

Exhibit to Agenda Item #7

Board Finance & Audit Committee Meeting and Special SMUD Board of Directors' Meeting

Tuesday, May 1, 2018

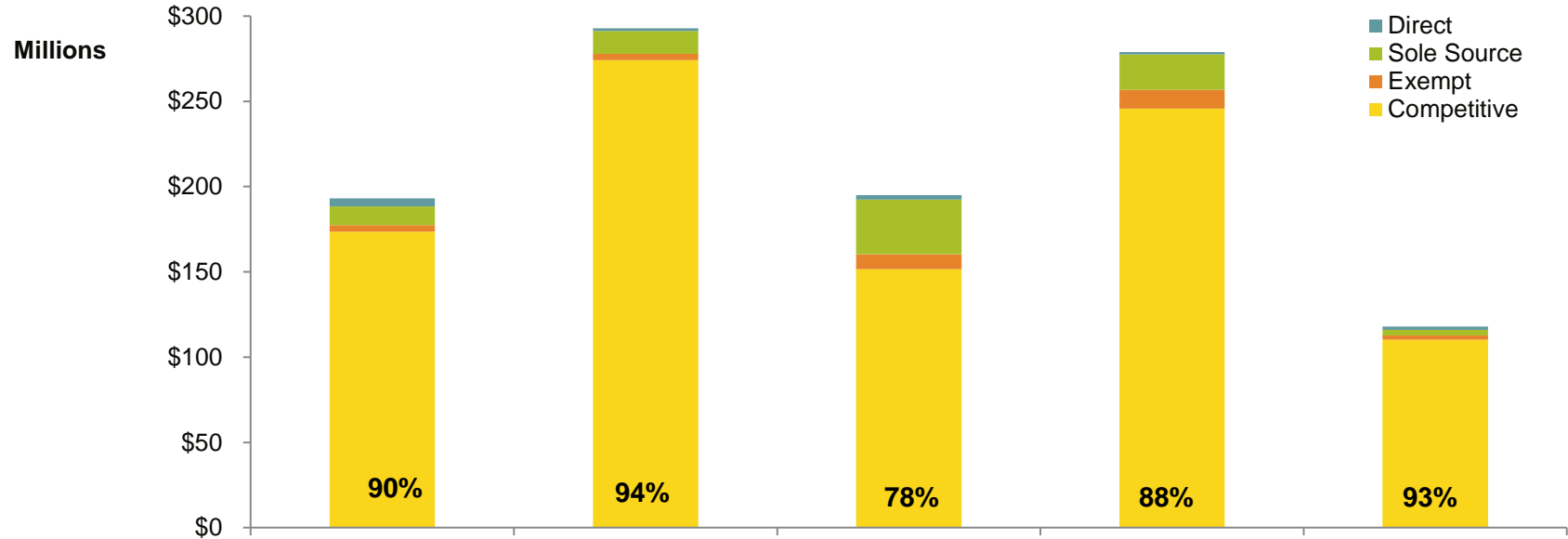
Committee Meeting scheduled to begin at 5:30 p.m.

