

# Exhibit to Agenda Item #1

Authorize the Chief Executive Officer and General Manager to negotiate and award a contract to **Utility Partners of America** for meter replacement services for a period of one year, with two optional one-year extensions, for a total not-to-exceed amount of \$21,442,000.

Board Finance & Audit Committee and Special SMUD Board of Directors Meeting  
Tuesday, June 18, 2024, scheduled to begin at 6:00 p.m.

SMUD Headquarters Building, Auditorium

# Connected Clean PowerCity

## Grid Resilience and Innovation Partnership (GRIP) Grant:

- SMUD was recently awarded a \$50 million grant from the Department of Energy (DOE) Grid Deployment Office's GRIP program.
- As part of the grant, SMUD proposed to deploy 200,000 Itron Riva edge computing sensors with measurement capabilities (smart meters) and eight Distributed Intelligence (DI) applications to enable Grid Edge Intelligence with deployment beginning in November 2024 and continuing through the end of 2025.

# Background

February 5, 2024  
SMUD issued a Request  
for Proposal No.  
Doc4413278410 and  
invited **19 vendors** to  
participate.

March 7, 2024  
SMUD received  
**one proposal**  
from Utility  
Partners of  
America.

April 10, 2024  
SMUD initiated and  
continues to  
negotiate with Utility  
Partners of America.

February 14, 2024  
SMUD held an  
online Pre-Proposal  
Conference that  
was attended by  
**four Contractors**.

April 8, 2024  
The proposal was  
evaluated in accordance  
with the advertised criteria\*  
and has been found to be  
responsive.

**Contract amount with Utility Partners of America is not to exceed \$21,442,000.  
The GRIP Grant scope requires SMUD's Contractor to install an average of 19,000 meters per month.**

\* Environmental Sustainability, Proposer's Safety Plan, Technical Qualifications, Approach, Experience, and Commercial Proposal

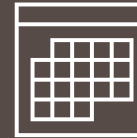
# Award Summary Strategy

Responsive Proposals Received	<u>P/F</u>	<u>60 Points Technical</u>	<u>40 Points Pricing</u>	Total Score	Overall Rank	Proposed Award Amount
Utility Partners of America	P	52	40	92	1	Not-to-Exceed \$21,442,000

# Contract Scope



Performing in-field project management to ensure the most efficient and cost-effective use of contractor staff to replace meters



Scheduling customer appointments, as necessary, and ensuring that installers show up on-time



Hiring, training, and managing a qualified group of installers to ensure high level of safety, quality and speed throughout the project



Coordinating installation efforts with SMUD Meter Shop and installation crews



Coordinating, dispatching and maintaining the vehicles required to complete a project of this scale throughout SMUD's 900+ square miles of territory;



Ensuring a positive customer experience including courteously and equitably responding to SMUD Customer complaints or claims



Providing, integrating and using meter installation software and handhelds to ensure the accurate and timely management of meter installation data



Properly handling, managing, and transporting electronic hazardous waste through SMUD's approved e-waste recycling vendor