Exhibit to Agenda Item # 1

Approve the Chief Executive Officer and General Manager to award a contract to AECOM Technical Services, Inc. for commercial electric vehicle charging as a service for a three-year term, from October 25, 2021, to October 25, 2024, for a not-to-exceed amount of $3.6 million.

Board Finance & Audit Committee and Special SMUD Board of Directors Meeting Tuesday, October 19, 2021, scheduled to begin at 5:30 p.m.
Virtual Meeting (online)
Background: Commercial Electric Vehicle Market

2030 Zero Carbon Plan: Medium Heavy Duty Vehicle Targets by Year (Count)

Sacramento County Vehicle Emissions (CO2e) by Vehicle Type, 2021

- 1% (1 vehicle, approx. 500K vehicles)
- 35% (3 vehicles, approx. 500K vehicles)
- 64% (2 vehicles, approx. 500K vehicles)
Charging as a Service Business Case

Staff interviewed local fleet managers, conducted market research, and benchmarked SMUD's activities to create a Business Case for this effort. Conclusions:

- EV infrastructure is a primary barrier for fleet owners/managers seeking to switch to "electric fuel". Customers specifically cited:
  - High up-front cost
  - Complexity
  - Staff time

- SMUD is uniquely positioned to deliver EV infrastructure for several reasons:
  - Infrastructure and construction expertise
  - "Classic" utility delivery model
  - Ability to leverage Low Carbon Fuel Standard (LCFS) funds
  - Customer trust
Charging as a Service
Formal Program Name - SMUD eFuel<sup>SM</sup>

- SMUD eFuel<sup>SM</sup> Advisor will deliver a no-cost, customized analysis of a business’s electric transportation future.

- SMUD eFuel<sup>SM</sup> Solutions is an EV charging installation service that removes key barriers of vehicle electrification by offering SMUD’s technical expertise, project management experience and bulk pricing. Businesses receive the no- or low-cost charging installation in exchange for a monthly fee on a SMUD bill.
SMUD eFuel Solutions: How it Works

Customer value proposition
- No money down for common project types
- SMUD handles the entire installation
- Fixed monthly fees on a SMUD bill
- LCFS sharing for qualifying installations

Target market
- Fleet
- Workplace
- Multifamily

SMUD team evaluates customer charging needs and writes a scope of work
Customer signs contract authorizing work
Chargers installed
Customer pays monthly program fee on a SMUD bill in addition to electricity charges
Customer saves money compared to gas/diesel

Advise
Commit
Install
Pay
Save

Key facts
- SMUD retains ownership of the systems
- SMUD recoups almost all costs (aside from initial consultation cost) through monthly payments
- The SMUD team will operate and maintain the chargers during the five-year term
- At the end of the agreement, the Customer can take over ownership or sign a new agreement
# SMUD eFuel Program Structure, 2021-2024

<table>
<thead>
<tr>
<th>Program</th>
<th>SMUD eFuel</th>
</tr>
</thead>
<tbody>
<tr>
<td>Service</td>
<td>SMUD eFuel Advisor</td>
</tr>
<tr>
<td>Output</td>
<td>Transportation electrification plans for businesses</td>
</tr>
<tr>
<td>Cost to Customer</td>
<td>No cost</td>
</tr>
<tr>
<td>Estimated Outcomes</td>
<td>Up to 40 advisory reports annually depending on fleet size</td>
</tr>
</tbody>
</table>

## SMUD eFuel Solutions

- EV charging installations, network services, operations and maintenance
- No or low money down; Monthly program fee for ~5 years

### Services Contract - Proposed award to AECOM ($3.6M)
- SMUD eFuel Advisor services
  - Project management
  - Civil & electrical design
  - EV hardware & warranty
  - Commissioning
  - Network services

### Construction Contract(s)- RFP pending ($3-$5M)
- Civil and electrical infrastructure
- Charger installation

- Up to 150 EV charging ports annually depending on type and complexity
Procurement Strategy

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

Themes evaluated
- Proposer's Company and Key Project Personnel Experience and Qualifications
- Customer Experience
- Overall Approach and Coordination of Work
- Network and Hardware
- Environmental Sustainability
- SEED Participation
- Commercial Terms (Price) and Compliance with SMUD's Contractual Terms

Procurement notified 98 vendors, received interest from 33, 15 attended the pre-proposal conference, and 5 submitted a proposal
# RFP Evaluation Results

<table>
<thead>
<tr>
<th>Responsive Proposals Received</th>
<th>Pass/Fail</th>
<th>SEED Points</th>
<th>Technical Points</th>
<th>Price Points</th>
<th>Total Score</th>
<th>Rank</th>
<th>Proposal Amount</th>
<th>SEED Credit</th>
<th>Evaluated Proposal Amount</th>
<th>Proposed Award Amount</th>
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</thead>
<tbody>
<tr>
<td>AECOM Technical Services, Inc.</td>
<td>Passed</td>
<td>10.00</td>
<td>63.90</td>
<td>14.29</td>
<td>88.19</td>
<td>1</td>
<td>$3,614,916.66</td>
<td>$131,045.63</td>
<td>$3,483,871.03</td>
<td>$3,600,000</td>
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<td>Brighton Energy Inc.</td>
<td>Passed</td>
<td>10.00</td>
<td>57.83</td>
<td>20.00</td>
<td>87.83</td>
<td>2</td>
<td>$2,620,912.60</td>
<td>$131,045.63</td>
<td>$2,489,866.97</td>
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<td>Cleantek Electric Inc.</td>
<td>Passed</td>
<td>1.79</td>
<td>48.23</td>
<td>12.10</td>
<td>62.12</td>
<td>3</td>
<td>$4,121,720.7</td>
<td>$7,377.88</td>
<td>$4,114,342.82</td>
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<tr>
<td>Itron, Inc.</td>
<td>Passed</td>
<td>-</td>
<td>54.28</td>
<td>6.17</td>
<td>60.44</td>
<td>4</td>
<td>$8,077,159.78</td>
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<td>$8,077,159.7</td>
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<tr>
<td>L&amp;T Technology Services</td>
<td>Passed</td>
<td>10.00</td>
<td>27.73</td>
<td>14.45</td>
<td>52.17</td>
<td>5</td>
<td>$3,577,612.20</td>
<td>$131,045.63</td>
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