

SEED Quarterly

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

Why a Request for Qualification?

If you're involved in government contracting, you're probably familiar with acronyms like "RFP" ("Request for Proposal") and "IFB" ("Invitation for Bid"). However, you may not have come across the less common "RFQ," also known as "Request for Qualifications."

What is a Request for Qualifications (RFQ)?

An RFQ is a pre-qualification step in contracting often used in the first stages of a project to identify a short-list of vendors who meet a set of minimum requirements. Only the vendors from this list are then eligible to submit responses to the subsequent (RFP).

In recent years, the RFQ has become more widely used by SMUD for large projects. It's beneficial because it allows the procurement process to begin prior to, or in conjunction with, the completion of project design and engineering. Better yet, the initial evaluations of RFQ responses can be completed quickly as a result of short pass/fail questions. Thereafter, only the qualifying "short-list" of vendors are authorized to submit bids, which expedites the process with fewer proposals to evaluate during the RFP phase.

Upcoming projects

Pole Design Services	TBD
Multi-Family Go Electric Program Support	\$700,000
Hedge Solar Farm Battery Project	\$3,750,000

Visit bids.smud.org •

SMUD uses an RFQ when:

- A large vendor pool is available, and a specific skillset is required.
- The project's scope is large and/or complex and the vendor must respond to numerous evaluation criteria.
- A pre-qualified vendor list is sought while design and specifications are finalized.

What does an RFQ mean for SEED vendors?

As a SEED vendor, you won't typically meet the qualifications to bid as a Prime due to the scope and nature of these large projects. You are, however, well-positioned as a subcontractor, and the RFQ allows Primes more time to plan and coordinate projects with SEED subcontractors.

Prime and subcontractors benefit from the RFQ process because:

- Less time is invested in responding to an RFQ than to an RFP.
- The project is on their radar sooner and allows more time for planning, and
- SEED vendors have more insight and time for networking and planning with short-listed Primes.

For questions about RFQs or how the SMUD procurement process works, please contact **Jesse Mays**, Senior Procurement Specialist at

916-732-5744 or Jesse.Mays@smud.org •

Exceeding Expectations: Roebbelen Construction



Roebbelen Construction, prime contractor for SMUD's multi-million dollar headquarter rehabilitation contract, is bringing the project to a close. This contract was awarded with the hefty requirement of subcontracting 25% or more of the work to local SEED vendors. "This was a challenging commitment, but they pulled it off because they were diligent about working with a wide variety of SEED subs," says SMUD's Project Director Doug Norwood.

Roebbelen started contacting SEED subcontractors in 2016, 2 years before the project started. And, in September 2017, SMUD hosted a community outreach workshop to promote the rehabilitation project and bolster SEED participation. According to Roebbelen, "It was truly a community effort as we were able to meet all of the goals of this project while providing excellent opportunities for certified small businesses within SMUD's service area."

Roebbelen worked with 22 SEED subs across a variety of trades and spent over \$20.5M, exceeding planned commitments by nearly \$1M.

"Roebbelen appreciates the efforts of all team members and is proud to be associated with rehabilitating SMUD's historical landmark," says Michael Dossa, Roebbelen's Project Executive, about the SMUD HQ Renovation project.

We appreciate Roebbelen's partnership and commitment to the success of the SEED program! •

Compliance Audit System - CAS

SMUD's SEED program provides certified small businesses with a price advantage when they bid on, or are included as subcontractors in, our contracts. It's a win-win for SMUD and the local economy, generating many benefits for our community and local small businesses.

In October 2019, we implemented a new SEED Compliance & Audit System (CAS) to automate and simplify the monthly reporting for SEED subcontractor usage and verification. This tool will help us better track subcontracting commitments, automate communication and process tools and lower the overall cost of ensuring compliance for SMUD and our contractors.

Our goal with CAS is to bring more value to our customers and community, while creating a positive customer experience that's also SEED compliant. •

'LIKE' us on LinkedIn or Facebook to learn about upcoming events and solicitations.



Contact Us

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Recently awarded SEED contracts

Manuel Joseph	Energy Star Refrigerators
DC Enterprises	5 Year PVC Conduit & Fittings
Mader Supply	3 Year T-Tap Padmounts
Power Systems Distributing	Non-Concrete Underground Enclosures
TSI Engineering, Inc.	PFE-Walerga Site Preparation
Elk Grove Safety Training	CPR/First Aid Training