

# Exhibit to Agenda Item #1

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

Wednesday, November 20, 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

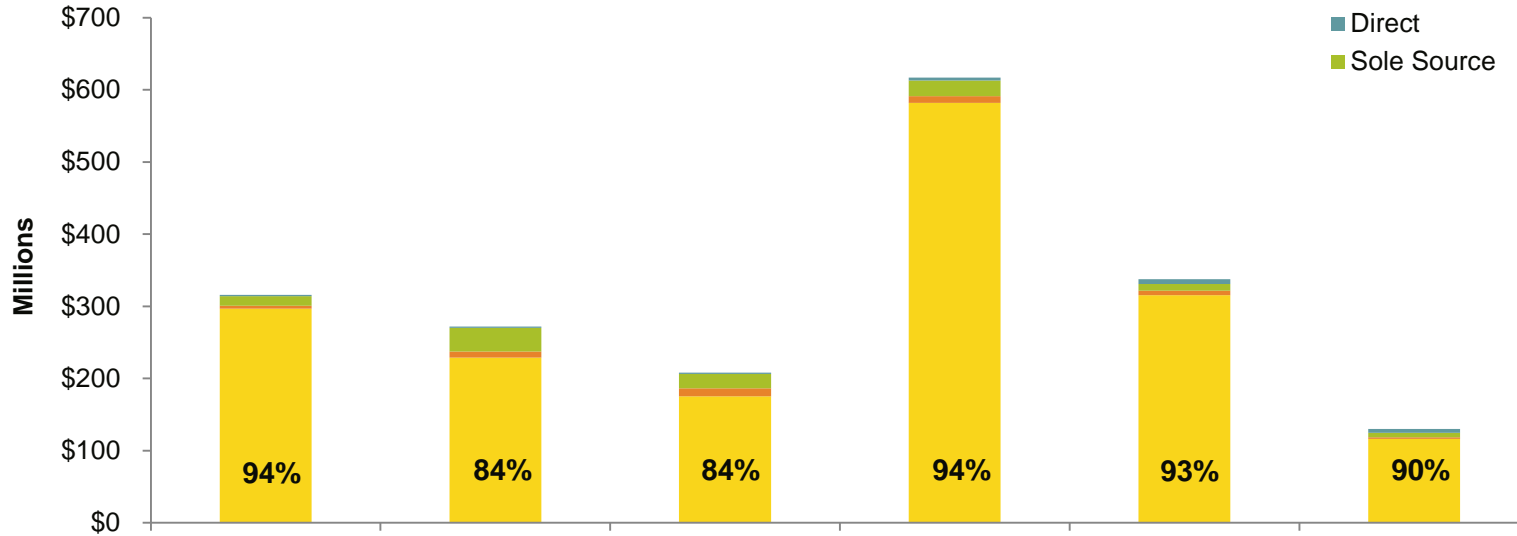
Responsible Bidder

Best Value Procurement

Strategic Alliances

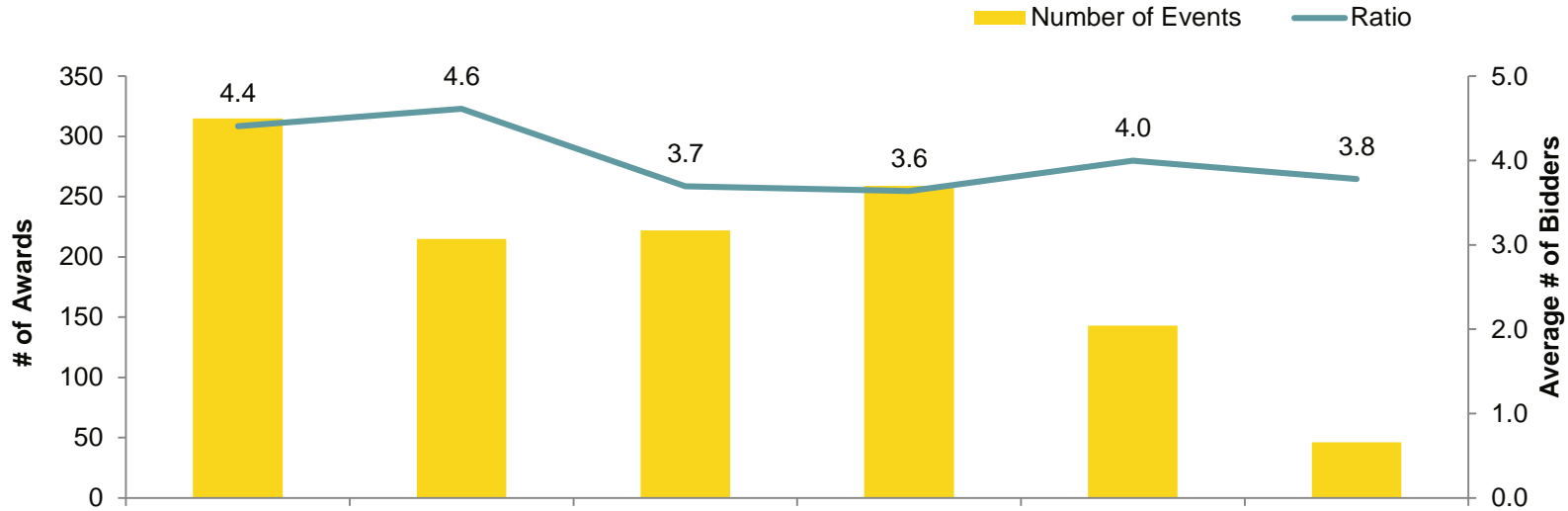
Protest Policy

# Competition Contract Awards



	2015	2016	2017	2018	2019 YTD	2019 Q3
<b>Total Awarded</b>	<b>\$315.9M</b>	<b>\$271.9M</b>	<b>\$208.1M</b>	<b>\$617M</b>	<b>\$336.4M</b>	<b>\$128.9M</b>
Competitively Awarded	\$297.1M	\$228.9M	\$175.3M	\$582M	\$313.8M	\$115.5M
Exempt	\$3.7M	\$8.6M	\$10.9M	\$9.3M	\$6.3M	\$2.1M
Sole Source	\$13.4M	\$32.7M	\$20.1M	\$21.7M	\$9.7M	\$6.4M
Direct Procurement	\$1.7M	\$1.7M	\$1.8M	\$4M	\$6.6M	\$4.9M

