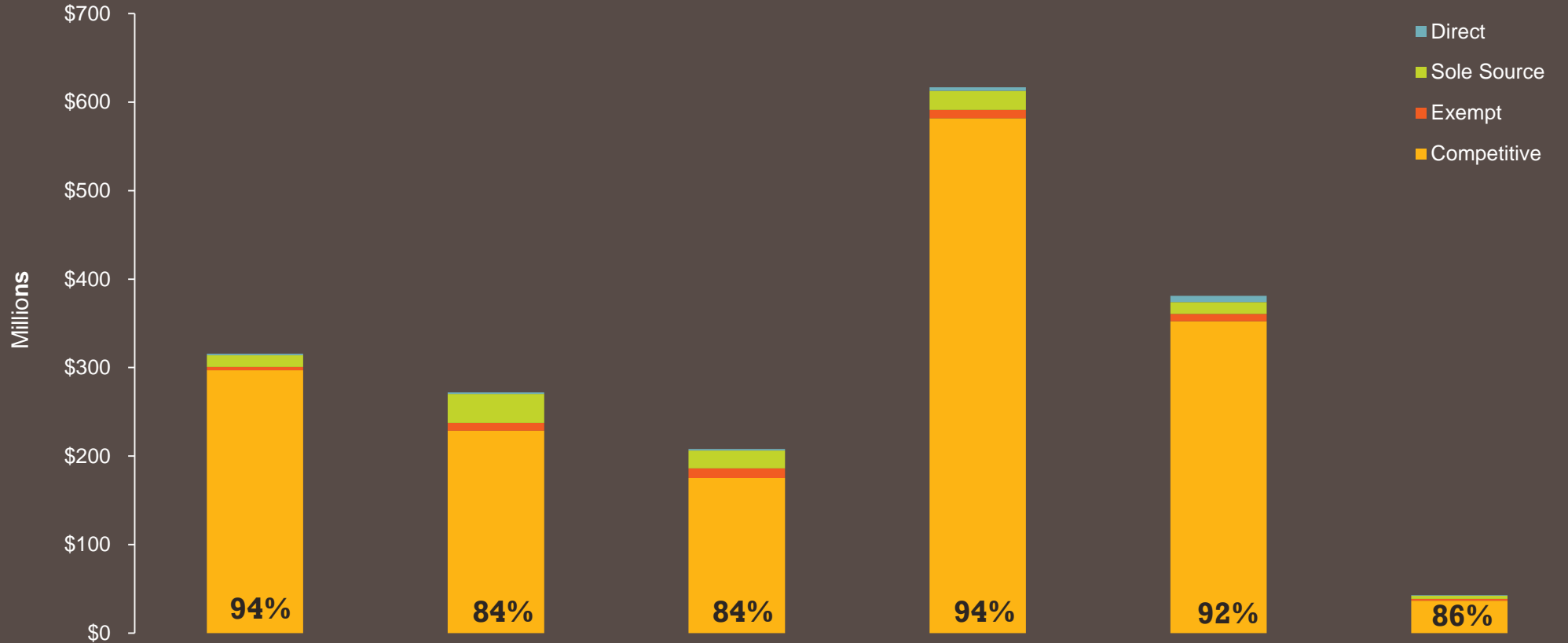


Exhibit to Agenda Item #3

Board Finance & Audit Committee and Special SMUD Board of Directors Meeting
Tuesday, February 18, 2020 scheduled to begin at 5:30 p.m.
Auditorium, SMUD Headquarters Building

