

Exhibit to Agenda Item #4

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

Tuesday, August 13, 2019 scheduled to begin at 5:30 p.m.

Customer Service Center, Rubicon Room

Powering forward. Together.



Compliance BL-8

Competition

Direct Procurement

Sole Source Procurement

Inclusiveness

Economic Development

Environmental Procurement

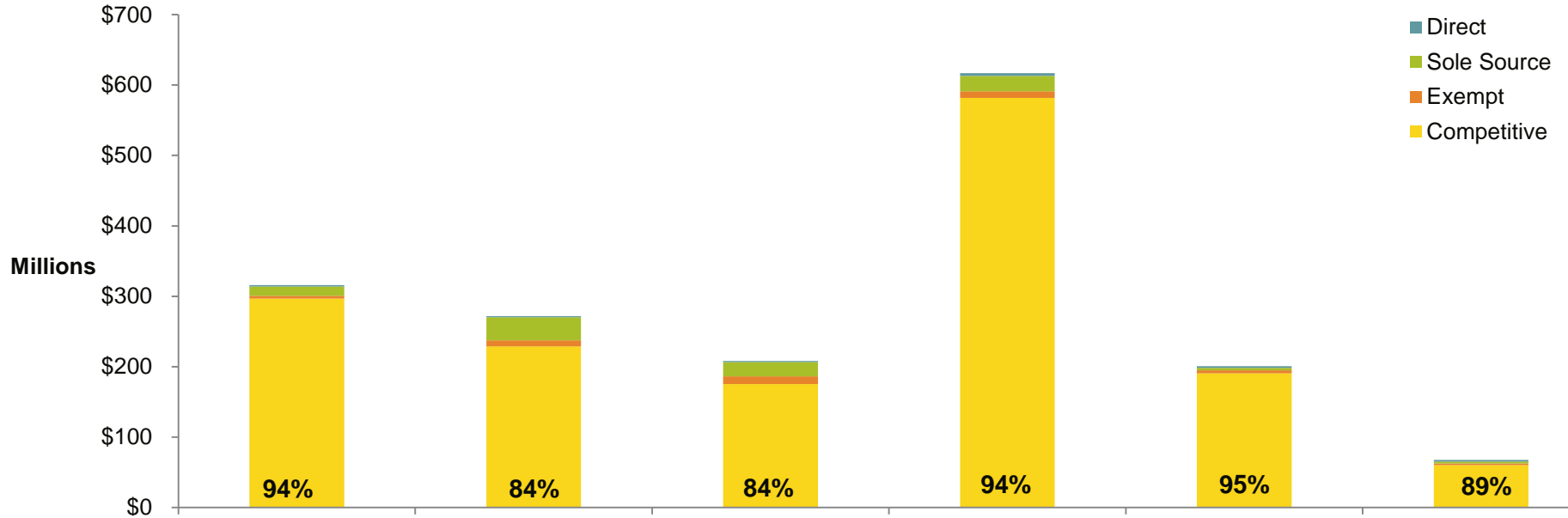
Responsible Bidder

Best Value Procurement