Customer Service Center, Rubicon Room

Compliance BL-8

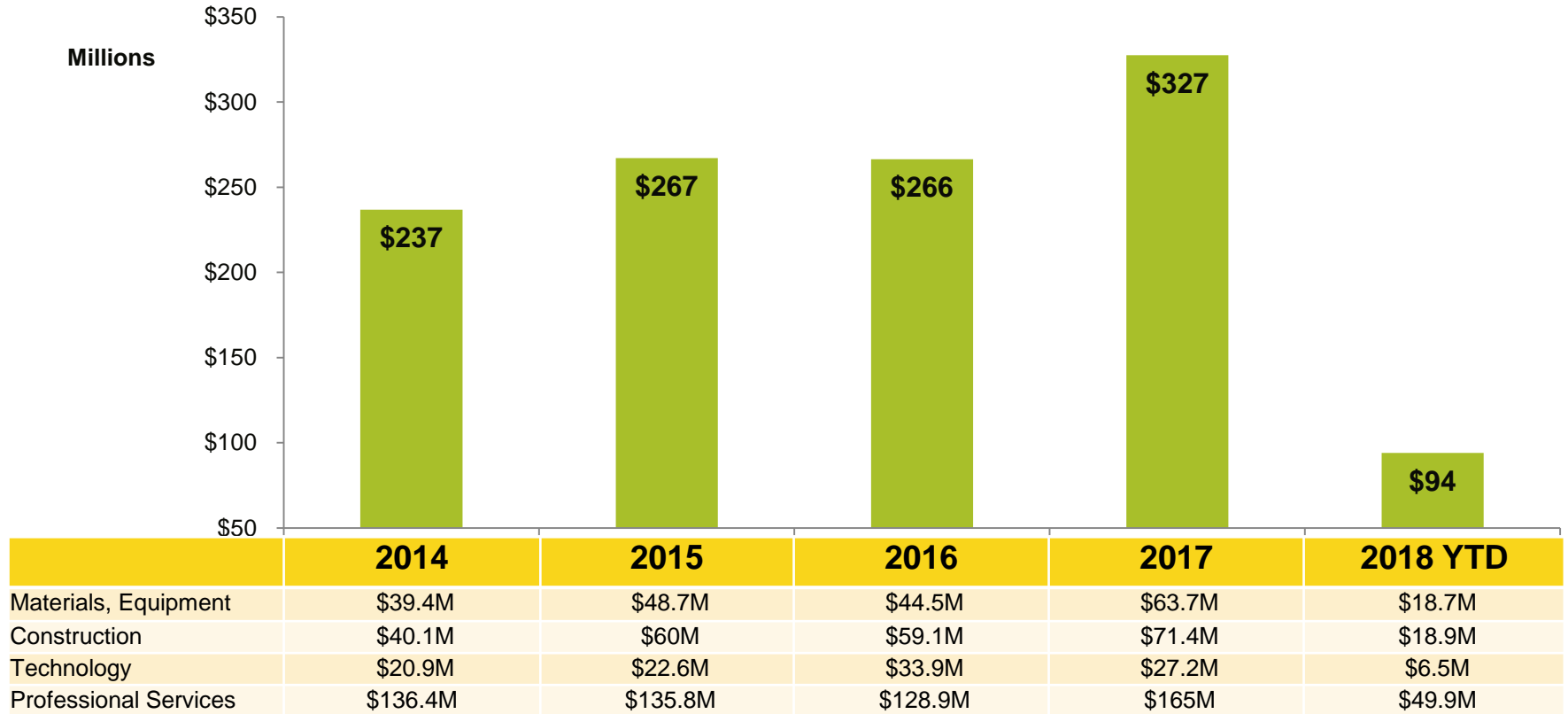


Competition Contract Awards

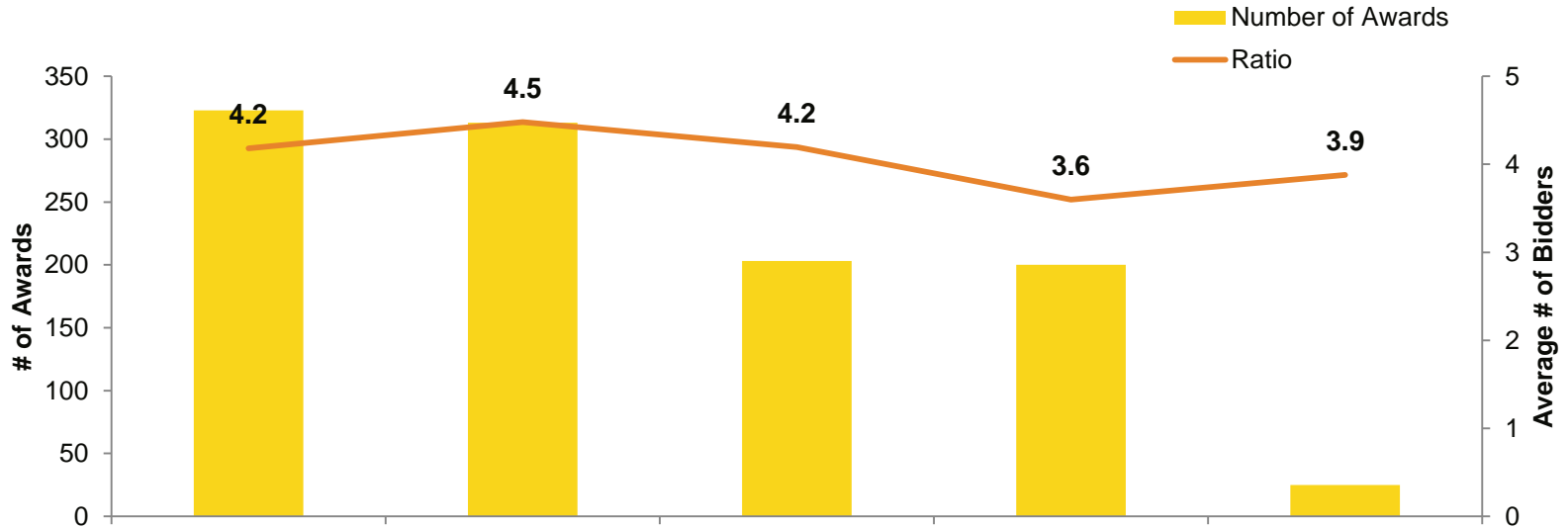


| | 2014 | 2015 | 2016 | 2017 | 2018 Q1 |
|-------------------------|----------|----------|----------|----------|----------|
| Competitively Awarded | \$173.6M | \$274.2M | \$151.6M | \$245.7M | \$110.2M |
| Exempt | \$3.8M | \$3.6M | \$8.7M | \$11M | \$2.5M |
| Sole Source | \$10.9M | \$13.3M | \$32M | \$20.8M | \$3.3M |
| Direct Procurement | \$4.8M | \$1.7M | \$2.7M | \$1.4M | \$2M |
| Competitive Award Count | 269 | 273 | 270 | 322 | 93 |

