

Exhibit to Agenda Item # 1

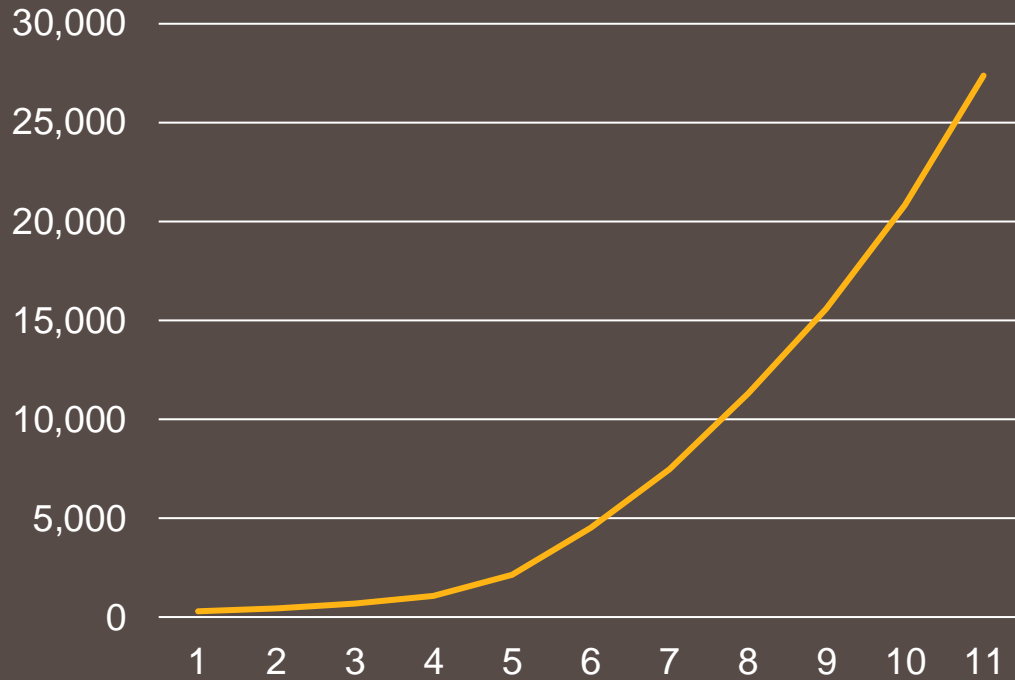
Approve the Chief Executive Officer and General Manager to award a contract to AECOM Technical Services, Inc. for commercial electric vehicle charging as a service for a three-year term, from October 25, 2021, to October 25, 2024, for a not-to-exceed amount of \$3.6 million.

Board Finance & Audit Committee and Special SMUD Board of Directors Meeting
Tuesday, October 19, 2021, scheduled to begin at 5:30 p.m.

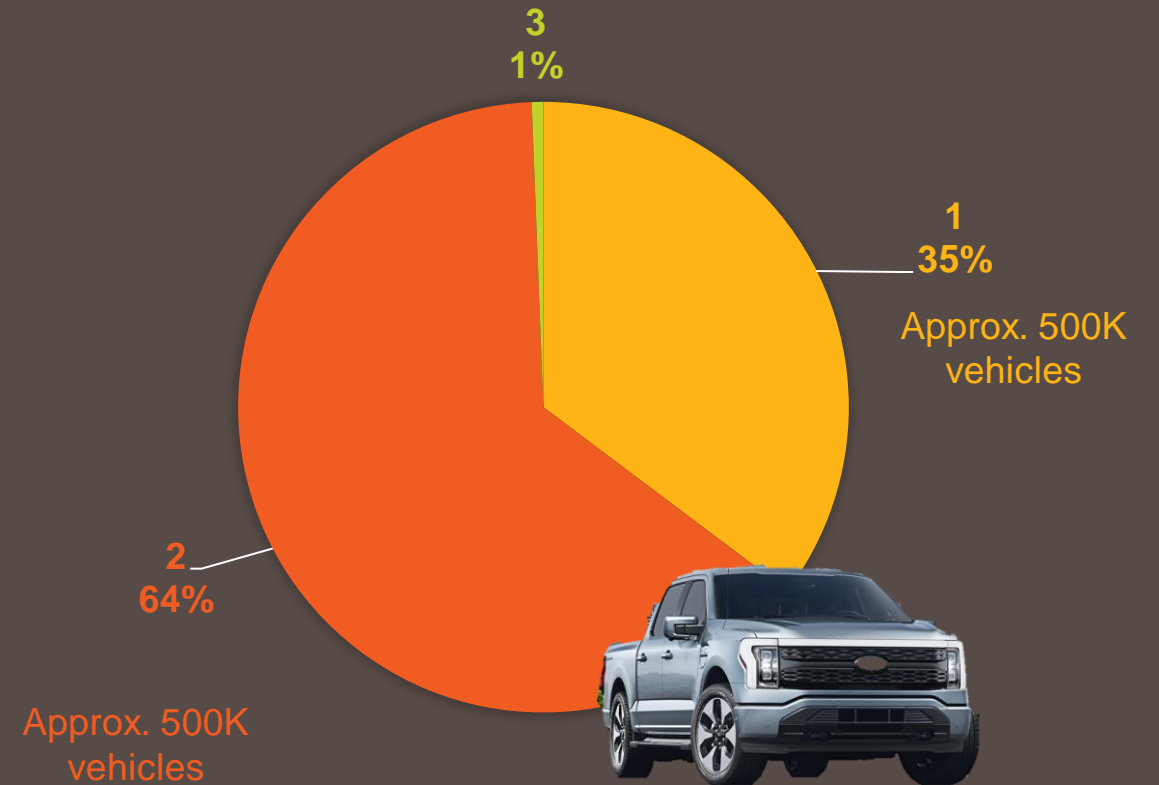
Virtual Meeting (online)

