

Exhibit to Agenda Item #6

Board Strategic Development Committee and Special SMUD Board of Directors Meeting

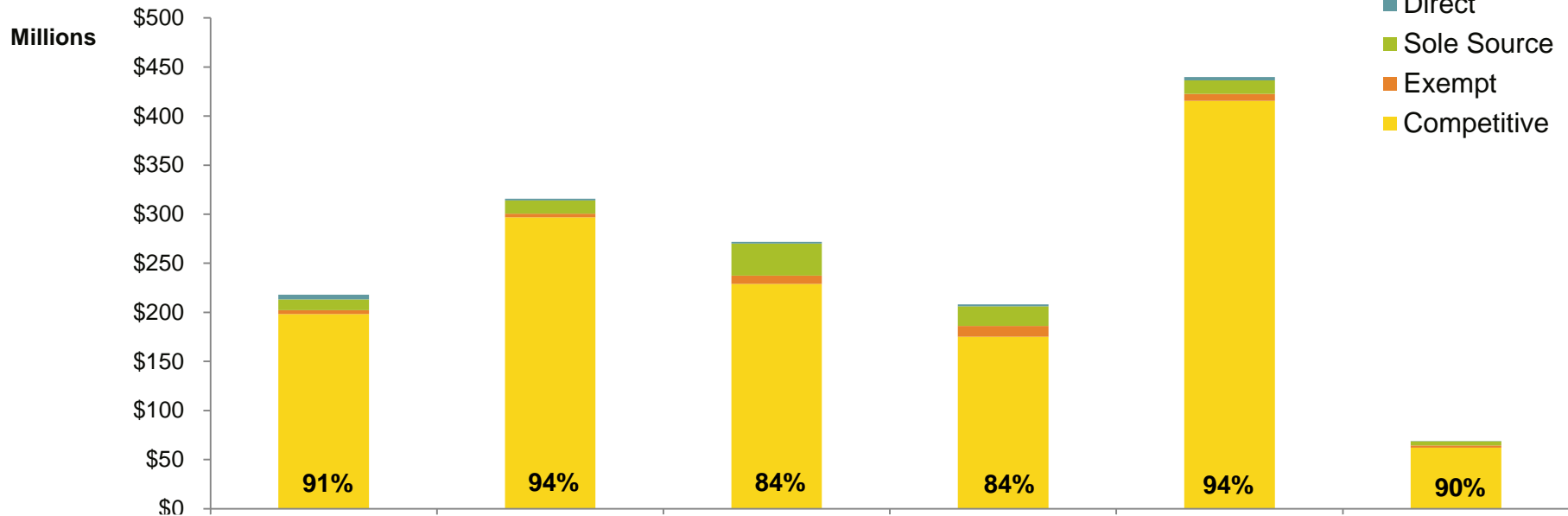
Tuesday, December 18, 2018 scheduled to begin at 5:30 p.m.

