

Exhibit to Agenda Item #1

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

Tuesday, May 14, 2019 immediately following the Energy Resources & Customer Services Committee meeting scheduled to begin at 5:30 p.m.

Customer Service Center, Rubicon Room

Action request

Authorize the Chief Executive Officer and General Manager to **award a contract to the top 10 proposers for Temporary Staffing Services.**

- Contract Term **June 1, 2019 to May 31, 2024** with 2 additional one year options
- Total Contract Amount not-to-exceed aggregate of **\$10,000,000**

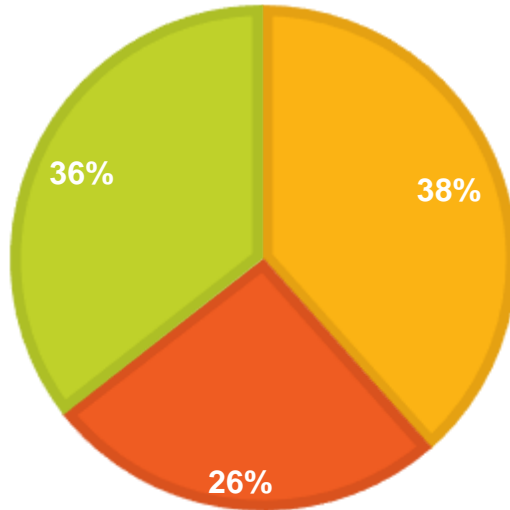
Temporary workforce users

Department Usage	
Accounting	Customer Value & Performance
Marketing	Environmental
Legal	Records Management
Vegetation Management	Real Estate
Line Assets	Generation Management
Advanced Energy Solutions	Grid Planning & Operations
Sacramento Power Academy	Human Resources, Diversity & Inclusion
Procurement	
Sustainable Community Programs	Facilities

Temporary workforce usage

CURRENT CONTRACT SPEND

■ Search Pros ■ Apple One ■ US IT Solutions



\$4.4M over 3 years & 4 months

Search Pros: \$1.7 million

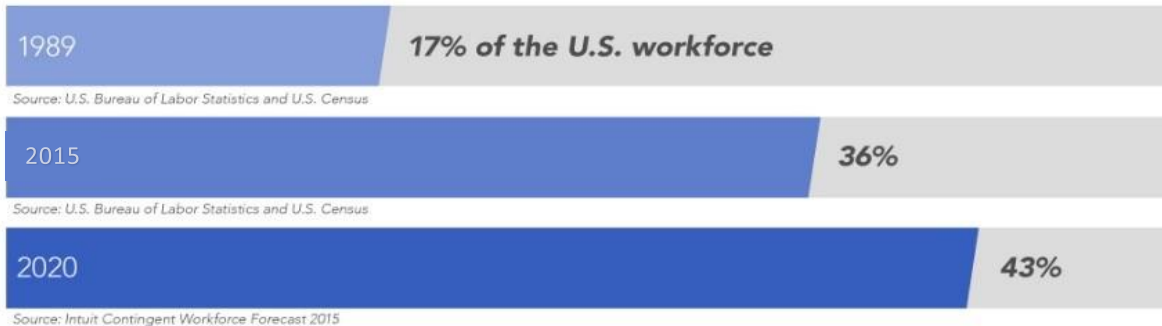
Apple One: \$1.1 million

US IT Solutions: \$1.6 million

Temporary workforce

- 36% of US workers are in the Gig Economy
 - Approximately 57 million people
- 90% of companies use contingent/temporary workforce services

Growth in Contingent Workforce:



Managed Services Process Overview

- New temporary staff management site
 - Improved features for tracking and spend management
- Align with OSE MOU's
 - No more than 6 months
 - No more than 960 hours
- More options including National vendors
- All contractors included SEED subcontracting commitments

The screenshot shows a web application interface for managing contractors. The breadcrumb navigation at the top reads: Home > Service Catalog > Services > Contractor. A search bar is located in the top right corner. The main heading is "Contractor" with a sub-heading "Professional Services or Leased Employee Under Existing Contract (*Includes MSA)".

Below the heading is an icon representing a team of people and gears. To the right of the icon are two text blocks: "Professional Services - A deliverable based service. Professional services send in experienced people to manage and complete your IT project. No training necessary, fast and effective." and "Leased Employee - Managed daily duty resource. A solution that delivers qualified IT employees that help assist with your projects and/or daily IT needs. These team members will be managed by your internal resources. 960 hours max per year."

The form contains several sections:

- Who is this request for?**: A dropdown menu with "Myrl Champion-Fejenberger" selected.
- Summary**: A text input field.
- Justification**: A text input field with a dropdown arrow.
- Task Type**: A dropdown menu with "-- None --" selected.
- Order #**: A text input field with the value "Required for Leased Employees, Professional Services put N/A".
- Contractors work location**: A dropdown menu with "-- None --" selected.
- Contractor's Position Title**: A text input field.
- MSA Category**: A dropdown menu with "-- None --" selected.
- How many resources needed?**: A radio button selection with options 1, 2, 3, 4, 5. Option 1 is selected.
- SMUD Contract Manager**: A dropdown menu.
- Invoice Approver**: A dropdown menu.
- Invoice Route To**: A dropdown menu.
- SMUD Technical Contact**: A dropdown menu.

