

SEED Quarterly

A newsletter from SMUD's Supplier Education and Economic Development program

Welcome to the SEED Quarterly

SMUD is pleased to introduce our new "SEED Quarterly" newsletter. We're committed to promoting small business development in our region and want to provide you with quick access, through tools such as this newsletter, to opportunities and resources that can help your business grow and prosper.

SMUD's Supplier Education and Economic Development (SEED) program offers incentives to local small businesses that participate in SMUD's competitive bid process, and helps prime contractors find local sub-contractors, to help them gain a competitive edge when developing bids or proposals. The SEED team offers education and support in learning how to do business with SMUD, qualifying for these SEED vendor incentives, accessing SMUD programs and services for your business and more.

The SEED team's support of small business development supports the SMUD Board's commitment to the economic vitality of our region. SMUD's goal is to use small business/SEED-qualified vendors for a minimum of 20% of our contract

Upcoming projects

Civil Downtown Construction	\$9,000,000
Language Translation Services	\$325,000
Line Asset Construction MSA	\$8,000,000
Pre-Engineered Steel Carport Structure	\$200,000

and more. •

opportunities. We're here to help you to learn how to identify and qualify for those opportunities with SMUD that can ultimately help to grow your small business.

We hope this newsletter becomes a helpful business resource for you. We'd love to hear your initial impressions of this newsletter— what's particularly helpful and topics you'd like to see in upcoming issues.

We appreciate your partnership and look forward to working with you! •

SMUD supported over **150 local business events** in 2018.



Upcoming events with SMUD's SEED team

- 6/13/19 Diversity Business Summit**
(Multi Chamber Event)
Elks Lodge 6, 3–7 p.m.
6446 Riverside Blvd., Sacramento, CA
[Register Here](#)
- 6/21/19 Women Who Mean Business**
Hyatt Regency, 10:30 a.m.–1:30 p.m.
[Register Here](#)
- 7/16/19 Multi Chamber Networking Event**
Thunder Valley Casino, 4:30–7:30 p.m.
12090 Athens Avenue, Lincoln, CA

Supplier highlight

Elite Supply Source is a SEED program success and a trusted partner here at SMUD.

As a full-line industrial supply distributor located in Sacramento, Elite Supply Source sells maintenance, repair and operating products, such as safety supplies, tools, cleaning supplies, paint and much more to SMUD. As a certified small business, Elite Supply Source won their initial contract with SMUD with the help of incentives available through the SEED program.

Elite Supply Source continues to win approximately 25% of the bids submitted to SMUD. They've learned to focus on details when reading through bid proposals and identify those that best fit their business. Elite also uses what they call the "three Q's" to evaluate SMUD solicitations:

- **Quality control** – does our company have products that meet the standard specifications and prerequisites?
- **Quantity** – does our company have enough of the product(s) requested to provide the best possible customer service?
- **Questions** – Elite focuses on using open communication and transparency to put their best foot forward and asks questions to ensure their proposals address all criteria. •



Invoicing – best practices

Following these best practice tips will help make sure we have all the necessary information to pay your invoice quickly.

- 1) Email all invoices related to a purchase order (PO) to smudinvoic@smud.org.
- 2) If a PO number has been assigned, note it on the invoice.
- 3) Include a total amount owed and tax (unless out of state or no applicable taxes).
- 4) Please include the name of the user or contract manager on your invoice.
- 5) Send non-PO invoices directly to the SMUD employee that requested the product or service, not to the email address noted above.

Invoices submitted via email without the required information will be returned for revision and resubmission, which can cause significant payment delays. •

SMUD awarded **\$109 million** in contracts to local small businesses last year.

Recently awarded SEED contracts

Ablegove, Inc.	Lenovo ThinkStation P520C Custom Specs
Miles Treaster & Assoc.	HQ Ancillary System Furniture
Pac Machine Co, Inc.	Solo Float Cable & Solids Handling Pump
Power System Distributing	Cable, 144 Fiber Single Mode Mass
Temple Associates	Filter Cartridge & CLEMCO product
Towne Communication, Inc.	Avaya Phone Hardware
Western Contract Furnishers	Workrite 3-Legged Base

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