



## **Daniel S. Lipman**

Executive Director, Policy Development and Supplier Programs



Dan Lipman joined the Nuclear Energy Institute in January 2014. He had worked there in 2012-2013 as a loaned-executive from Westinghouse Electric Company. He is responsible for nuclear exports, international trade, relations with supplier member companies, state regulatory relationships, fuel cycle policy and programs, nonproliferation, and policy analysis.

Before joining NEI, Mr. Lipman was senior vice president of operations support for Westinghouse Electric Company, responsible for the global supply chain, quality assurance and continuous improvement, information technology, corporate strategy, risk management, environmental health and safety, sustainability and leadership over a number of key commercial processes and transformational activities. He assumed this position in September 2009.

From 2005-2009, Mr. Lipman served as senior vice president, nuclear power plants, responsible for managing Westinghouse's global deployment of new, nuclear power plants. During this time, he played a pivotal role in securing landmark AP1000 contracts in China and the United States, establishing Westinghouse as the early leader of the nuclear renaissance. He had executive responsibility for AP1000 design and licensing, marketing, contract negotiations, equipment supply and project management.

Prior to 2005, Mr. Lipman was vice president, customer relations and sales, North America, with responsibility for strategic relationship management, commercial affairs, sales and alliances for nuclear operating plant customers. Under his leadership, U.S. performance for Westinghouse reached more than \$1 billion of new orders for nuclear fuel and services in the U.S. alone.

Mr. Lipman also served as president of Westinghouse Asia, with regional duties for China, South Korea and Taiwan. Living in Beijing for four years, he was responsible for relationship management and sales of Westinghouse nuclear engineering, equipment and services to operating nuclear plants, plants under construction and new plants in those markets. The implementation of joint ventures, technology transfer and partnerships with local organizations were important aspects of this activity, as was establishing and developing host country government and embassy relationships.

Mr. Lipman's earlier experience involved numerous project management and customer interface assignments. He spent approximately seven years in field positions at customer plant sites in Korea, Georgia and Texas supporting construction, start-up, operations, and outage management. At headquarters, he furnished project management and technical support to key customer accounts for Westinghouse products and services at operating plants.

Other assignments have included sales support roles for Combustion Engineering plants and negotiating and implementing technology transfer agreements with European companies.

Before joining Westinghouse, Mr. Lipman was a research associate at a Washington, D.C., consulting firm for nuclear nonproliferation, reprocessing, waste management and fuel-cycle policy issues. He also interned at the International Atomic Energy Agency in Vienna.