Spend

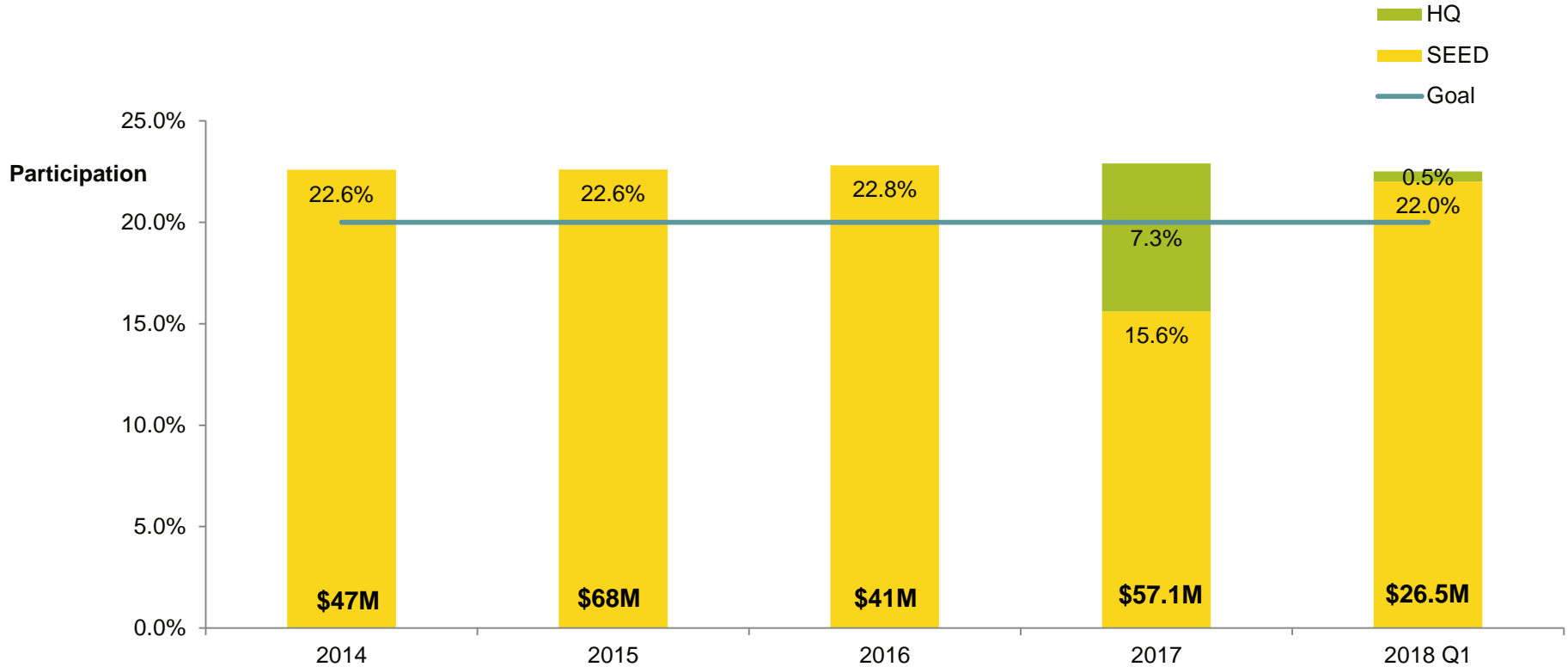


Inclusiveness Bidders/Event




| | 2014 | 2015 | 2016 | 2017 | 2018 Q1 |
|---------------------------------------|------|------|------|------|---------|
| Number of Bidders | 1351 | 1402 | 852 | 720 | 97 |
| Number of Events | 323 | 313 | 203 | 200 | 25 |
| Events with >3 bids | 217 | 211 | 130 | 141 | 14 |
| Count % of Events with >3 | 67% | 67% | 64% | 71% | 56% |
| Dollars % of Events with >3 | 89% | 89% | 78% | 43% | 66% |

Economic Development SEED Participation



Economic Development SEED Compliance

Completed Contracts

| CONTRACT | | | PLANNED | | | ACTUAL | | | |
|----------|-----------------|------------|-------------|----------------|----------------|-------------------|-------------|---------------|---|
| Prime | SEED Sub | Scope | Contract \$ | Committed SEED | SEED Planned % | Final Invoiced \$ | Actual SEED | SEED Actual % | Outcome |
| TCB | Placer Electric | Electrical | \$2,257,567 | \$ 164,802 | 7.4% | \$ 2,234,522 | \$ 167,537 | 7.5% |  |

