

Board Strategic Development Committee Meeting and Special SMUD Board of Directors Meeting

Date: Tuesday, November 11, 2025
Time: Scheduled to begin at 6:00 p.m.
Location: SMUD Headquarters Building, Auditorium
6201 S Street, Sacramento, CA

AGENDA

BOARD STRATEGIC DEVELOPMENT COMMITTEE MEETING AND SPECIAL SMUD BOARD OF DIRECTORS MEETING

**Tuesday, November 11, 2025
SMUD Headquarters Building, Auditorium
6201 S Street, Sacramento, California
Scheduled to begin at 6:00 p.m.**

**Remote Telephonic Location:
33 East Nationwide Boulevard
Columbus, OH 43215**

This Committee meeting is noticed as a joint meeting with the Board of Directors for the purpose of compliance with the Brown Act. In order to preserve the function of the Committee as advisory to the Board, members of the Board may attend and participate in the discussions, but no Board action will be taken. The Strategic Development Committee will review, discuss and provide the Strategic Development Committee's recommendation on the following agenda item(s):

Virtual Viewing or Attendance:

Live video streams (view-only) and indexed archives of meetings are available at:
<https://www.smud.org/Corporate/About-us/Company-Information/Board-Meetings/Watch-or-Listen-online>

Zoom Webinar Link: [Join Board Strategic Development Committee Meeting Here](#)

Webinar/Meeting ID: 161 064 2354

Passcode: 065068

Phone Dial-in Number: 1-669-254-5252 or 1-833-568-8864 (Toll Free)

Verbal Public Comment:

Members of the public may provide verbal public comment by:

- Completing a sign-up form at the table outside of the meeting room and giving it to SMUD Security.
- Using the "Raise Hand" feature in Zoom (or pressing *9 while dialed into the telephone/toll-free number) during the meeting at the time public comment is called. Microphones will be enabled for virtual or telephonic attendees when the commenter's name is announced.

Written Public Comment:

Members of the public may provide written public comment on a specific agenda item or on items not on the agenda (general public comment) by submitting comments via email to PublicComment@smud.org or by mailing or bringing physical copies to the meeting. Email is not monitored during the meeting. Comments will not be read into the record but will be provided to the Board and placed into the record of the meeting if received within two hours after the meeting ends.

INFORMATIONAL ITEMS

1. Rachel Huang Brief the Board on the state of the electric transportation industry and SMUD's **Electric Vehicle (EV) Strategy**.
Karl Popham Presentation: 50 minutes
CO-FOUNDER AND CHAIR, Discussion: 20 minutes
CHARTWELL ELECTRIC
VEHICLE LEADERSHIP
COUNCIL

Drew Higgins
BOARD CHAIR,
TEXAS ELECTRIC
TRANSPORTATION RESOURCE
ALLIANCE (TxETRA)

DISCUSSION ITEM

2. Amber Connors Discuss authorizing the Chief Executive Officer and General Manager to negotiate and award a contract to **KloudGin, Inc.**, for Field Service Management Software and associated implementation services during the five-year period from November 21, 2025, through November 20, 2030, for a not-to-exceed amount of \$5,699,739.
Presentation: 5 minutes
Discussion: 3 minutes

INFORMATIONAL ITEMS (cont.)

3. Public Comment
4. Nancy Bui-Thompson Summary of Committee Direction.
Discussion: 1 minute

Members of the public shall have up to three (3) minutes to provide public comment on items on the agenda or items not on the agenda, but within the jurisdiction of SMUD. The total time allotted to any individual speaker shall not exceed nine (9) minutes.

Members of the public wishing to inspect public documents related to agenda items may click on the Information Packet link for this meeting on the smud.org website or may call 1-916-732-7143 to arrange for inspection of the documents at the SMUD Headquarters Building, 6201 S Street, Sacramento, California.

ADA Accessibility Procedures: Upon request, SMUD will generally provide appropriate aids and services leading to effective communication for qualified persons with disabilities so that they can participate equally in this meeting. If you need a reasonable auxiliary aid or service for effective communication to participate, please email Toni.Stelling@smud.org, or contact by phone at 1-916-732-7143, no later than 48 hours before this meeting.

SSS No. DES 25-017

BOARD AGENDA ITEM

STAFFING SUMMARY SHEET

Committee Meeting & Date
Strategic Development – 11/11/25

Board Meeting Date
N/A

TO				TO						
1.	Rachel Huang			6.	Jose Bodipo-Memba					
2.	Lora Anguay			7.						
3.	Frankie McDermott			8.						
4.	Farres Everly			9.	Legal					
5.	Scott Martin			10.	CEO & General Manager					
Consent Calendar		Yes	<input checked="" type="checkbox"/>	No <i>If no, schedule a dry run presentation.</i>		Budgeted	Yes	<input checked="" type="checkbox"/>	No <i>(If no, explain in Cost/Budgeted section.)</i>	
FROM (IPR) Eric Cahill				DEPARTMENT Distributed Energy Solutions				MAIL STOP B305	EXT. 6032	DATE SENT 10/17/25

NARRATIVE:

Requested Action: Brief the Board on the state of the electric transportation industry and SMUD's Electric Vehicle (EV) Strategy.

