

Exhibit to Agenda Item #3

Discuss authorizing the Chief Executive Officer and General Manager to negotiate and award contracts to **United Trs Electric, Inc., OneSource Supply Solutions, LLC, Hyundai, Eaton Corporation, PulseMac Solutions, LLC, PE Transformer Corp., and Klein Group America, Inc.** (collectively, the **Contracts**) for supply of distribution transformers for a five-year period from May 1, 2025, to April 30, 2030, with one optional two-year extension, for a total aggregate contract not-to-exceed amount of \$175 million.

Board Finance & Audit Committee and Special SMUD Board of Directors Meeting
Tuesday, April 15, 2025, scheduled to begin at 6:00 p.m.

SMUD Headquarters Building, Auditorium

Business Need

Seeking to establish 5-to-7-year agreements with multiple suppliers Distribution Transformers



Single phase pole mounted



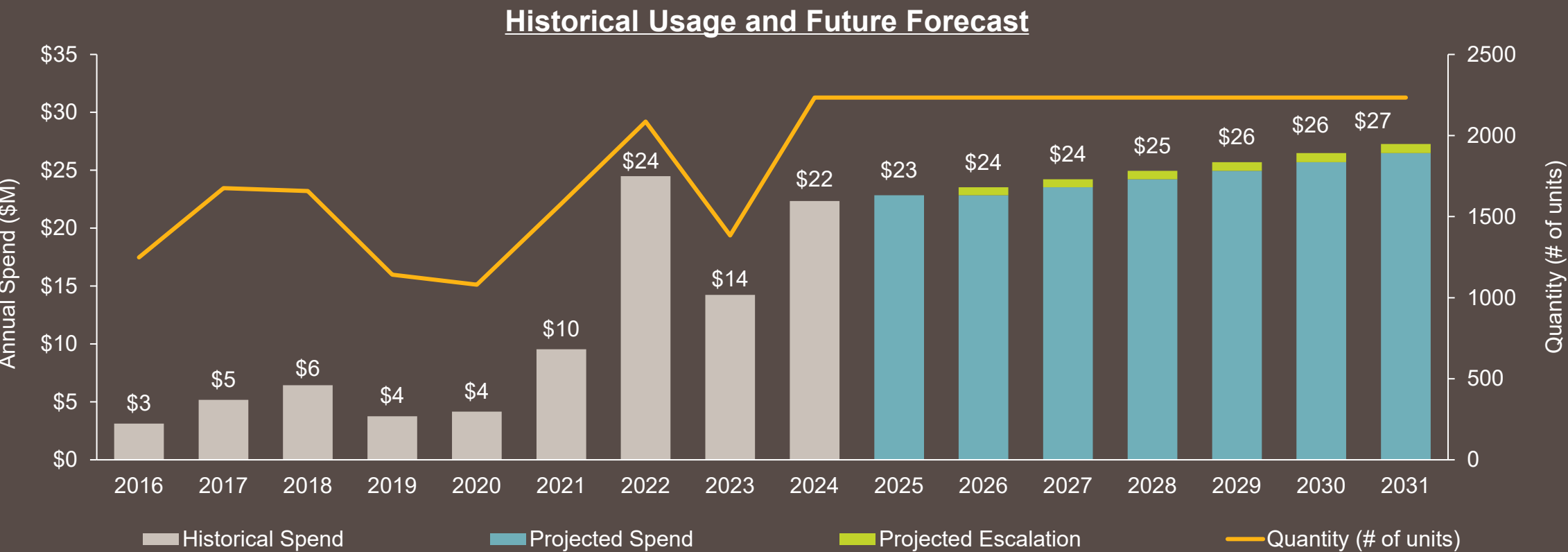
Single phase pad mounted



Three phase pad mounted

Background

Enable continued purchasing and supply of Distribution Transformers per engineering specifications.



Procurement Strategy

- Proposals were solicited by RFP to enable best value
- Categories evaluated:
 - SEED participation
 - Environmental sustainability
 - Experience and Qualifications
 - Ability to Respond to SMUD's Needs
 - Customer service
 - Commercial Terms (Price)
 - Compliance with SMUD's contractual terms
- Staff conducted market outreach and engaged with Suppliers to notify them of the solicitation and confirm interest.
- 100 suppliers registered in SMUD's sourcing platform.
- 22 Proposals were received and evaluated.



Award Outcome

Responsive Proposals Received	SEED Points	Technical Points	Price Points	Total Score	Rank	Proposal Amount	Evaluated Proposal Amount	Proposed Award Amount	Manuf. Location
	10	47	43	100					
United Trs Electric, Inc.		43.0	43.0	86.0	1	\$31,199,811	\$31,199,811	Aggregate Amount of all Task PO's Not-to-Exceed \$175M	Mexico
Hyundai (Rep. Mader Supply)	10.0	42.2	31.2	83.4	2	\$44,506,676	\$44,256,676		South Korea
Eaton Corporation		46.0	37.3	83.3	3	\$35,313,603	\$35,313,603		U.S.A
PulseMAC Solutions, LLC		44.3	38.9	83.2	4	\$34,763,168	\$34,763,168		China
OneSource Supply Solutions, LLC		46.7	36.3	83.0	5	\$37,471,161	\$37,471,161		South Korea
Kllen Group America, Inc.		40.5	41.1	81.6	6	\$32,751,521	\$32,751,521		China
PE Transformer Corp.		44.0	33.6	77.6	7	\$40,783,810	\$40,783,810		China

Action Request



- 7 global manufacturing partners
- Including 1 SEED contract award
- 5-year term with 2 option years
- Single phase pad mount
- Single phase pole mount
- Three phase pad mount
- Not to exceed \$175M total
- \$25M spend on average annually