Customer Service Center, Rubicon Room

Compliance BL-8

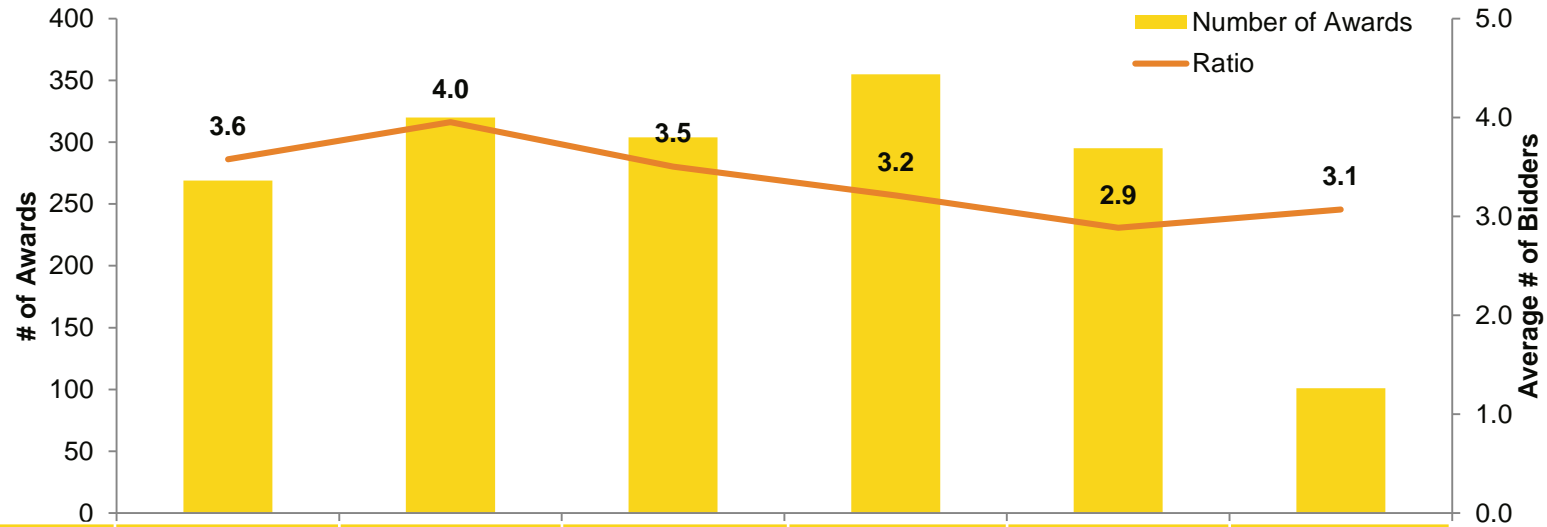


Competition Contract Awards



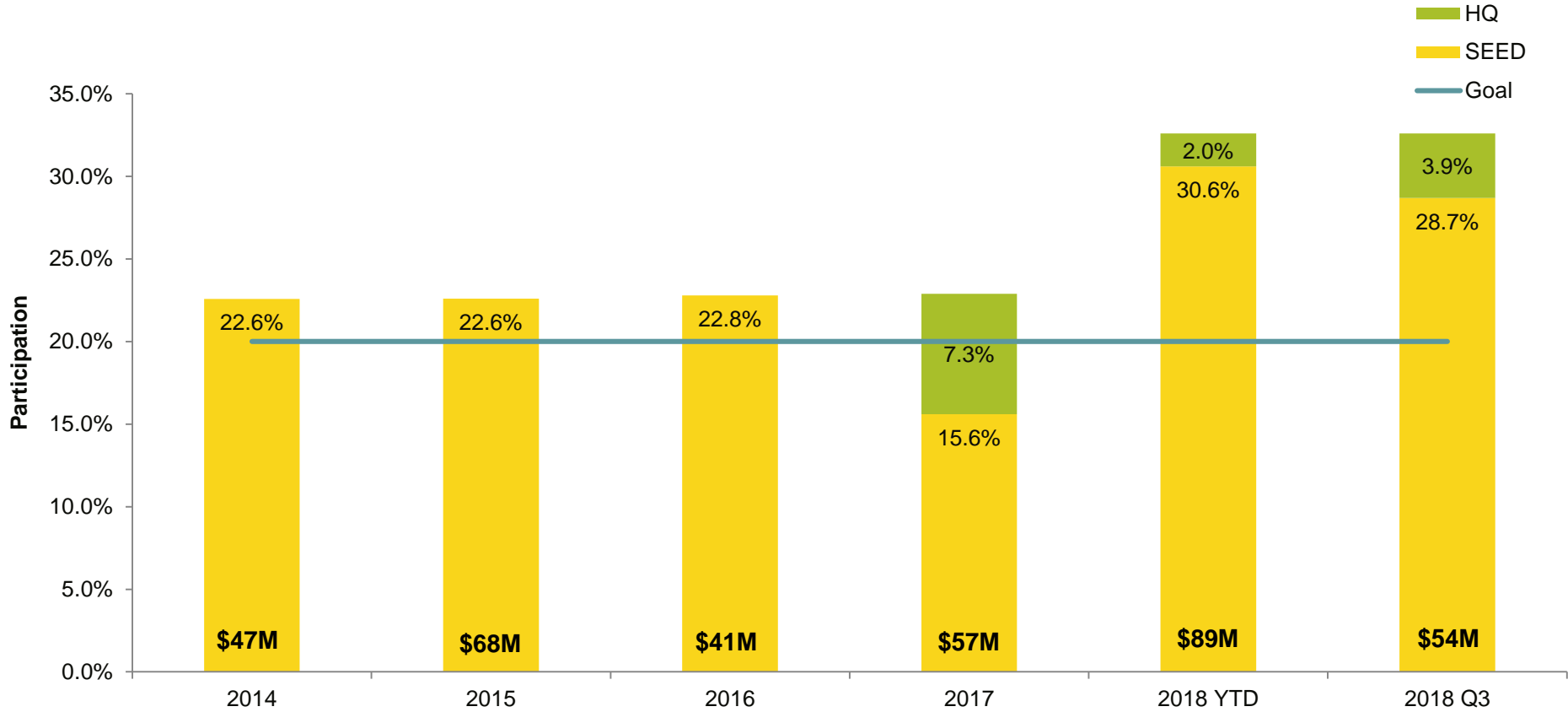
	2014	2015	2016	2017	2018 YTD	2018 Q3
Total Awarded	\$217.9M	\$315.7M	\$271.9M	\$208.1M	\$439.9M	\$69.1M
Competitively Awarded	\$198.4M	\$296.9M	\$228.9M	\$175.3M	\$415.5M	\$62.3M
Exempt	\$3.8M	\$3.7M	\$8.6M	\$10.9M	\$7M	\$2.1M
Sole Source	\$10.9M	\$13.4M	\$32.7M	\$20.1M	\$13.9M	\$4.4M
Direct Procurement	\$4.8M	\$1.7M	\$1.7M	\$1.8M	\$3.5M	\$300k