# Inclusiveness Bidders/Event

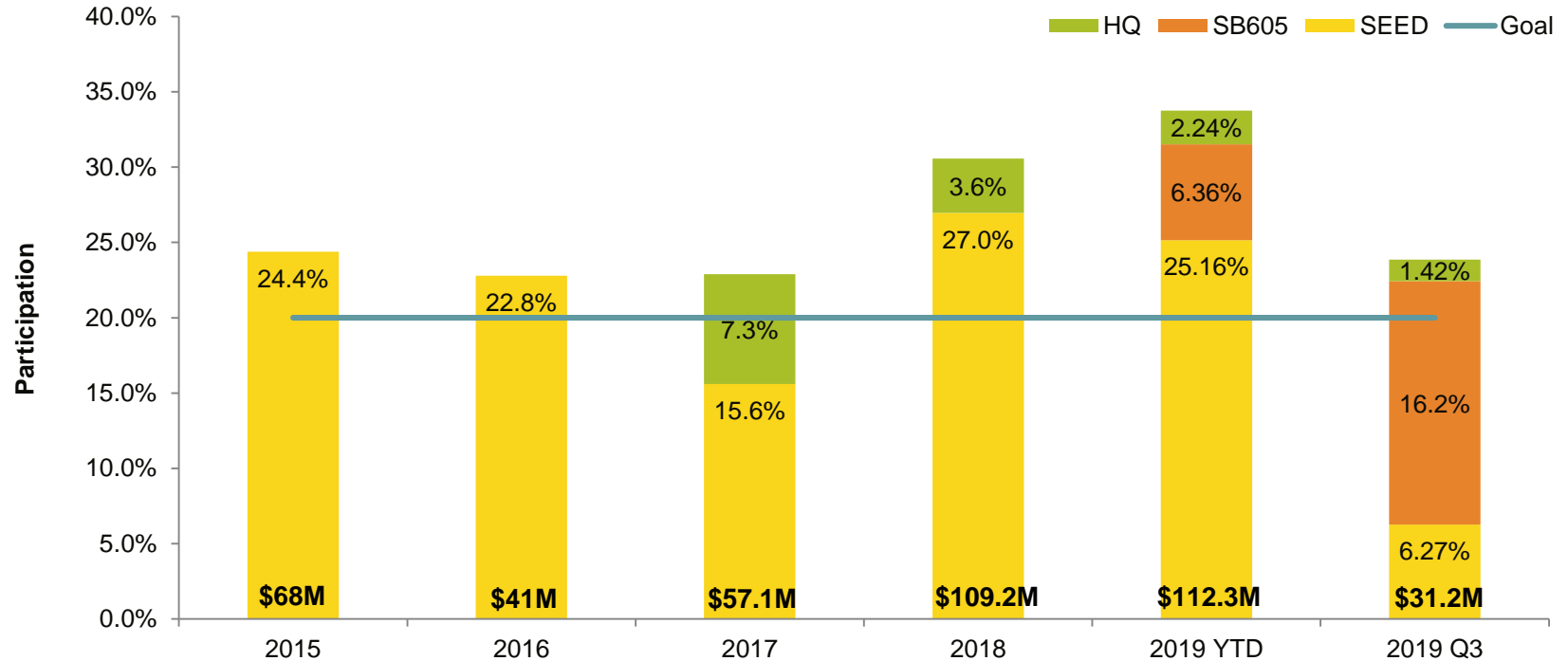


	2015	2016	2017	2018	2019 YTD	2019 Q3
<b>Number of Bidders</b>	1,388	992	820	942	572	174
<b>Number of Events</b>	315	215	222	259	143	46
