Exhibit to Agenda Item #1

Authorize the Chief Executive Officer and General Manager to award contracts to Eagle Systems International, Inc. dba Synergy Companies and Clarke & Rush Mechanical, Inc. to provide Heating, Ventilation and Air Conditioning (HVAC) Plus Building and Transportation Electrification Services for a two-year term from February 20, 2023, to February 19, 2025, with one optional one-year extension, for a total aggregate contract not-to-exceed amount of $12 million.

Board Finance & Audit Committee and Special SMUD Board of Directors Meeting
Wednesday, February 15, 2023, immediately following the Energy Resources and Customer Services Committee meeting scheduled to begin at 5:30 p.m.
Virtual Meeting (online)
Leave no Community Behind – Under Resourced Communities

Creating an inclusive & equitable clean energy future

- Improve Community Resilience by reducing the energy burden
- Improve indoor air quality by electrifying households
- Provide bill assistance through community partnerships.
- Ensure 2030 Clean Energy Vision Implementation Equity: Strengthen all communities
- Strategic Partnerships & Relationships to maximize our impact in the community
Pictures tell the story of the challenges
Building and Transportation Electrification Contract

The contract provides us the ability to continue providing fuel switching and transportation measures for our income eligible customers as well as energy efficiency and weatherization measures.

Customers are left with cleaner, safer and healthier homes.

Contract supports Energy Saving Bundles and grant collaboration opportunities.

- Neighborhood Electrification
- Homeowner fuel switching & Energy Efficiency
- Renter offerings
- Nonprofit installations - Transitional housing, etc.
Procurement Strategy

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

• Themes evaluated
  • Mandatory Requirements
  • SEED Participation
  • Safety and Environmental Sustainability
  • Proposer's Experience and Qualifications
  • Experience and Qualifications of Key Project Personnel
  • Proposer’s Ability to Respond to SMUD’s Needs
  • Technical Approach
  • Commercial Terms (Price) and Compliance with SMUD's Contractual Terms

• SMUD staff notified 1715 companies and 57 of those companies viewed the opportunity. Of the 57 that viewed the solicitation, 8 were interested in bidding.
# Award Outcome

<table>
<thead>
<tr>
<th>Responsive Proposals Received</th>
<th>P/F</th>
<th>SEED Points</th>
<th>Technical Points</th>
<th>Price Points</th>
<th>Total Score</th>
<th>Rank</th>
<th>Proposal Amount</th>
<th>SEED Credit</th>
<th>Evaluated Proposal Amount</th>
<th>Proposed Award Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Synergy Companies</td>
<td>P</td>
<td>10</td>
<td>47</td>
<td>40</td>
<td>97</td>
<td>1</td>
<td>$9,052,055</td>
<td>$50,230</td>
<td>$9,001,825</td>
<td>Not-To-Exceed $12,000,000 Aggregate Amount of all Task Authorizations</td>
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<tr>
<td>Clarke &amp; Rush Mechanical, Inc.</td>
<td>P</td>
<td>10</td>
<td>41</td>
<td>36</td>
<td>86</td>
<td>2</td>
<td>$10,083,944</td>
<td>$50,230</td>
<td>$10,033,714</td>
<td></td>
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</tbody>
</table>

Pre-Proposal Conference Attendance: 14
Proposals Received: 2
Non-Responsive Proposals Received: 0