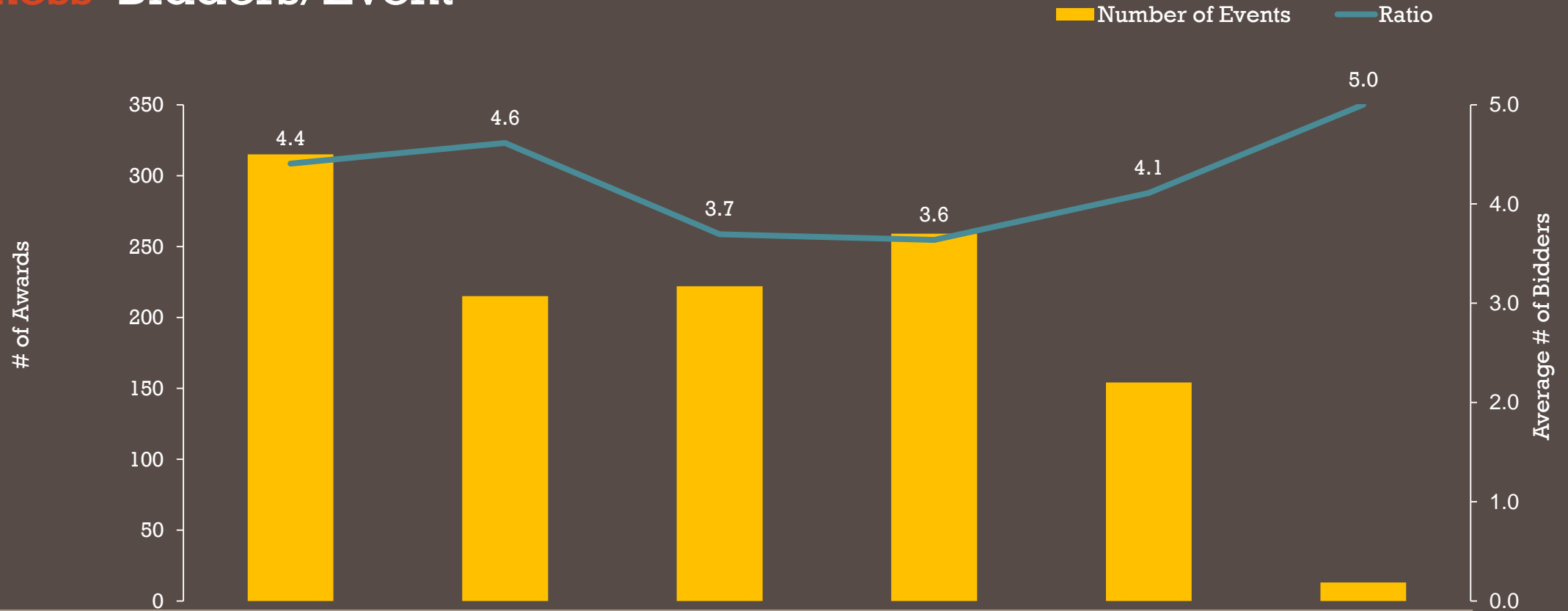
- Competition
- Direct Procurement
- Sole Source Procurement
- Inclusiveness
- Economic Development
- Environmental Procurement
- Responsible Bidder