<b>Events with ≥ 3 Bidders</b>	212	138	135	139	94	27
<b>% of Events with ≥ 3 (count)</b>	<b>67%</b>	<b>64%</b>	<b>61%</b>	<b>54%</b>	<b>66%</b>	<b>59%</b>

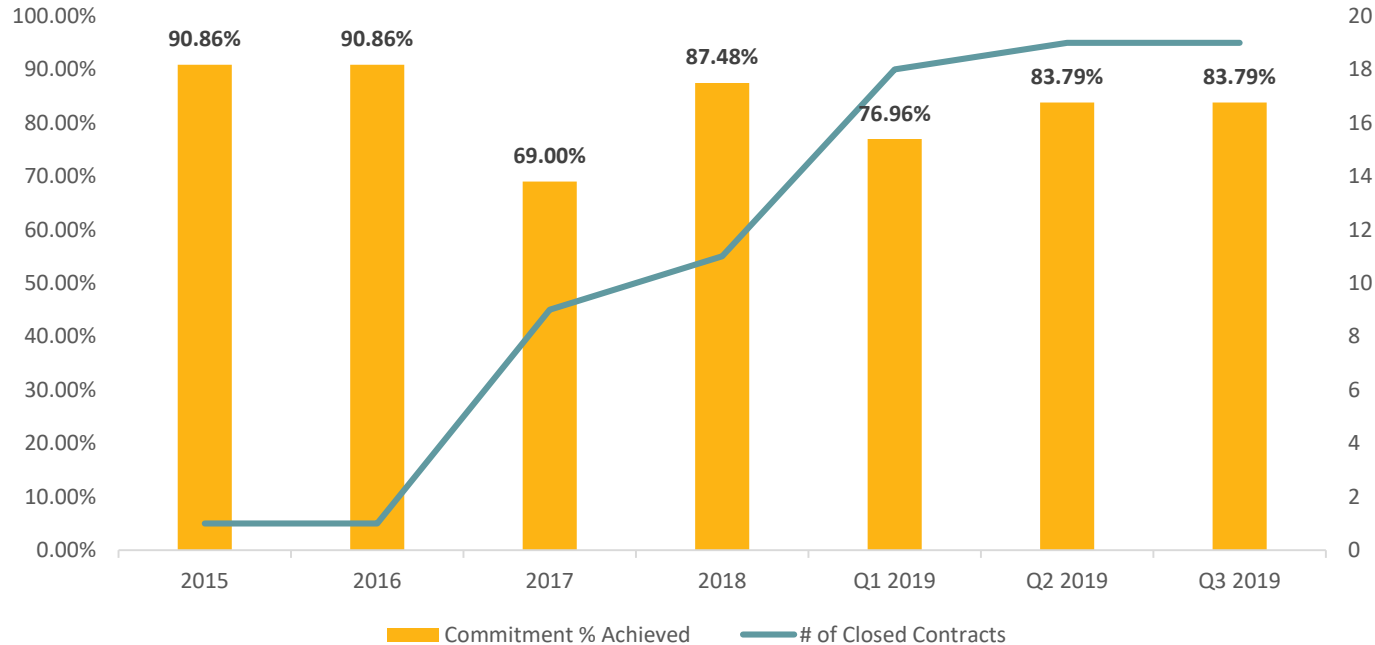
# Economic Development SEED – SB605 Update

