

Exhibit to Agenda Item #4

Strategic Development Committee Board of Directors Meeting
Tuesday, December 18, 2018, scheduled to begin at 5:30 p.m.
Customer Service Center, Rubicon Room

Action Request

Authorize the Chief Executive Office and General Manager to award contract to **Coact/Lamb Joint Venture** to provide Architectural and Engineering Services for the SMUD Power Control Center (PCC) building project for a contract term of January 2, 2019 – June 30, 2023 and a not-to-exceed total contract value of \$2,585,500.

Scope of Work

- Provide Architectural and Engineering Services which include:
 - Integrative planning and design collaboration with SMUD's team
 - Produce entitlement documents specific to the PCC
 - Coordination with local, state and federal jurisdictions to meet permit/construction requirements
 - Programming support with departments to be located in the PCC
 - Assist development and negotiation of Guaranteed Maximum Price (GMP) with the General Contractor
 - Complete design services for all disciplines

Procurement Timeline

1. RFP released on September 21, 2018
 - 130 vendors notified
2. RFP Pre-Proposal Conference on October 2 and 12, 2018
 - 19 vendors attended
3. RFP Proposals Due on October 31, 2018
 - 4 received; 2 were judged non-responsive
4. Proposal Negotiations – November 28, 2018 - December 6, 2018
5. Contract Award – December 21, 2018

Technical Evaluation

- ✓ Previous experience on similar projects related to scope, size, and cost
 - Power Control Centers
 - Data centers
- ✓ Claims history and judgments
- ✓ Qualifications and experience of key personnel
- ✓ Technical and management approach

Proposer Evaluation Results

Responsive Proposals Received	<u>Pass/Fail</u>	<u>10 Points</u> SEED	<u>60 Points</u> Technical	<u>30 Points</u> Price	Total Score	Rank	Proposal Amount	Evaluated Proposal Amount	Negotiated Proposal Amount	Proposed Award Amount
Coact/Lamb Joint Venture	Pass	10	46.10	30	86.10	1	\$2,532,240	\$2,405,628	\$2,585,500	\$2,585,500
Dreyfuss + Blackford Architecture	Pass	10	44.20	18.28	72.48	2	\$4,074,942	\$3,948,330	\$3,799,638	

Non-Responsive Proposals Received	<u>Comments</u>
DGA, Inc.	Proposer did not pass the Evaluation Criteria 1, Pass/Fail Requirement.
Black & Veatch Corporation	Proposer did not achieve a MINIMUM combined score of 35 for evaluation criteria items 3, 4, and 5.

- The proposed award amount represents 4.5% of the estimated construction cost
- Architectural/Engineering industry standards is about 10% of the total construction cost
- Two proposers were non-responsive. The first, DGA, did not provide the minimum experience of 3 projects required for the mechanical engineer to pass the pass/fail qualifications. The second, Black & Veatch had a score of 25.6, which did not meet the minimum threshold of 35 points to be interviewed.

Coact/Lamb Technical Evaluation

- **Coact/ Lamb Joint Venture** – brings together an expert local architectural presence and over 50 years of nationwide electric utility control and data center experience completing over 500 control and data center projects.
 - Clients include:
 - Detroit Edison
 - Portland General Electric
 - Pennsylvania Power & Light
 - Tennessee Valley Authority
 - Roseville Electric
- The team's staff of technical experts include in-house architects, engineering, project managers and estimators
 - **Architect of Record** has 26 years of architecture experience with the local firm
 - **Project Director** has over 25 years of nationwide electric utility control and data center experience

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