Background: Commercial Electric Vehicle Market

2030 Zero Carbon Plan:
Medium Heavy Duty Vehicle Targets
by Year (Count)



Sacramento County Vehicle
Emissions (CO₂e) by Vehicle Type, 2021



Charging as a Service Business Case

Staff interviewed local fleet managers, conducted market research, and benchmarked SMUD's activities to create a Business Case for this effort. Conclusions:

- ✓ EV infrastructure is a primary barrier for fleet owners/managers seeking to switch to “electric fuel”. Customers specifically cited:
 - High up-front cost
 - Complexity
 - Staff time

- ✓ SMUD is uniquely positioned to deliver EV infrastructure for several reasons:
 - Infrastructure and construction expertise
 - “Classic” utility delivery model
 - Ability to leverage Low Carbon Fuel Standard (LCFS) funds
 - Customer trust

Charging as a Service

Formal Program Name - SMUD eFuelSM



- SMUD eFuelSM Advisor will deliver a no-cost, customized analysis of a business's electric transportation future.
- SMUD eFuelSM Solutions is an EV charging installation service that removes key barriers of vehicle electrification by offering SMUD's technical expertise, project management experience and bulk pricing. Businesses receive the no- or low-cost charging installation in exchange for a monthly fee on a SMUD bill.

SMUD eFuel Solutions: How it Works



Customer value proposition

- No money down for common project types
- SMUD handles the entire installation
- Fixed monthly fees on a SMUD bill
- LCFS sharing for qualifying installations



Target market

- Fleet
- Workplace
- Multifamily



Advise

SMUD team evaluates customer charging needs and writes a scope of work



Commit

Customer signs contract authorizing work



Install

Chargers installed



Pay

Customer pays monthly program fee on a SMUD bill in addition to electricity charges



Save

Customer saves money compared to gas/diesel



Key facts

- SMUD retains ownership of the systems
- SMUD recoups almost all costs (aside from initial consultation cost) through monthly payments
- The SMUD team will operate and maintain the chargers during the five-year term
- At the end of the agreement, the Customer can take over ownership or sign a new agreement

SMUD eFuel Program Structure, 2021-2024

Program	SMUD eFuel	
Service	SMUD eFuel Advisor	SMUD eFuel Solutions
Output	Transportation electrification plans for businesses	EV charging installations, network services, operations and maintenance
Cost to Customer	No cost	No or low money down; Monthly program fee for ~5 years
Outside Services	<p>Services Contract - Proposed award to AECOM (\$3.6M)</p> <ul style="list-style-type: none"> SMUD eFuel Advisor services 	<p>Construction Contract(s)-RFP pending (\$3-\$5M)</p> <ul style="list-style-type: none"> Civil and electrical infrastructure Charger installation
Estimated Outcomes	Up to 40 advisory reports annually depending on fleet size	Up to 150 EV charging ports annually depending on type and complexity

Procurement Strategy

Proposals were solicited by an RFP to allow SMUD to award contracts on a best value basis

Themes evaluated

- Proposer's Company and Key Project Personnel Experience and Qualifications
- Customer Experience
- Overall Approach and Coordination of Work
- Network and Hardware
- Environmental Sustainability
- SEED Participation
- Commercial Terms (Price) and Compliance with SMUD's Contractual Terms

Procurement notified 98 vendors, received interest from 33, 15 attended the pre-proposal conference, and 5 submitted a proposal

RFP Evaluation Results

Responsive Proposals Received	Pass/Fail	SEED Points	Technical Points	Price Points	Total Score	Rank	Proposal Amount	SEED Credit	Evaluated Proposal Amount	Proposed Award Amount
		10	70	20	100					
AECOM Technical Services, Inc.	Passed	10.00	63.90	14.29	88.19	1	\$3,614,916.66	\$131,045.63	\$3,483,871.03	\$3,600,000
Brighton Energy Inc.	Passed	10.00	57.83	20.00	87.83	2	\$2,620,912.60	\$131,045.63	\$2,489,866.97	
Cleantek Electric Inc.	Passed	1.79	48.23	12.10	62.12	3	\$4,121,720.7	\$7,377.88	\$4,114,342.82	
Itron, Inc.	Passed	-	54.28	6.17	60.44	4	\$8,077,159.78		\$8,077,159.7	
L&T Technology Services	Passed	10.00	27.73	14.45	52.17	5	\$3,577,612.20	\$131,045.63	\$3,446,566.5	