Strategic Alliances

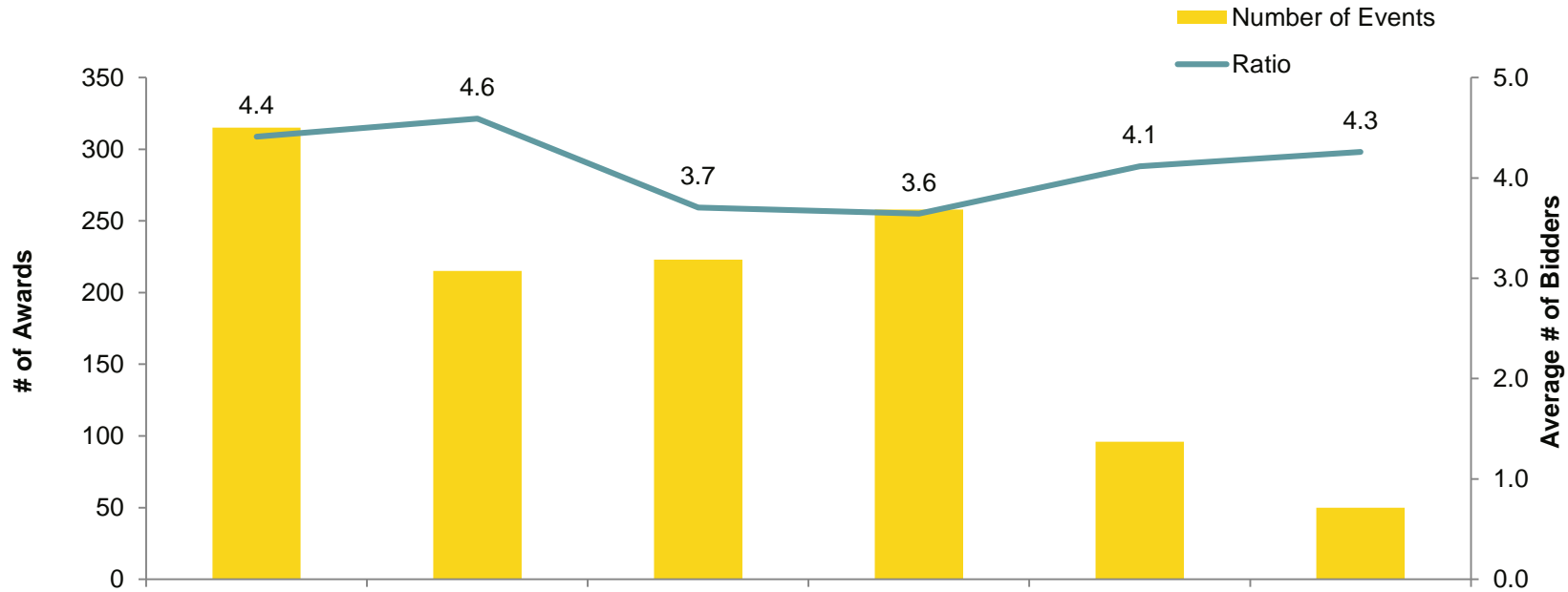
Protest Policy

Competition Contract Awards



	2015	2016	2017	2018	2019 YTD	2019 Q2
Total Awarded	\$315.7M	\$271.9M	\$208.1M	\$617M	\$199.7M	\$66.4M
Competitive	\$296.9M	\$228.9M	\$175.3M	\$582M	\$190.5M	\$60.1M
Exempt	\$3.7M	\$8.6M	\$10.9M	\$9.3M	\$4.2M	\$2.1M
Sole Source	\$13.4M	\$32.7M	\$20.1M	\$21.7M	\$3.3M	\$2.7M
Direct Procurement	\$1.7M	\$1.7M	\$1.8M	\$4M	\$1.7M	\$1.5M