Competition Contract Awards



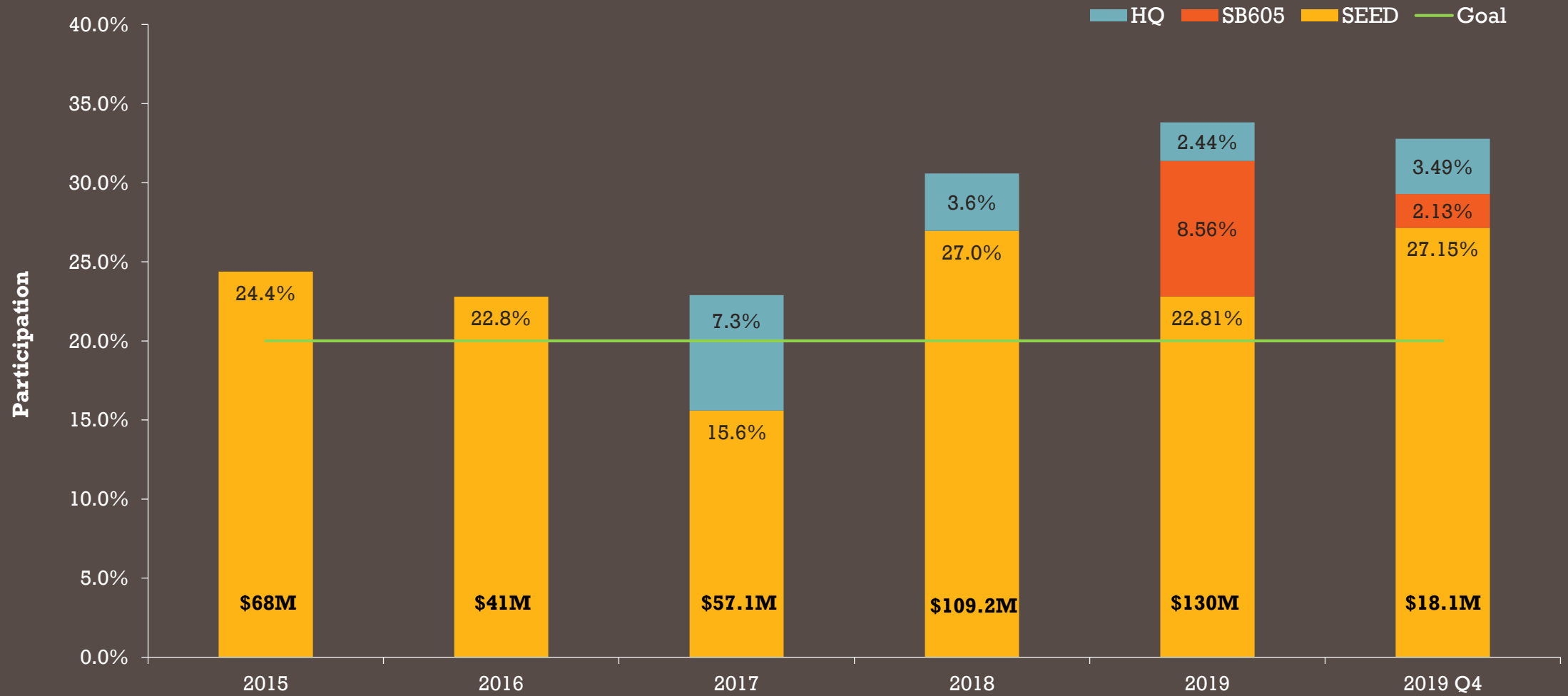
	2015	2016	2017	2018	2019	2019 Q4
Total Awarded	\$315.9M	\$271.9M	\$208.1M	\$617M	\$381.2M	\$42.7M
Competitively Awarded	\$297.1M	\$228.9M	\$175.3M	\$582M	\$352.6M	\$36.5M
Exempt	\$3.7M	\$8.6M	\$10.9M	\$9.3M	\$8.2M	\$2.1M
Sole Source	\$13.4M	\$32.7M	\$20.1M	\$21.7M	\$13.2M	\$3.5M
Direct Procurement	\$1.7M	\$1.7M	\$1.8M	\$4M	\$7.2M	\$550K