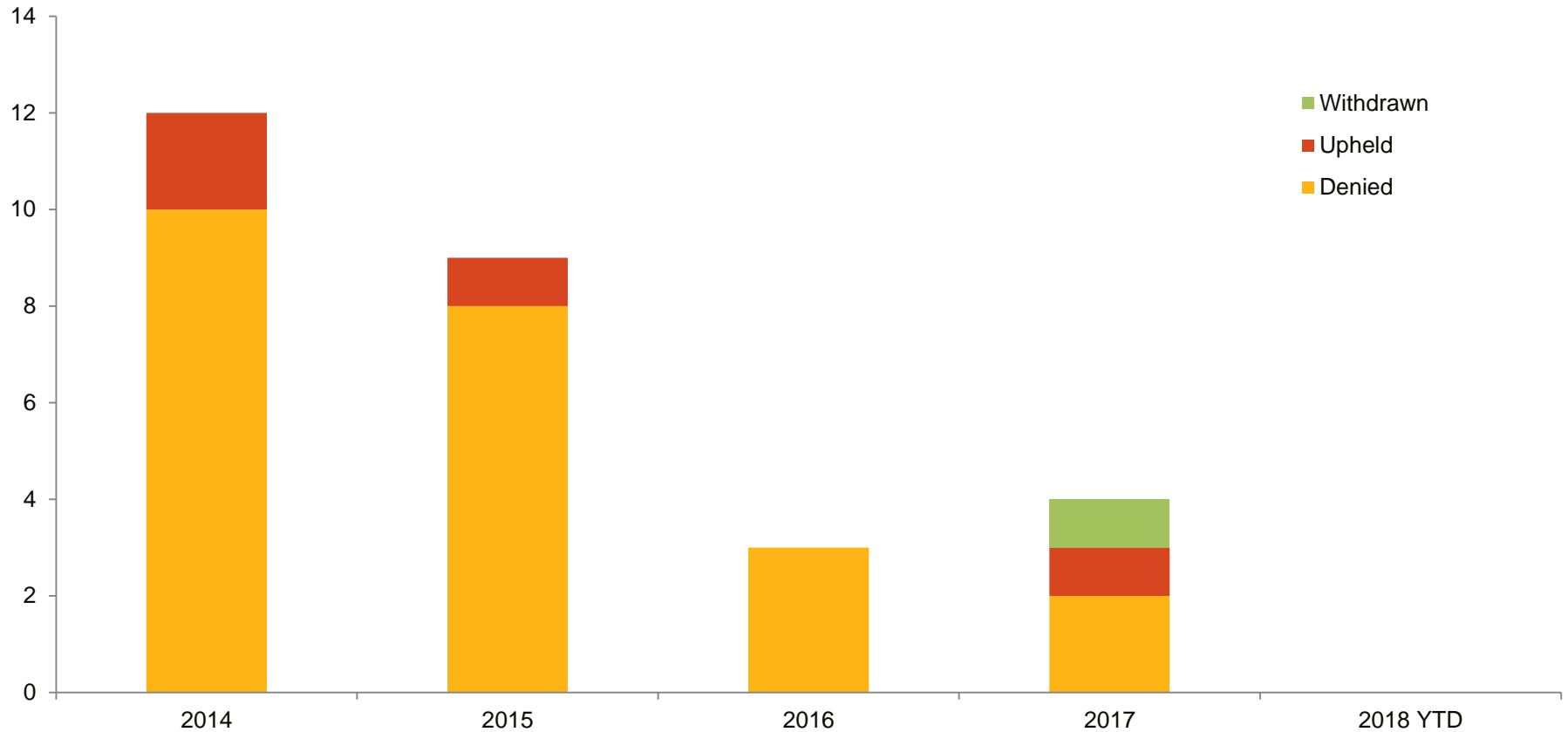
To date, we have closed 5 contracts, total SEED commitment achieved is 75%



Contract Changes Delegation Limits

| Supplier | Business Unit | Description of Contract | Start | Original End date | New End Date | Original Amount | Change Amount | New Total |
|---------------------------------|---------------|-------------------------------------|--------|-------------------|--------------|-----------------|---------------|--------------|
| TRC, EETS and S&L (Multi Award) | Substations | Substation Engineering Services | 3-2016 | 3-2019 | | \$ 750,000 | \$ 500,000 | \$ 1,250,000 |
| PSC Industrial Outsourcing | Environmental | ER & Non-ER Spill Response Services | 1-2014 | 12-2016 | 6-2018 | \$ 750,000 | \$ 307,500 | \$ 1,057,500 |
| SKW Architects | Facilities | Architectural Design Services | 9-2015 | 8-2018 | 12-2018 | \$ 990,000 | \$ 500,000 | \$ 1,490,000 |

