

Exhibit to Agenda Item #4

Discuss authorizing the Chief Executive Officer and General Manager to negotiate and award contracts to **WBE Traffic Control LLC, Capitol Barricade, Inc., Statewide Traffic Safety & Signs dba AWP Safety, Traffic Management LLC, RoadSafe Traffic Systems, Inc., and Greentek Services, LLC** (collectively, the **Contracts**), for Traffic Control Services for a contract term of three years from July 1, 2025, to July 1, 2028, with two optional one-year extensions, for a total aggregate not-to-exceed amount of \$16 million across all the **Contracts**.

Board Finance & Audit Committee and Special SMUD Board of Directors Meeting
Tuesday, June 17, 2025, scheduled to begin at 6:00 p.m.
SMUD Headquarters Building, Auditorium

Traffic Control Scope of Work

- Required by law any time work impedes vehicle, bicycle, or pedestrian traffic
- Provides space and protection for our crews to work safely on, or near, the roadway
- Provides public safety
- Traffic control is utilized in pre-arranged work and emergency work
- Serves as a major component in storm response



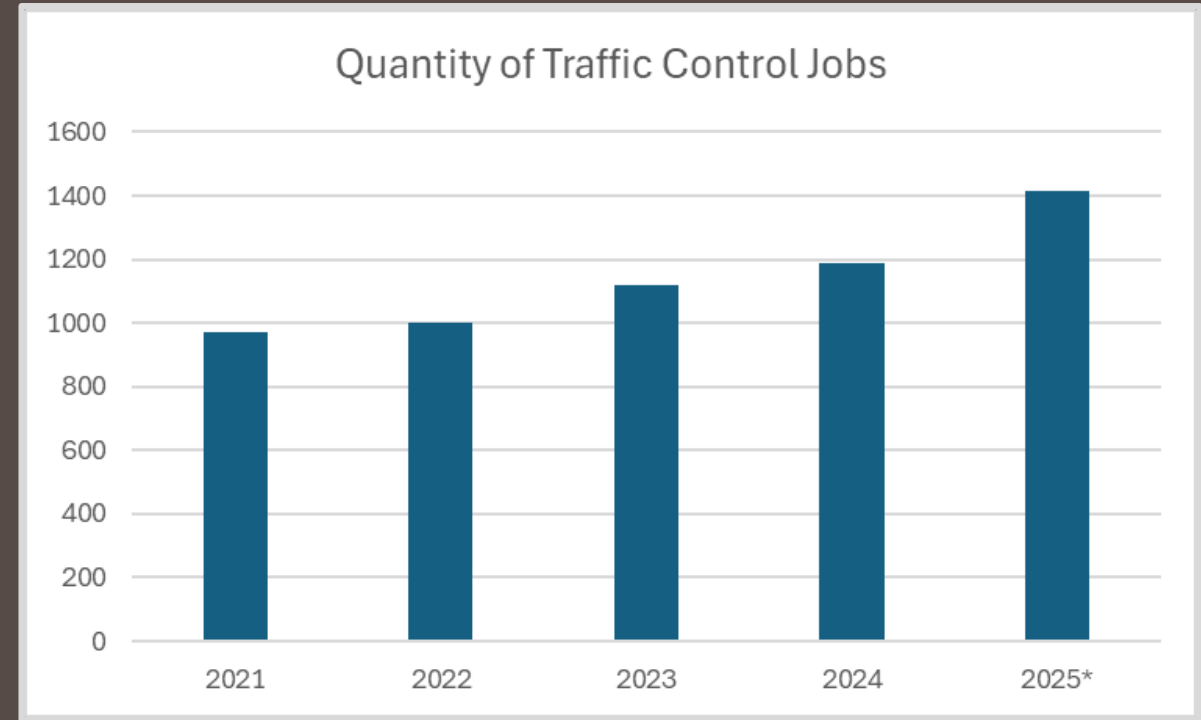
Traffic Control: Principles and Practices

- Traffic control must be performed by trained individuals whose sole purpose is to:
 - Build and maintain road/highway work zone buffer (cones, lighting, and signage) per traffic control plan
 - Direct traffic, if needed
 - Assist pedestrians
 - Provide crew and public safety
- SMUD requires contractors to have a C-31 license (Construction Zone Traffic Control Contractor) to be able to perform work in any capacity.



Expansion in Contract Usage

- Increases in federal, state, and local jurisdiction laws and regulations
- Additional requirements put in place by the local agencies exceeding federal and state standards.
- Standards for night work or off-peak hours on several major thoroughfares.
- This is SMUD's only traffic control services contract and is used enterprise wide for several business units.



**2025 - Forecasted total based on current average of jobs per month scheduled through 05/31*

Procurement Strategy

- Proposals were solicited by an RFP to allow SMUD to award contracts on a best value basis.
- Themes evaluated
 - 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
 - Commercial Terms (Price) and Compliance with SMUD's Contractual Terms

Award Outcome

Responsive Proposals Received	Pass/ Fail	Technical	Price	Total Score	Rank	Proposal Amount	Proposed Award Amount
		60	40	100			
WBE Traffic Control LLC	P	54	40	94	1	\$12,603,688	Aggregate Not to Exceed Amount of \$16 Million
Capitol Barricade, Inc.	P	48	38	86	2	\$13,288,729	
Statewide Traffic Safety & Signs dba AWP Safety	P	46	35	81	3	\$14,252,300	
Traffic Management LLC	P	45	35	80	4	\$14,367,079	
RoadSafe Traffic Systems, Inc.	P	48	31	79	5	\$16,046,035	
Greentek Services, LLC	P	48	29	77	6	\$17,224,201	

Non-Responsive Proposals Received
AP Traffic Services Inc.
Road Safety Inc.
Taylor Made Traffic Services

Proposers Notified: 29

Proposers Downloaded: 19

Pre-Proposal Conference Attendance: 10

Proposals Received: 9

Questions?