

Exhibit to Agenda Item #3

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

Tuesday, March 19, 2019 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 three zero-dollar contracts to Arrow Construction, Sierra National Construction, and Pacific Gold Marketing for an aggregate amount of all tasks not-to-exceed \$15,000,000 for a three-year period from March 25, 2019 through March 30, 2022 for civil construction.

Scope of Work

- Construction and repair of concrete structures, foundations, roads and retaining walls
- Installation of underground conduit and manholes
- Installation of electrical grounding systems, electric vehicle charging stations and fencing
- Construction of roads



Procurement Process

- Request for Proposal (RFP)
- Proposers Notified by Procurement: 23
- Proposers Downloaded: 60
- Pre-Proposal Conference Attendees: 13
- Proposals Received: 10
- Best and Final Offer (BAFO) responsive proposals: 4

RFP Evaluation	100%
SEED	10%
Contractor Experience	5%
Project Team Experience	15%
Ability to Respond to SMUD's Needs	5%
Technical Approach	15%
Environmental & Safety	10%
Commercial Terms	40%

Proposal Evaluation

Responsive Proposals Received	Pass/Fail	SEED Points	Technical Points	Price Points	Total Score	Rank	Proposal Amount	Evaluated Proposal Amount	BAFO Amount	Proposed Award Amount
		10	50	40	100					
Arrow Construction	Passed	10.00	45.75	40.00	95.75	1	\$4,600,765.00	\$4,370,726.75	\$4,600,765.00	Years 1-3: Aggregate Amount of all Task Authorizations Not-to-Exceed \$15,000,000
Sierra National Construction, Inc.	Passed	10.00	39.67	35.59	85.26	2	\$5,142,535.00	\$4,912,496.75	\$5,142,535.00	
Pacific Gold Marketing, Inc.	Passed	10.00	32.25	36.65	78.90	3	\$7,865,712.50	\$7,635,674.25	\$4,999,816.00	
Wilson Utility Construction Company	Passed	10.00	41.25	24.06	75.31	4	\$7,937,630.81	\$7,707,592.56	\$7,496,058.94	

Award Recommendation

- Award contracts to the 3 highest evaluated responsive proposers
 - Arrow Construction
 - Sierra National Construction
 - Pacific Gold Marketing
- Each contract will be zero-dollar contract awards
 - Promote competitive environment through contract lifecycle
 - Mitigate labor resource risks by providing more than one supplier/contract
 - Mitigate performance risks and increase ability for rapid response
 - Reduces SMUD's committed costs to any one contractor

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