

# 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.

Before



After



# 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

Responsive Proposals Received	P/F	SEED Points	Technical Points	Price Points	Total Score	Rank	Proposal Amount	SEED Credit	Evaluated Proposal Amount	Proposed Award Amount
		10	50	40	100					
Synergy Companies	P	10	47	40	97	1	\$9,052,055	\$50,230	\$9,001,825	Not-To-Exceed \$12,000,000 Aggregate Amount of all Task Authorizations
Clarke & Rush Mechanical, Inc.	P	10	41	36	86	2	\$10,083,944	\$50,230	\$10,033,714	

Pre-Proposal Conference Attendance: 14

Proposals Received: 2

Non-Responsive Proposals Received: 0