Risk section:

- Access**:
 - Contractor needs access to production systems
 - Contractor needs access to Personally identifiable information (PII)
 - Contractor needs access to critical systems (e.g. CIP)
 - Other (Please Explain in Comments Below)
- Risk Impact**: A dropdown menu with "-- None --" selected.
- How will Risk be mitigated**: A text input field.

Procurement Process

- Solicitation issued 4/22/18
- Pre-bid conference 5/4/18
- Proposals due 6/13/2018
 - 40 proposals received
- Best and final offer (BAFO) requested from 29 proposers
 - Met mandatory requirements and minimum score threshold
- Award
 - 10 contractors

RFP Evaluation Results

Responsive Proposals Received	Pass/Fail	SEED	Technical	Price	Total	Rank	Proposal Amount	SEED Credit	Evaluated Proposal Amount	Proposed Award Amount
		10	60	30	100					
AppleOne	Pass	10.00	49.50	20.94	80.44	1	\$175,794.00	\$6,229.64	\$169,564.36	Not-to-exceed Aggregate of \$10,000,000
Marathon Staffing Solutions	Pass	10.00	53.00	15.80	78.80	2	\$230,985.00	\$6,229.64	\$224,755.36	
DatamanUSA LLC	Pass	10.00	46.67	17.89	74.55	3	\$204,768.00	\$6,229.64	\$198,538.36	
22nd Century Technologies, Inc.	Pass	10.00	32.33	30.00	72.33	4	\$124,592.85	\$6,229.64	\$118,363.21	
SearchPro Staffing	Pass	10.00	40.83	21.19	72.02	5	\$173,808.00	\$6,229.64	\$167,578.36	
AgreeYa Solutions, Inc.	Pass	10.00	45.83	13.32	69.15	6	\$272,799.00	\$6,229.64	\$266,569.36	
ManpowerGroup	Pass	10.00	45.67	13.44	69.11	7	\$270,387.00	\$6,229.64	\$264,157.36	
Idearon	Pass	10.00	39.00	19.80	68.80	8	\$185,562.00	\$6,229.64	\$179,332.36	
Collabera, Inc.	Pass	10.00	47.50	10.34	67.84	9	\$349,543.35	\$6,229.64	\$343,313.71	
Superior Talent Resources, Inc.	Pass	5.00	46.33	15.99	67.33	10	\$223,132.50	\$1,115.66	\$222,016.84	
Systems America, Inc.	Pass	10.00	40.83	15.31	66.15	11	\$238,104.00	\$6,229.64	\$231,874.36	
Zolon Tech, inc.	Pass	10.00	35.67	19.38	65.04	12	\$189,481.68	\$6,229.64	\$183,252.04	
Artizen Inc. dba - Artizen Staffing	Pass	10.00	42.83	12.05	64.88	13	\$300,924.00	\$6,229.64	\$294,694.36	
Premier Staffing Source, Inc.	Pass	10.00	38.33	15.65	63.99	14	\$233,055.00	\$6,229.64	\$226,825.36	
System One dba Mountain LTD	Pass	10.00	35.00	17.36	62.36	15	\$210,825.00	\$6,229.64	\$204,595.36	
Diskriter, Inc.	Pass	-	44.67	17.02	61.69	16	\$208,638.00		\$208,638.00	
Agelix Consulting LLC	Pass	10.00	37.83	12.87	60.70	17	\$282,159.95	\$6,229.64	\$275,930.31	
US IT Solutions, Inc.	Pass	10.00	36.67	12.99	59.65	18	\$279,630.00	\$6,229.64	\$273,400.36	
Infojini, inc.	Pass	10.00	34.33	15.20	59.53	19	\$239,850.00	\$6,229.64	\$233,620.36	
Accounting Principals, Inc. dba Ajilon, in partnership with Modis	Pass	-	38.17	19.93	58.09	20	\$178,200.00		\$178,200.00	
Quality Placement Authority	Pass	-	43.67	12.76	56.43	21	\$278,181.00		\$278,181.00	
HR Management, Inc.	Pass	-	37.17	17.15	54.31	22	\$207,094.00		\$207,094.00	
JL Staffing	Pass	-	39.17	14.74	53.91	23	\$240,831.00		\$240,831.00	
Wollborg/Michelson Personnel Service, Inc.	Pass	-	42.50	9.31	51.81	24	\$381,375.00		\$381,375.00	
Vidhwan Inc. dba E-Solutions, Inc.	Pass	-	32.33	15.14	47.47	25	\$234,603.00		\$234,603.00	
AtWork Personnel Services	Pass	-	31.00	16.42	47.42	26	\$216,230.00		\$216,230.00	
MJT Enterprises, Inc. dba Blue Ribbon Personnel Services	Pass	-	31.67	14.26	45.93	27	\$248,940.00		\$248,940.00	
Silicon Valley Technical Staffing, Inc.	Pass	-	34.17	10.65	44.81	28	\$333,549.00		\$333,549.00	
Staff Today INC	Pass	-	34.42	9.86	44.28	29	\$360,018.00		\$360,018.00	

RFP Award Recommendation

Apple One

Marathon Staffing Solutions

DatamanUSA LLC

22nd Century Technologies, Inc.

SearchPros Staffing

AgreeYa Solutions, Inc.

ManpowerGroup

Ideaon

Collabera, Inc.

Superior Talent Resources, Inc.

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