Inclusiveness Bidders/Event



	2014	2015	2016	2017	2018 YTD	2018 Q3
Number of Bidders	962	1265	1065	1140	851	310
Number of Events	269	320	304	355	295	101
Events with >3 Bidders	154	177	152	186	135	46
% of Events with >3 (count)	57%	55%	50%	52%	46%	46%

Economic Development SEED Participation



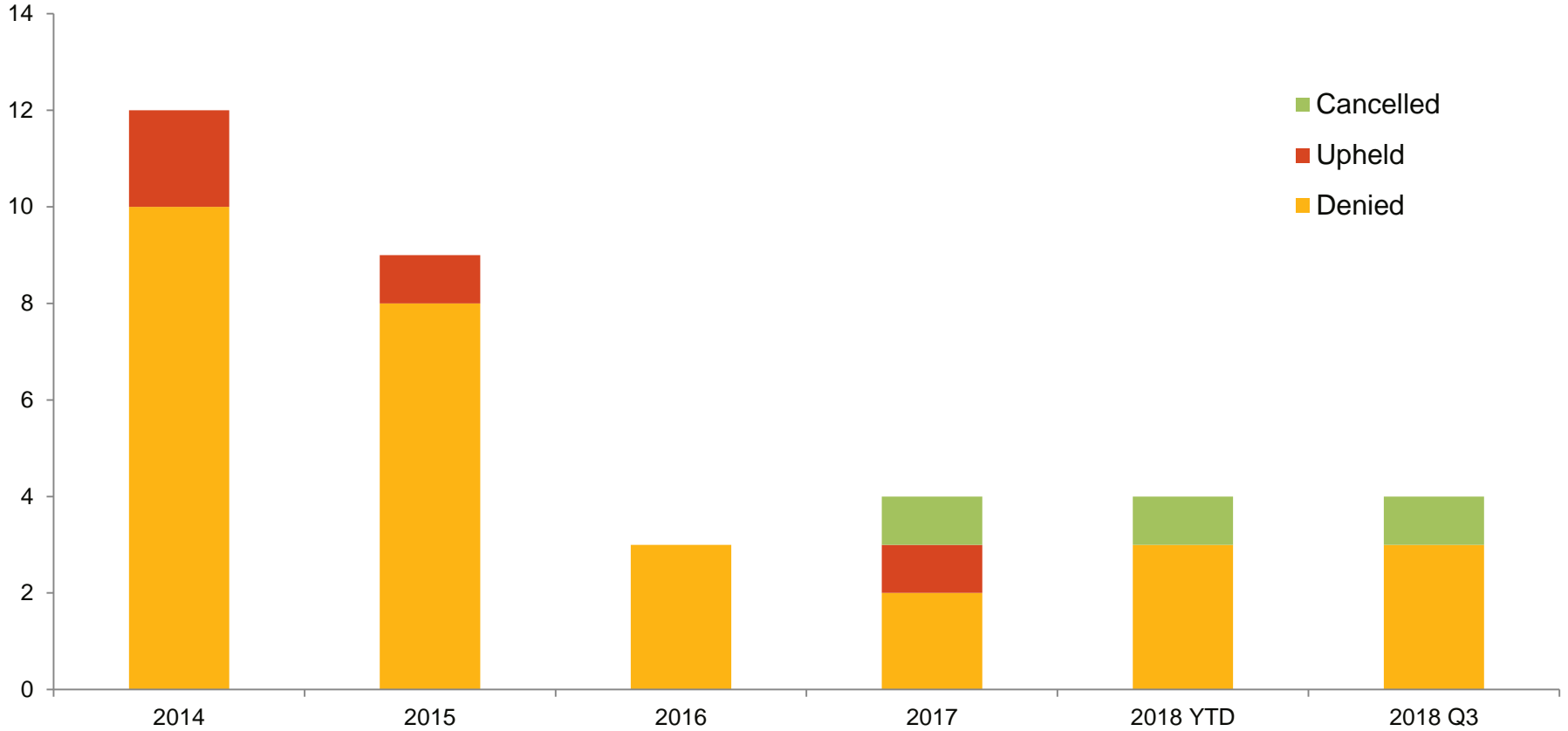
Economic Development SEED Compliance

Completed Contracts

Contract		Description	Planned Amount	Actual Amount	Performance
#1.	Prime	Synergy Companies	\$2,095,000	\$2,089,975	<i>Not favorable</i>
	SEED Sub	Guzman Electric	\$419,000	\$29,405	
	Scope	Electrical grounding	20.0%	1.4%	<i>-18.6%</i>
#2.	Prime	Vesta Partners	\$1,195,000	\$1,027,792	<i>Good!</i>
	SEED Sub	Anvaya Solutions	\$50,084	\$41,400	
	Scope	Joint pole process	4.2%	4.0%	<i>-0.2%</i>

To date, we have closed 8 contracts, total SEED commitment achieved is 59%

Protests



December 18, 2018

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Board Strategic Development Committee and
Special SMUD Board of Directors Meeting



Environmental procurement

Powering forward. Together.