Inclusiveness Bidders/Event

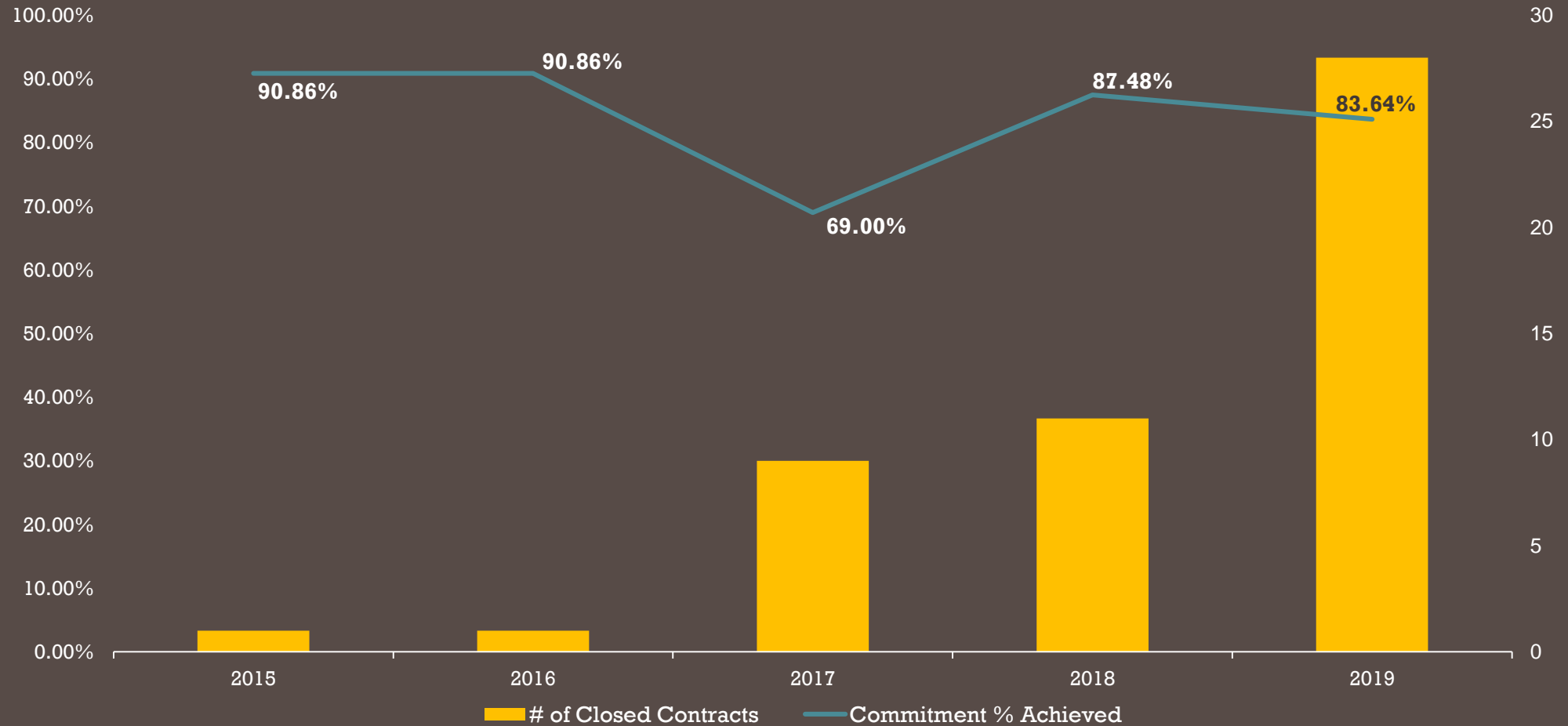


	2015	2016	2017	2018	2019	2019 Q4
Number of Bidders	1,388	992	820	942	633	85
Number of Events	315	215	222	259	154	17
Events with ≥ 3 Bidders	212	138	135	139	100	11
% of Events with ≥ 3 (count)	67%	64%	61%	54%	65%	65%