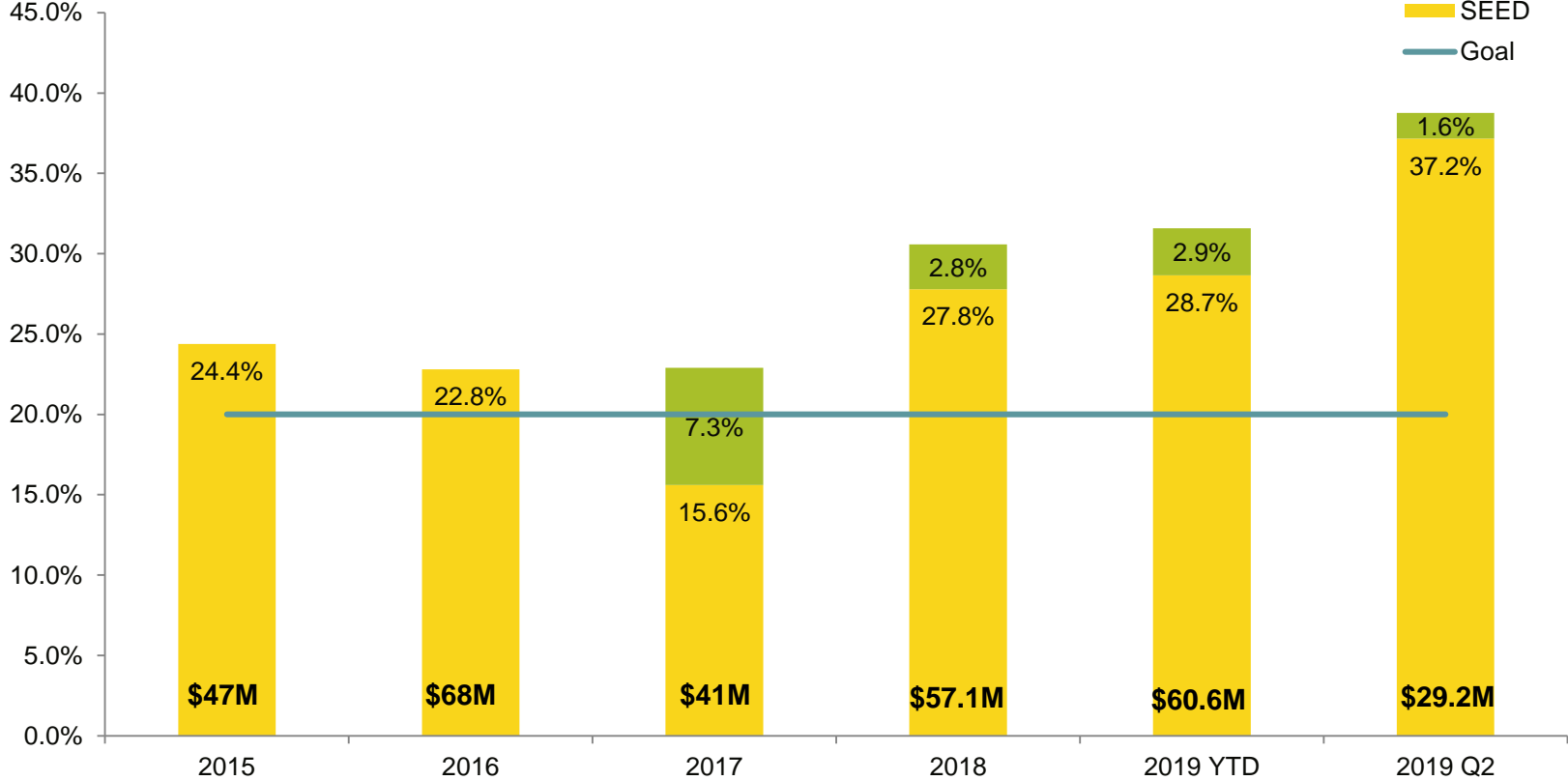
Inclusiveness Bidders per Event



	2015	2016	2017	2018	2019 YTD	2019 Q2
Number of Bidders	1,390	987	826	940	395	213
Number of Events	315	215	223	258	96	50
Events with ≥ 3 Bidders	213	137	136	139	67	35
% of Events with ≥ 3 (count)	68%	64%	61%	54%	70%	70%