Environmental Procurement Board Policy Statement BL-8

- **Environmental Procurement:** SMUD shall minimize the impact on the environment through its procurement practices. In making procurement decisions, staff shall consider the environmental impacts in assessing total cost and benefits.

Program

Process

Examples

Future

Environmental Procurement Sustainability Program



Environmental Procurement Staff Interpretation, Process

- SMUD will promote environmental procurement practices that will minimize environmental impacts, conserve natural resources, and reward environmentally conscious manufacturers and contractors, while remaining fiscally responsive. To further its policy SMUD will favor environmentally preferable procurements when price, quality, and availability are equal.

Solicitation
Documents

Mandatory
Requirements

Evaluation
Questions

Green
Checklist

Environmental Procurement Examples

- Fleet fuel, renewable diesel
- Distribution transformers, plant-derived oil
- Fleet contracts, electric vehicle purchases
- Laptops and computers, equipment recycling
- Substation relay panels, repairable/recyclable
- Luminaires and shields, sustainable design



Environmental Procurement Future Opportunities



High impact opportunities through the selection process

Demonstrate progress through quarterly procurement reports

Report outcomes through annual environmental sustainability report & SD-7

Local and regional environmental sustainability procurement benchmarking

- Intel
- City of Sacramento
- Sac County
- CalTrans
- DGS

Electric Utility Industry Sustainable Supply Chain Alliance (EUISSCA)

- SRP
- Bonneville Power
- DTE Entergy
- APS
- Ameren
- conEdison
- SCE
- PG&E

Supporting information

Powering forward. Together.



SOLE SOURCE

Only Known Source

INDEX	PO #	Vendor Name	Description	Amount
1	4500111421	ITRON, INC.	Itron Professional Services for IEE MDMS	\$1,000,000.00
2	4600001188	ITRON NETWORKED SOLUTIONS	Itron Network Equipment	\$1,000,000.00
3	4500111621	BROWN AND CALDWELL, INC.	Sole Source Contract	\$150,000.00
4	4500111246	METROCLICK	Interactive Kiosk Lease	\$44,272.00
5	4500111602	XIO, INC.	Control System -Rancho Seco Water System	\$39,413.23

\$2,233,685.23

Software / Maintenance

INDEX	PO #	Vendor Name	Description	Amount
6	4500110851	EXECUTIVE INFORMATION SYSTEMS, LLC	SAS Upgrade and Optimization	\$ 822,200.46
7	4500111426	KITU SYSTEMS INCORPORATED	KITU Software	\$ 592,500.00
8	4600001204	CITRIX SYSTEMS, INC.	Citrix licenses and renewals	\$ 350,000.00
9	4500111132	MCG ENERGY SOLUTIONS LLC	Hosted Data Services (HDS)	\$ 257,000.00
10	4500112160	LINKEDIN CORPORATION	LinkedIn Licensing	\$ 92,325.00

\$ 2,114,025.46

Sole Source Procurement \$4,347,710.69



DIRECT PROCUREMENT

Miscellaneous

INDEX	PO #	Vendor Name	Description	Amount
11	4500111258	SIEMENS INDUSTRY INC / RUGGEDCOM	48 Power Supply 48VDC (36-72VDC) Pluggable terminal block	\$53,575.14
12	4500109637	EASTRIDGE WORKFORCE SOLUTIONS	Eastridge Workforce Solutions Recruiting	\$50,000.00
13	4500111184	TECHIMP US CORP	Online Partial Discharge Testing Pilot	\$50,000.00
14	4500111443	IBOSS INC.	iboss Secure Gateway Solutions	\$49,900.00
15	4500110665	EMERGENETICS INTERNATIONAL	Emergenetics Training	\$40,000.00
16	4500111965	GLOBAL MACHINERY INTERNATIONAL WEST	Purchase Hydro Ex Trailer	\$34,846.35

\$255,321.49

Direct Procurement – Government / Not-for-profit

INDEX	PO #	Vendor Name	Description	Amount
17	4500110695	34 STRONG INC	Strengths Analysis Training	\$44,460.00

\$ 44,460.00

Direct Procurement \$299,781.49