Protests 2014 through Q1 2018



Supporting Documents

SOLE SOURCE

Only Known Source

| INDEX | Vendor Name | Description | Amount |
|-------|---------------------------------------|--|----------------|
| 1 | POWER COSTS, INC. | EIM Professional Services | \$1,000,000.00 |
| 2 | VERDICAL GROUP LLC | ETCC Event Planner | \$750,000.00 |
| 3 | SPACE-TIME INSIGHT, INC. | Asset Intelligence | \$350,000.00 |
| 4 | PACIFIC GAS & ELECTRIC COMPANY | PGE- RCX EE Program, Inter Utility Agree | \$250,000.00 |
| 5 | ALLIANCE FOR SUSTAINABLE ENERGY, LLC | NREL LTC DPI Project | \$200,000.00 |
| 6 | SACRAMENTO ASIAN PACIFIC CHAMBER OF | Sacramento Asian Chamber of Commerce | \$50,000.00 |
| 7 | SACRAMENTO BLACK CHAMBER OF | Sacramento Black Chamber of Commerce | \$50,000.00 |
| 8 | SACRAMENTO HISPANIC CHAMBER OF | Sacramento Hispanic Chamber of Commerce | \$50,000.00 |
| 9 | ALLIANCE FOR SUSTAINABLE ENERGY, LLC | Cybergovernance Assessments | \$50,000.00 |
| 10 | ALLEGHENY PAPER SHREDDERS CORPORATION | Hard Drive Shredder | \$37,769.61 |
| 11 | RANCHO CORDOVA CHAMBER OF COMMERCE | Rancho Cordova Chamber of Commerce | \$31,000.00 |

\$ 2,818,769.61

Software / Maintenance

| INDEX | Vendor Name | Description | Amount |
|-------|--------------------------------|---|-------------|
| 12 | SUN-NET CONSULTING CORPORATION | Sun-Net TOA Maintenance & Support | \$99,776.50 |
| 13 | COSI CONSULTING LLC | COSI Insight Annual Maintenance & Support | \$56,419.00 |
| 14 | NLYTE SOFTWARE LIMITED | Nlyte Maintenance & Support Renewal | \$28,959.00 |

\$ 185,154.50

Original Equipment Manufacturer

| INDEX | Vendor Name | Description | Amount |
|-------|---------------------|------------------------------------|--------------|
| 15 | RICOH USA, INC | Maint. on Ricoh C9015 Color Copier | \$226,275.00 |
| 16 | DAQ ELECTRONICS LLC | RTU - DAQ | \$81,943.89 |

\$ 308,218.89

\$ 3,312,143.00

| |
|---------------------------|
| DIRECT PROCUREMENT |
|---------------------------|

| |
|----------------------|
| Miscellaneous |
|----------------------|

| INDEX | Vendor Name | Description | Amount |
|-------|-------------------------------|---|-----------------|
| 17 | SYNERGY COMPANIES | Synergy Companies Contract | \$ 1,500,000.00 |
| 18 | ENDURO PIPELINE SERVICES INC. | ENDURO IN LINE (GAS PIPELINE) INSPECTION SVCS | \$ 150,000.00 |
| 19 | OWEN EQUIPMENT COMPANY | Hydro Excavator Rental Demo | \$ 70,037.50 |
| 20 | JOSHUA PAUL ZITTING | SMUD store analysis | \$ 50,000.00 |
| 21 | NATIONAL ECONOMIC RESEARCH | NERA CONSULTING SERVICES | \$ 50,000.00 |
| 22 | OPINION DYNAMICS CORPORATION | Evaluation Services | \$ 50,000.00 |
| 23 | CORELOGIC SOLUTIONS, LLC | CoreLogic RealQuest Property Database | \$ 43,100.00 |
| 24 | PLATINUM EDGE, LLC | Agile/Scrum Training | \$ 40,000.00 |
| 25 | SPRINGBUK, INC | Springbuk Health Analytics Platform | \$ 29,040.00 |

| |
|------------------------|
| \$ 1,982,177.50 |
|------------------------|

| |
|--------------------------------|
| Government / Non-Profit |
|--------------------------------|

| INDEX | Vendor Name | Description | Amount |
|-------|-------------|-------------|--------|
| | | | |

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| \$ - |
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|------------------------|
| \$ 1,982,177.50 |
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