Economic Development SEED Participation

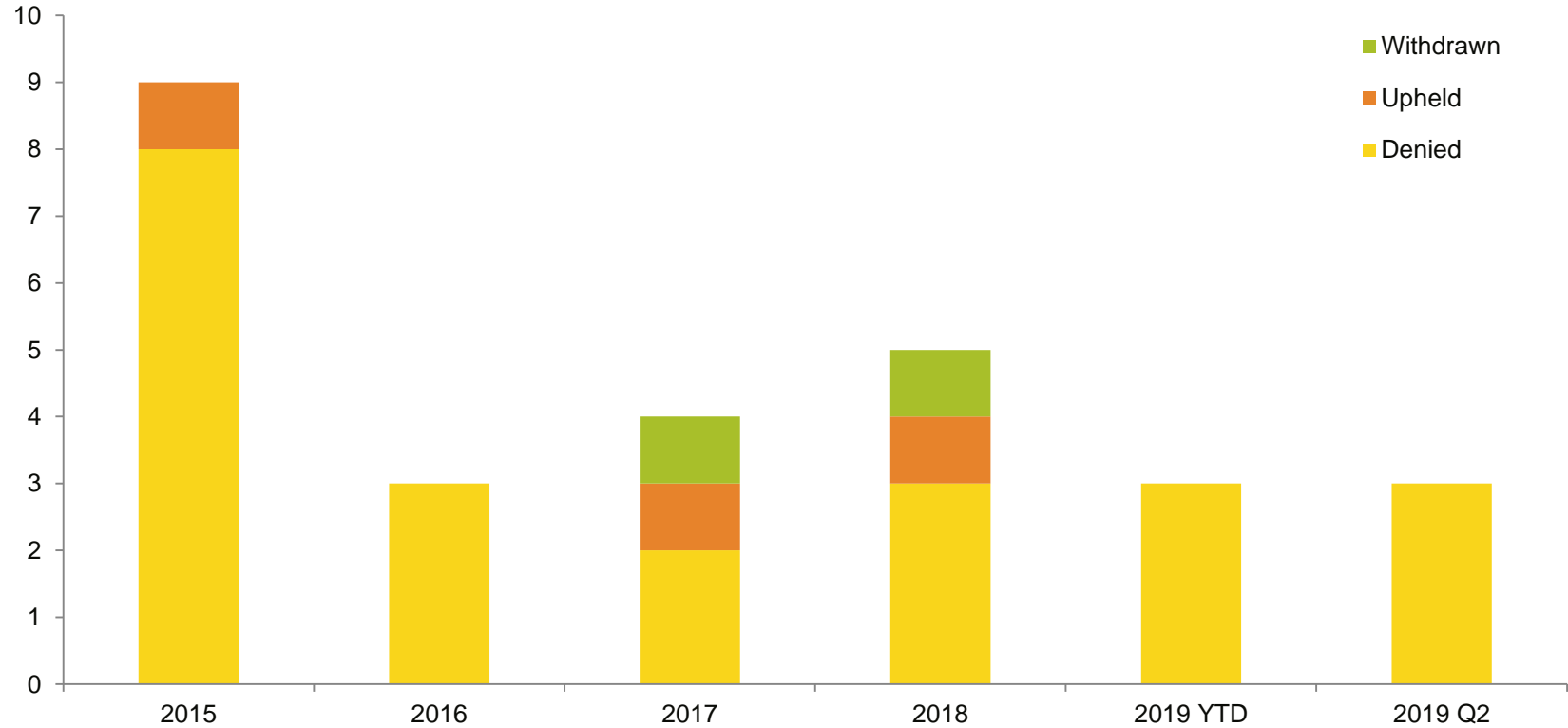
Participation



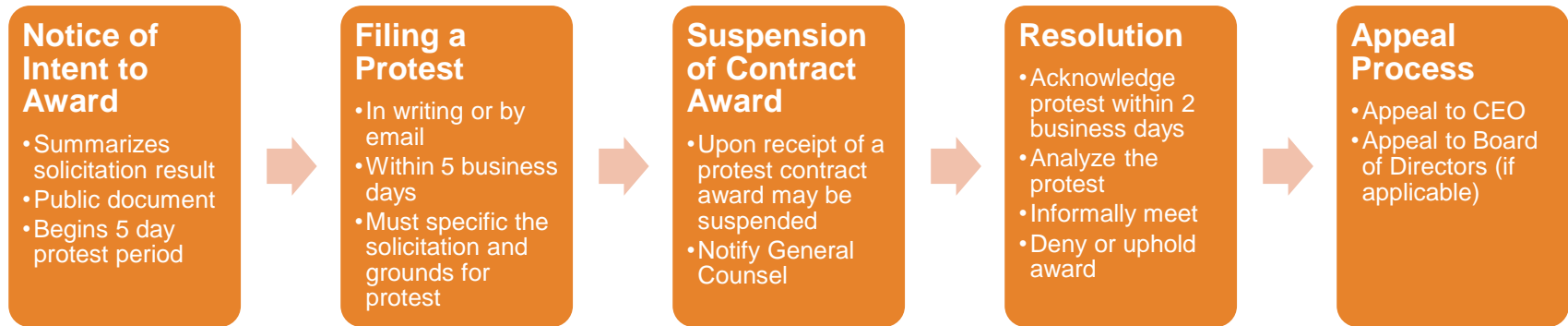
Economic Development SEED Compliance

Contract		Description	Planned Amount	Actual Amount	Performance
#1.	Prime	Search Pros	\$2,000,000	\$1,643,601	<i>Excellent</i>
	SEED Sub	Staff Tech	\$400,000	\$331,380	
	Scope	Temp Employee Services	20.00%	20.16%	
#2.	Prime	Cape Environmental	\$13,199,788	\$10,823,853	<i>Excellent</i>
	SEED Sub	Bell Marine Co.	\$263,996	\$78,461	
		GR Trucking	\$659,989	\$942,159	
		Image in Flight	\$0	\$1,920	
		Michael Dequine & Associates	\$131,998	\$81,928	
Scope	Phase 1B Waste Excavation and Rough Grading	8.00%	10.36%	+2.36%	