Summary: External speakers will provide an update on the state of the EV industry and the role of the utility, followed by a staff presentation that will provide an overview of SMUD's strategy for accelerating EV adoption by SMUD customers and transitioning the broader transportation sector to Zero (tailpipe) Emission Vehicle technologies.

Board Policy: Strategic Direction SD-2, Competitive Rates; Strategic Direction SD-5, Customer Relations; Strategic Direction SD-9, Resource Planning; Strategic Direction SD-10 Innovation; Strategic Direction SD-15, Outreach & Communication.

Benefits: Speeding adoption of zero (tailpipe) emission vehicles, can lessen the economic burden of travel on customer households, contribute to reduced electricity rates, improve public health and its disproportionate impacts on underserved communities, and reduce climate destabilizing greenhouse gas (GHG) emissions that contribute to greater loss of life and property from intensified weather events and natural disasters.

Cost/Budgeted: There is no budgetary impact for this informational presentation.

Alternatives: Schedule update for another time; provide via written report through the Chief Executive Officer and General Manager.

Affected Parties: All SMUD Departments, SMUD Customers, Community

Coordination: Distributed Energy Solutions

Presenter: Karl Popham, Co-Founder & Chair, Chartwell Electric Vehicle Leadership Council
Drew Higgins, Board Chair, Texas Electric Transportation Resource Alliance (TxETRA)
Rachel Huang, Director, Distributed Energy Solutions

Additional Links:

SUBJECT

Clean Transportation Strategy

ITEM NO. (FOR LEGAL USE ONLY)

ITEMS SUBMITTED AFTER DEADLINE WILL BE POSTPONED UNTIL NEXT MEETING.



Karl Popham
Chartwell Electric Vehicle Leadership Council
Co-Founder and Chair

Karl Popham leverages over 25 years of electric utility and consulting experience and is the co-founder and Chair of the Chartwell Electric Vehicle Leadership Council whose member utilities serve over 65 million people. He spent 11 of his 17 years at Austin Energy as the co-founder and leader the utility's transportation electrification and emerging technologies organization to include its "5 EV Pillar Strategy" and award-winning programs. Karl was a Principal Investigator on 11 successful projects in collaboration with federal, state, and philanthropic grants/partners. With a focus on transformational innovation, Karl was Austin Energy's Chief Information Officer and Division Manager of the Program Management Office where he helped orchestrate its Smart Grid roadmap and deployments. An active speaker and research contributor, Karl is co-author of "Smart Cities; Applications & Standards" published by Springer. Prior to working at the utility, Karl was a Managing Director and Principal at Cap Gemini Ernst & Young and a Captain in the US Army Corps of Engineers.



Drew Higgins

Texas Electric Transportation Resource Alliance (TxETRA) Board Chair

Drew Higgins is a seasoned leader in the electric vehicle and energy sectors, bringing over 20 years of strategic innovation and product development experience. His career is marked by senior roles at notable organizations like USAA, General Motors, and CPS Energy, where he has been instrumental in launching over 30 products and holds multiple patents. Currently serving as the Board Chair for the Texas Electric Transportation Resource Alliance (TxETRA) and a consultant to key industry players, Drew's work focuses on integrating strategic marketing with sustainable electric vehicle innovations. His expanded role now also encompasses assisting utilities and hyperscalers to adapt to the new load requirements around AI infrastructure and the proliferation of data centers. His efforts are dedicated to steering the industry towards a more sustainable future through effective leadership and visionary strategies in electric transportation and grid modernization.

SSS No. SCS 25-254

BOARD AGENDA ITEM

STAFFING SUMMARY SHEET

Committee Meeting & Date
Strategic Development – 11/11/25
Board Meeting Date
November 20, 2025

TO				TO			
1.	Jason McAlister			6.	Scott Martin		
2.	Amber Connors			7.	Jose Bodipo-Memba		
3.	Casey Fallon			8.	Farres Everly		
4.	Suresh Kotha			9.	Legal		
5.	Frankie McDermott			10.	CEO & General Manager		
Consent Calendar	x	Yes	No If no, schedule a dry run presentation.	Budgeted	x	Yes	No (If no, explain in Cost/Budgeted section.)
FROM (IPR)		DEPARTMENT		MAIL STOP		EXT.	DATE SENT
Austin Svien		Procurement		EA404		5159	11/05/25
NARRATIVE:							

Requested Action: Authorize the Chief Executive Officer and General Manager, or his designee, to negotiate and award a contract to KloudGin, Inc., for Field Service Management Software and associated implementation services, during the period from November 21, 2025, through November 20, 2030, for a not-to-exceed amount of \$5,699,739.