	Before Jan 1, 2019	After Jan 1, 2019
Public Works		\$36M
Small Business	\$10M	\$15M
Micro Business	\$2.5M	\$5M

# Economic Development SEED Participation



# Economic Development SEED Compliance



# Economic Development SEED Compliance & Audit System

## MILESTONES



Migrated **99** SEED Compliance Contracts  $\geq$ \$1M



Integrated Electronic Communications to all Prime Subcontractors



Obtained Visibility to Subcontractor Payment Attestation

## STRATEGY

Reduce SEED Compliance Contract Threshold to  $\geq$ **\$500K**

Utilize System as a Repository for All SEED Contracts

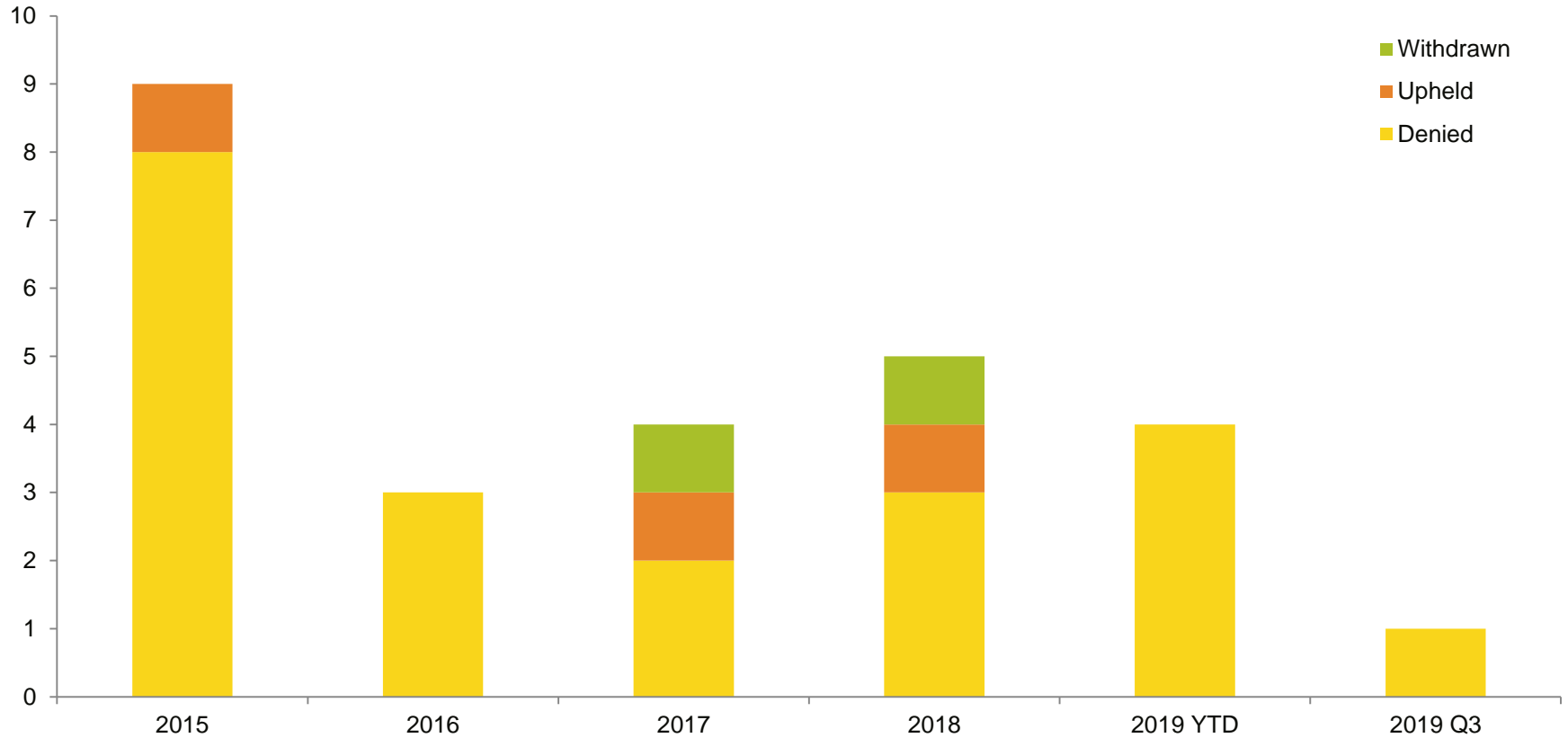
Increase Prime and Sub Contractor Participation

