations?
- What are the frustrations of suppliers and buyers?
- What do suppliers need to know about how to improve their marketing and BD activities?
- What can suppliers reasonably expect from the new build and the O&M market? Globally?
- What is the anticipated size and nature of the Fukushima-driven safety upgrade market?
- How can small business play in nuclear, considering the high cost of quality programs?

Please R.S.V.P. as soon as possible. Bill Linton will contact you for advance input and to answer any questions you may have.

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