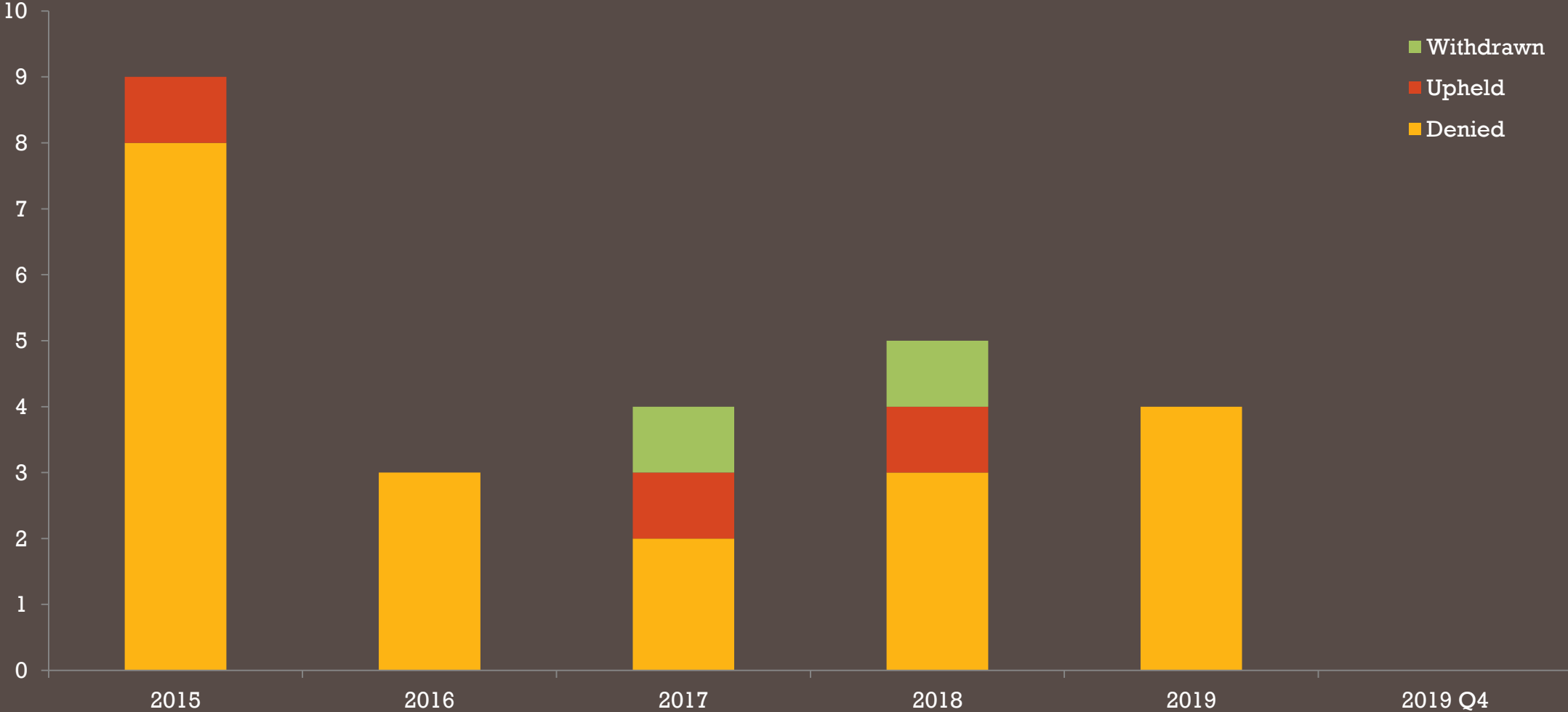
Economic Development SEED Participation



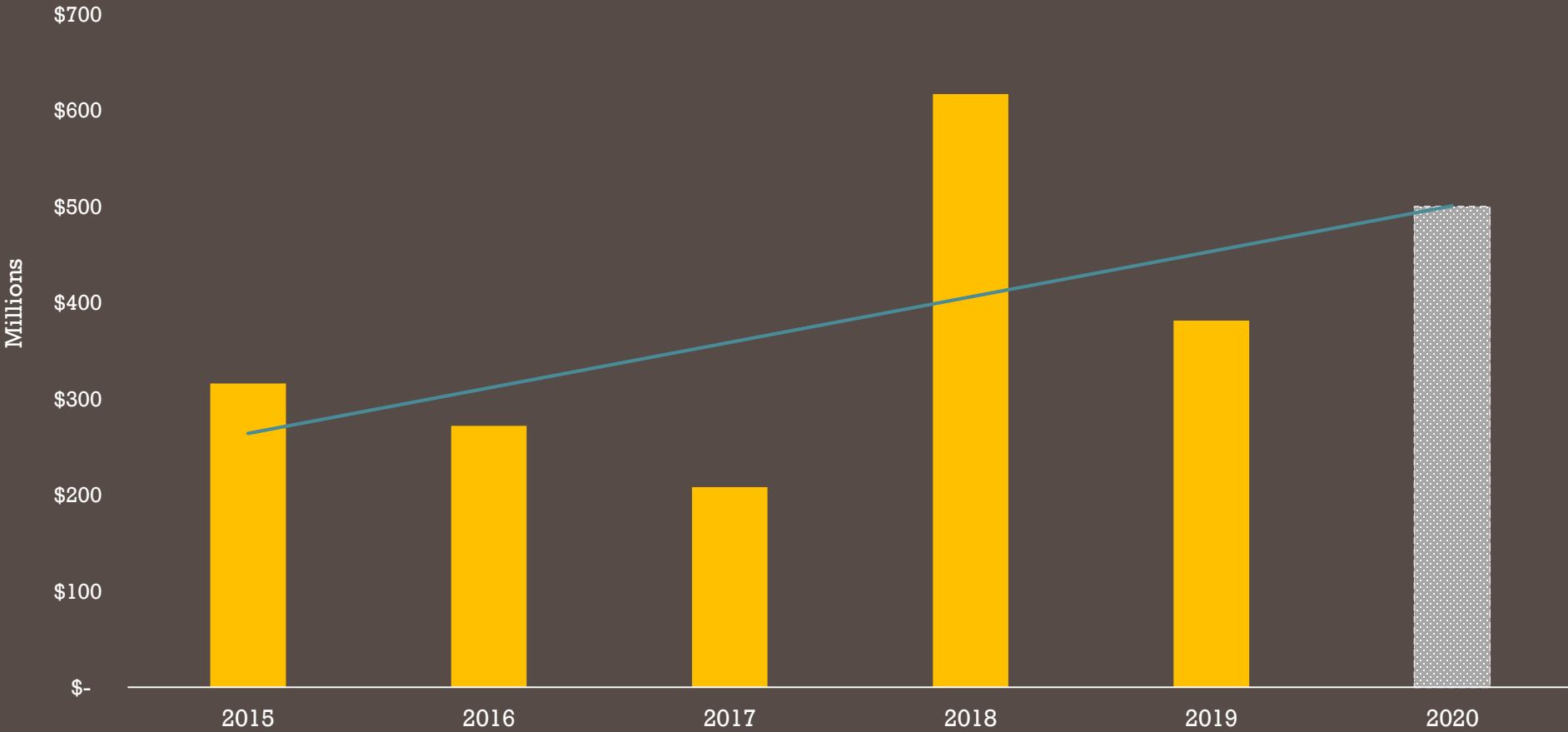
Economic Development SEED Compliance



Protests Solicitations



2020 Forecast Contract Awards



Supporting Information

Sole Source & Direct Procurement Summary

Powering forward. Together.



Reference for Slide # 3

SOLE SOURCE			
Only Known Source			
INDEX	Vendor Name	Description	Amount
1	TRC SOLUTIONS	SMUD support 2022 Title 24	\$ 500,000
2	UNITED CORPORATE FURNISHINGS	Steelcase Series 1 task chair	\$ 323,250
3	QUALITY TRAINING SYSTEMS	Quality Training Systems (QTS)	\$ 139,455
4	MOTOROLA INC	IS Radios - (24) APX6000 with add-ons	\$ 102,367
5	OMEGA GRID, LLC	Blockchain Local Energy Market Pilot	\$ 97,000
6	EFFICIENCY FOR EVERYONE LLC	Shift Consortium membership	\$ 32,000
			\$ 1,194,072
Software / Maintenance			
INDEX	Vendor Name	Description	Amount
7	OPEN ACCESS TECHNOLOGY	OATI Software implementation and support	\$ 1,000,000
8	POWER SETTLEMENTS CONSULTING &	EIM Phase 2 support for BANC Members	\$ 1,000,000
9	LINKEDIN CORPORATION	LinkedIn Learning	\$ 139,443
10	GARTNER, INC.	Gartner - Finance	\$ 60,400
11	ACT-ON SOFTWARE	Act-On (email service provider)	\$ 49,550