#3.	Prime	Sierra National Construction	\$1,090,016	\$1,098,673	<i>Fair</i>
	SEED Sub	Crusader Fence	\$654,009	\$600,967	
	Scope	Orangevale & Hedge Substation Fencing PR	60.00%	54.70%	

Protests



Protests Policy and Process Overview

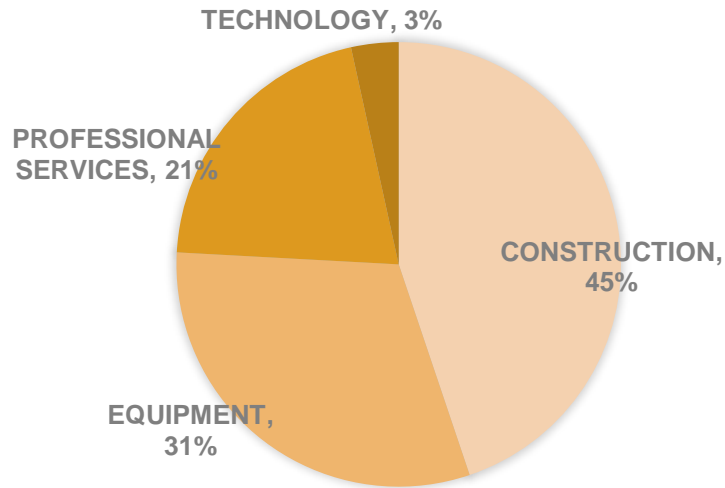


[SMUD Contract Award Protest Policy](#)

Protests historical data

Year	Solicitations	Protests	Withdrawn	Upheld	Denied	% Protest	% Error
2008	533	5		2	3	0.9%	0.4%
2009	383	8			8	2.1%	
2010	377	11			11	2.9%	
2011	390	9			9	2.3%	
2012	366	11		1	10	3.0%	0.3%
2013	316	4		1	3	1.3%	0.3%
2014	343	12		2	10	3.5%	0.6%
2015	315	9		1	8	2.9%	0.3%
2016	215	3			3	1.4%	
2017	223	4	1	1	2	1.8%	0.9%
2018	258	5	1	1	3	1.9%	0.8%
2019	96	3			3	3.1%	
Total	3815	84	2	9	73	2.2%	0.3%