**Contract Management: Compliance Audit List**

Audit Period	Status	Paid To Prime	Total Lines	Reported By Prime		Not Reported By Prime		Confirmed By Sub		Not Confirmed By Sub		Disputed By Sub		Date Purged	Actions
				Lines	Amount	Lines	Amount	Lines	Amount	Lines	Amount				
<b>TOTALS</b>															
Oct-2019															
Nov-2019															
Dec-2019															
Jan-2020															
Feb-2020															
Mar-2020															
Apr-2020															
May-2020															
Jun-2020															
Jul-2020															
Aug-2020															
Sep-2020															
Oct-2020															
Nov-2020															
Dec-2020															
Jan-2021															



# Protests



## Supporting Information

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Only Known Source			
INDEX	Vendor Name	Description	Amount
1	GRIDSCAPE SOLUTIONS, INC	Integrated EV Charging with Storage & PV	\$378,203
2	RIVERVIEW INTERNATIONAL TRUCKS LLC	OE International parts for Fleet	\$360,963
3	SACRAMENTO TRUCK CENTER	OE parts for Freightliners and Sterling	\$215,500
4	CROMER EQUIPMENT/MATERIAL HANDLING	OE Doosan parts for Fleet	\$188,563
5	J D POWER	2019-2020 J.D. Power Contract	\$187,975
6	HOLT OF CALIFORNIA	OE CAT parts for Fleet	\$156,238
7	Axio	Axio Cybersecurity Services	\$78,500
8	ESCALENT	Escalent Study	\$58,500
9	REXEL	Renew Rockwell Automation technical supp	\$49,622
10	PROCUREABILITY INC	GoCanvas support & maintenance	\$36,000

**\$1,710,062**

Software / Maintenance			
INDEX	Vendor Name	Description	Amount
11	SOFTWARE AG USA INC	SoftwareAG Web Methods ESB	\$3,000,000
12	IBOSS INC.	iboss Security Contract	\$995,000
13	EXECUTIVE INFORMATION SYSTEMS, LLC	SAS M&S 2019-20 renewal	\$324,223
14	SYSTEM IMPROVEMENTS, INC.	SS SYSTEMS IMPROVEMENT INC- TapRoot	\$63,445
15	GOCANVAS	(75) GoCanvas Licenses	\$35,268

**\$4,417,936**

Original Equipment Manufacturer			
INDEX	Vendor Name	Description	Amount
16	KODIAK AMERICA LLC	Kodiak Model LMSP 5252	\$163,825
17	PERSPECTA LABS INC.	AMI Network Monitoring and Troubleshooting	\$30,000
18	QUEST SOFTWARE INC	Toad for Oracle xPert, Developer, Pro, and DBA	\$28,776

**\$222,601**Sole Source Procurement **\$6,350,599**

Direct Procurement-Government/Non-Profit			
INDEX	Vendor Name	Description	Amount
19	EMERYVILLE OCCUPATIONAL MEDICAL CTR	Onsite Medical Services	\$3,500,000
20	HOT LINE CONSTRUCTION, INC.	EMERGENCY PROJECT WORK FOR LINE ASSETS	\$1,000,000
21	ROAD SAFETY INC.,	GENERAL TRAFFIC CONTROL SERVICES	\$50,000
22	CLICKSOFTWARE INC	Click Software Leased Employee	\$50,000
23	GRIDWORKS ORGANIZATION	NEM STAKEHOLDER GRP FACILITATOR	\$50,000
24	ePlus Technology, Inc	Cisco Advanced Services SME Workshop	\$49,995
25	ANALYTICA CONSULTING LLC	Power BI Report Development and training	\$49,000
26	KML ENTERPRISES CAREER DEVELOPMENT,	ITIL v4 Training	\$39,600
27	ECONOMIC AND PLANNING SYSTEMS, INC.	59th Street Reuse Market Assessment 2.0	\$35,000
28	EMERGENETICS INTERNATIONAL	500 Emergenetics Licenses	\$32,000
29	Lake Natoma Inn	New FO for Lake Natoma Inn	\$31,365

<b>\$ 4,886,960</b>
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