12	SOLAREEDGE TECHNOLOGIES INC	Residential Battery Storage Pilot Program	\$ 45,400
13	GENERAL ELECTRIC INTERNATIONAL, INC	2020 PSLF Annual Maintenance	\$ 14,902
14	COHESITY INC	Cohesity Backup Solution on Microsoft Az	\$ 0
			\$ 2,309,695
Original Equipment Manufacturer			
INDEX	Vendor Name	Description	Amount
15	HEATH CONSULTANTS INC	Heath RMLD	\$ 32,325
			\$ 32,325
Sole Source Procurement			\$ 3,536,092

DIRECT PROCUREMENT			
Direct Procurement-Government/Non-Profit			
INDEX	Vendor Name	Description	Amount
16	CITY OF ROSEVILLE	CITY OF ROSEVILLE - AUGUST 2019 POLE RPL	\$ 120,013
17	CITY OF ROSEVILLE	CITY OF ROSEVILLE - SEPT 2019 POLE RPL	\$ 112,798
18	SIMPLISTEK SOLUTION CONSULTANTS	GAP Analysis	\$ 50,000
19	STANDARD METER LAB INC	SML CALIBRATION SERVICES	\$ 50,000
20	ROBIN POWERED INC	Robin Scheduling Premier Renewal	\$ 49,140
21	OXBLUE CORPORATION	Time lapse video cameras	\$ 44,178
22	DESIGNTHINKERS GROUP USA	DESIGN THINKERS ACADMY- TRAINING	\$ 40,605
23	SEQUOIA ENGINEERING & DESIGN ASSOCI	Engineering Services	\$ 30,000
24	QUEST SOFTWARE INC	Metalogix Content Matrix	\$ 26,320
25	PROSCI, INC.	PROSCI-TRAINING & CONSULTING CHANGE MANAGEMENT	\$ 26,500
			\$ 549,554
Direct Procurement			\$ 549,554