Protests insight and lessons learned



Insight

- More protests during economic recession
- Protests primarily in construction/equipment
- Most common protest is technical scoring
- Second most common protest is pricing

Lessons learned

- Thoroughly complete references
- Specification or bid inconsistencies
- Thorough pre-bid conferences
- Offer adequate and complete debriefing
- Informal meetings have been effective

Supporting Information

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SOLE SOURCE

Only Known Source

INDEX	PO #	Vendor Name	Description	Amount
1	4500115469	DELOITTE CONSULTING LLP	Deloitte Services - 1 Year - Energy Trading & Risk	\$ 500,000.00
2	4600001288	JOHNSON CONTROLS INC	Johnson Controls ACAMS Equipment	\$ 200,000.00
3	4500116593	GIMMAL LLC	POC -Gimmel Document Management for SAP	\$ 75,000.00
4	4500116482	BRIGHTCOVE INC	Brightcove Video Streaming	\$ 61,380.00

\$ 836,380.00

Software / Maintenance

INDEX	PO #	Vendor Name	Description	Amount
5	4500116120	TRON INC	SMUD IEE 8.2 to 9.0 Upgrade Support	\$ 1,000,000.00
6	4500116570	INTERGRAPH CORPORATION	Hexagon M&S Renewal 2019-2020	\$ 656,197.44

\$ 1,656,197.44

Original Equipment Manufacturer

INDEX	PO #	Vendor Name	Description	Amount
7	4600001269	SCHWEITZER C/O MATZINGER-KEEGAN	MTR/SEL735 FM5R Vertical Panelmount	\$ 130,650.00
8	4500116288	TUCKER SNO-CAT CORPORATION	Blanket PO with Tucker Sno-Cat	\$ 43,100.00

\$ 173,750.00

Sole Source Procurement	\$ 2,666,327.44
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DIRECT PROCUREMENT

Miscellaneous

INDEX	PO #	Vendor Name	Description	Amount
9	4500116253	HOT LINE CONSTRUCTION, INC.	Emergency Pole Replacement & Other Line Work	\$ 1,000,000.00
10	4500116849	CLICKSOFTWARE INC	Click Software Professional Services	\$ 50,000.00
11	4500115694	UTILLIGENT LLC	Sustainable Communities Management Portfolio	\$ 50,000.00
12	4500115597	USERVOICE, INC	UserVoice Cloud Solution	\$ 50,000.00
13	4500116456	GRUEN GRUEN + ASSOCIATES	Legal Consulting- 59th St. Reuse Project	\$ 50,000.00
14	4500116695	ANNIE MUNRO SLOAN	Social Media Strategist - Annie Sloan	\$ 50,000.00
15	4500116627	ACT-ON SOFTWARE	Marketing Automation Email Services	\$ 49,550.00
16	4500115552	TANKVISIONS, INC.	Fuel Consultant & Tax Auditing	\$ 45,907.98
17	4500115367	LANGUAGE LINE SOLUTIONS INC	Translation Services	\$ 45,000.00
18	4500115587	RICHARDS MANUFACTURING C/O	DF Network Protector 416NP 1600A 480V	\$ 44,393.00
19	4500115387	CUSTOMIZED ENERGY SOLUTIONS LTD	CES Market IQ	\$ 37,000.00
20	4500115588	COOPER POWER SYSTEMS	DF Network Protector CM52 1600A 480V	\$ 29,491.18
21	4500116050	B2GNOW	B2G Software Subscription	\$ 26,400.00

Direct Procurement **\$1,527,742.16**