

# Exhibit to Agenda Item #2

Board Strategic Development Committee Meeting and Special SMUD  
Board of Directors Meeting  
Tuesday, February 13, 2018, scheduled to begin at 5:30 p.m.  
Customer Service Center, Rubicon Room

# Requested Action



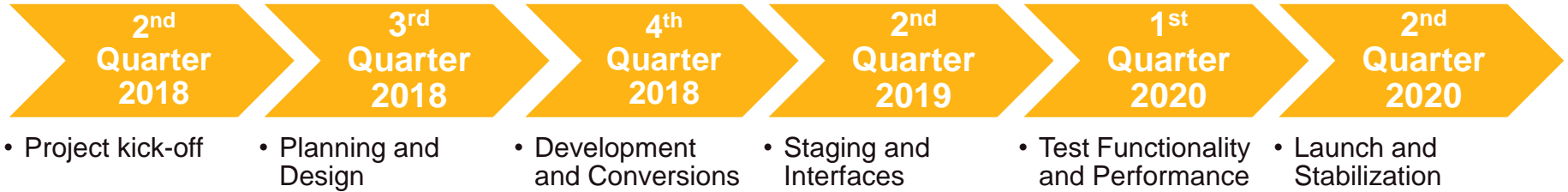
Authorize the Chief Executive Officer and General Manager to award a contract to Open Systems International, Inc. for an Advanced Distribution Management System and implementation from Feb. 19, 2018 to Feb. 18, 2028, in the amount of \$10,256,189.

# Benefits

## Foundational for Grid Modernization Efforts

- Supports the shift from a one-way centralized system to a two-way decentralized system for management of distributed generation from sources such as: rooftop solar, large solar farms and EVs.

# ADMS Implementation Timeline



# Procurement Strategy

- Request for proposals to ensure best value
- Complex system and implementation scope
- Evaluation of 254 questions, 1848 functional requirements
- Focused on strategic partnership for the long term

Criteria Description	Weighting
MANADATORY REQUIREMENTS	Pass/Fail
SEED Program Evaluation Points	10%
Functional Requirements	25%
Technical Requirements	25%
Business Viability and Methodology	10%
Commercial Terms (Price) and Compliance with SMUD Contractual Terms	30%
Total	100%

# Procurement Process

Individuals notified by EBSS: 86



Received and evaluated proposals: 6



Three-day proof-of-concept demonstration and team interview: 2



Best and final offer: 2



Posted Notification of Intent to Award: Jan. 19, 2018



Issue Award to Open Systems International, Inc.

# Procurement Process

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## **Long-term agreement includes:**

License and maintenance costs locked-in for five years

*Maintenance begins upon acceptance of fully implemented solution*

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License and maintenance for optional items locked-in for extended term

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Escalation of future maintenance costs limited to the greater of 3% or CPI

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# Board Award Abstract

## RFP No. 16062.TB Advanced Distribution Management System

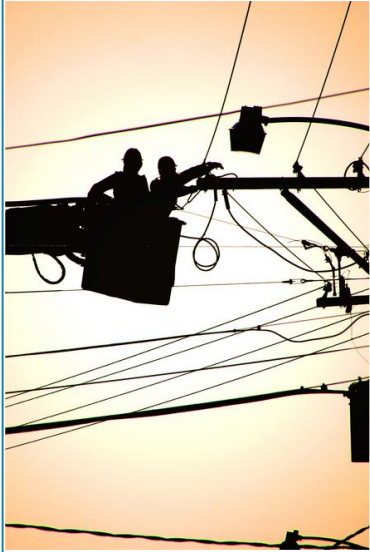
Responsive Proposals Received	P/F	SEED Points	Technical Points	Price Points	Total Score	Rank	Proposal Amount	SEED Credit	Evaluated Proposal Amount	Proposed Award Amount
		10	60	30	100					
OPEN SYSTEMS INTERNATIONAL, INC.	P	0.35	54.68	30.00	85.03	1	\$4,845,608.00	\$1,695.96	\$4,843,912.04	\$10,256,189
SCHNEIDER ELECTRIC (TELVENT USA)	P	0.35	39.25	24.95	64.55	2	\$5,825,489.00	\$2,038.92	\$5,823,450.08	

**The proposed award amount of \$10,256,189 includes:**

- 1) Proposal amount - \$4,845,608
- 2) Licenses for additional optional modules - \$ 1,611,000
- 3) Implementation for optional modules - \$1,717,200
- 4) Five years of maintenance fees - \$1,150,001
- 5) As-needed SMUD directed work - \$932,380 (additional licenses, services, system enhancements etc.)



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