

Exhibit to Agenda Item #2

Discuss authorization of the Chief Executive Officer and General Manager to negotiate and award contracts to **Lund Construction Co.** and **Hylan West, Inc.** for Cable Replacement Construction Services for a period of three years from November 1, 2024, to November 1, 2027, with two optional one-year extensions, for a total not-to-exceed aggregate amount of \$75 million.

Board Finance & Audit Committee and Special SMUD Board of Directors Meeting
Tuesday, October 15, 2024, scheduled to begin at 6:00 p.m.

SMUD Headquarters Building, Auditorium

Cable Replacement Program Objective



Update underground infrastructure to increase safety, reliability, and the resiliency of our underground electric system – reducing outage frequency and duration for SMUD Customers.

Services provided under this solicitation

- Customer outreach and pre project scheduling.
- Trenching and installation of underground infrastructure.
- Surface restoration and post construction property restoration.

Procurement Strategy

- Proposals were solicited by RFP to allow SMUD to award contracts on a best value basis.

RFP Criteria Evaluated

- Pass/Fail for Technical Requirements
 - SEED Participation
 - Proposer's Safety
 - Environmental Sustainability
 - Proposer's Company Experience & Qualifications
 - Proposer's Personnel Experience & Qualifications
 - Proposer's Ability to Respond to SMUD's Needs
 - Proposer's Capabilities
 - Commercial Terms (Price) & Compliance with SMUD's Contractual Terms
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- SMUD staff conducted market outreach and engaged with 45 contractors. 17 contractors registered interested in SMUD's Ariba platform. 7 contractors attended the Pre-Proposal Conference. 7 Proposals were received.

Procurement Award Outcome

Responsive Proposals	Pass/ Fail	SEED	Technical	Price	Total Score	Rank	Proposal Amount	SEED Credit	Evaluated Proposal Amount	Proposed Award Amount
		10	43	47	100					
Lund Construction Co.	P	10.00	39.50	47.00	96.50	1	\$72,452,250	\$250,000	\$72,202,250	NTE \$75,000,000 Aggregate Amount of all Task Authorizations
Hylan West, Inc.	P	10.00	29.50	42.38	81.88	2	\$80,319,165	\$250,000	\$80,069,165	
Arrow Construction	P	10.00	39.67	30.72	80.39	3	\$110,701,720	\$250,000	\$110,451,720	
Teichert Utilities	P	2.83	33.50	28.46	64.78	4	\$119,501,030	\$250,000	\$119,251,030	
MP Nexlevel of California, Inc.	P	0.36	34.25	24.40	59.01	5	\$139,120,794	\$49,387	\$139,071,406	
Underground Construction Company	P	10.00	30.25	16.11	56.36	6	\$210,864,800	\$250,000	\$210,614,800	

Non-Responsive Proposal	Proposal Amount	Comments
Veteran Power, Inc.	\$119,925,256	Proposer did not achieve an evaluated score of a minimum of 29 of the possible 43 points available in Sections 3, 4, 5, 6, and 7, a caveat to advance to have Commercial evaluation.

Recommendation

Authorize the Chief Executive Officer and General Manager to negotiate and award contracts to Lund Construction Co. and Hylan West, Inc. for Cable Replacement Construction Services for a period of three years from November 1, 2024, to November 1, 2027, with two optional one-year extensions, for a total not-to-exceed aggregate amount of \$75 million.