Summary: SMUD’s existing Click Software Field Service Management solution is end of life. SMUD relies heavily on its field service management solution to coordinate and optimize its mobile workforce to deliver services at customer locations or other off-site locations. SMUD issued Request for Proposal DOC5044974652 (RFP) in February 2025, to solicit proposals from qualified firms for a replacement field service management software solution and associated implementation services, with the intent to award one contract to the highest ranked proposer. SMUD received 10 proposals in response to the RFP, five proposers did not satisfy SMUD’s mandatory requirements, and the remaining five proposers were evaluated thoroughly. Evaluations included technical and commercial considerations, and the five shortlisted vendors were given an opportunity to demonstrate their proposed solution to SMUD’s end users. SMUD’s procurement team engaged in pricing negotiation with KloudGin, Inc., who submitted a best and final offer that was \$768,480 lower than their original proposal, presenting SMUD with a cost savings of 12.92%. The result of the evaluation and the award recommendation are shown below.

Recommendation: Award to the Highest Evaluated Responsive Proposer: KloudGin, Inc.

Bidders/Proposers Notified by Procurement: 26

Bidders/Proposers Downloaded: 91

Pre-Bid/Pre-Proposal Conference Attendance: 15

Bids/Proposals Received: 10

Responsive Proposals Received	Pass/Fail	SEED Points	Tech. Points	Price Points	Total Score	Rank	Proposal Amount	SEED Credit	Evaluated Proposal Amount	Proposed Award Amount
		10	60	30	100					
KloudGin, Inc.	P	5.05	58.05	30.00	93.10	1	\$4,187,020	\$21,144	\$4,165,876	\$5,699,739
Deloitte Consulting LLP	P	10.00	54.60	23.92	88.52	2	\$5,433,900	\$209,351	\$5,224,549	
Smart Energy Systems, Inc. dba Smart Energy Water	P	10.00	47.69	25.90	83.59	3	\$5,034,375	\$209,351	\$4,825,024	
OverIT International Inc.	P	10.00	45.91	18.41	74.33	4	\$6,997,005	\$209,351	\$6,787,654	
CGI Technologies and Solutions Inc.	P	1.30	50.26	18.45	70.00	5	\$6,784,226	\$8,819.49	\$6,775,406	

Delaware North America, LLC	Did not satisfy mandatory pass/fail requirements
Diabsolut Ltd.	Did not satisfy mandatory pass/fail requirements
Evora IT Solutions Inc.	Did not satisfy mandatory pass/fail requirements
Hitachi Energy USA, Inc.	Did not satisfy mandatory pass/fail requirements
Workheld GmbH	Did not satisfy mandatory pass/fail requirements

Board Policy: Board-Staff Linkage BL-8, Delegation to the CEO with Respect to Procurement.
(Number & Title)

Benefits: A fully functional Field Service Management solution from the highest ranked proposer, with a cost savings of \$768,480 or 12.92% through successful pricing negotiations.

Cost/Budgeted: \$5,699,739; Budgeted for 2025-2030 by Information Technology.

Alternatives: Do not award contract. As the current solution is end of life, this could present significant issues to SMUD in regard to its field service management needs.

Affected Parties: Information Technology, Supply Chain Services, and Contractor

Coordination: Information technology and Supply Chain Services.

Presenter: Amber Connors, Director, Customer & Grid Operations Tech Center

Additional Links:

SUBJECT

Field Service Management Software and Services Contract Award

ITEM NO. (FOR LEGAL USE ONLY)

ITEMS SUBMITTED AFTER DEADLINE WILL BE POSTPONED UNTIL NEXT MEETING.

SSS No.

BOD 2025-006

BOARD AGENDA ITEM

STAFFING SUMMARY SHEET

Committee Meeting & Date
STRATEGIC DEVELOPMENT
– 2025

Board Meeting Date

N/A

TO				TO			
1.	Frankie McDermott			6.			
2.	Farres Everly			7.			
3.	Jose Bodipo-Memba			8.			
4.	Scott Martin			9.	Legal		
5.				10.	CEO & General Manager		
Consent Calendar <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No <i>If no, schedule a dry run presentation.</i>				Budgeted <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No <i>(If no, explain in Cost/Budgeted section.)</i>			
FROM (IPR) Nancy Bui-Thompson / Crystal Henderson				DEPARTMENT Board Office			
				MAIL STOP B307	EXT. 5424	DATE SENT 12/29/24	

NARRATIVE:

Requested Action: A summary of directives is provided to staff during the committee meeting.

Summary: The Board requested an ongoing opportunity to do a wrap up period at the end of each committee meeting to summarize various Board member suggestions and requests that were made at the meeting to make clear the will of the Board. The Strategic Development Committee Chair will summarize Board member requests that come out of the committee presentations for this meeting.

Board Policy: Governance Process GP-4, Board/Committee Work Plan and Agenda Planning states the Board will focus on the results the Board wants the organization to achieve.
(Number & Title)

Benefits: Having an agendized opportunity to summarize the Board's requests and suggestions that arise during the committee meeting will help clarify the will of the Board.

Cost/Budgeted: Included in budget for internal labor.

Alternatives: Not to summarize the Board's requests at this meeting.

Affected Parties: Board of Directors, Board Office and Executive Office

Coordination: Crystal Henderson, Special Assistant to the Board

Presenter: Nancy Bui-Thompson, Strategic Development Committee Chair

Additional Links:

SUBJECT

Summary of Committee Direction – Strategic Development Committee

ITEM NO. (FOR LEGAL USE ONLY)

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