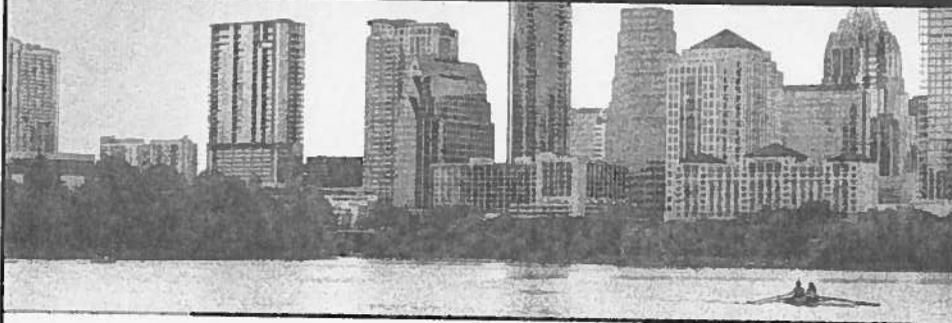




Austin Energy Department Initiatives

November 7, 2012



Expanding Opportunities Procurement Workshop & Reception
Business Development & Contract Compliance Division
Dan Smith – Interim Vice President – ESD @ dan.smith@austinenergy.com or 512.506.7009

Upcoming Opportunities



- **Distributed Energy Services**
 - Low-income weatherization contract services
 - Commercial and industrial demand response audits
 - QA/QC contracting for our Home Performance with Energy Star energy retrofit work
 - DSM (demand-side management) auction RFP - Solicitation from commercial customers for peak load management reduction strategies
 - Potential energy audit contractor for commercial/small businesses to identify energy cost saving opportunities as part of the Better Buildings grant program
- **Information Technology**
 - Mobilized Applications Project - Remove Austin Energy's dependence on a fixed site methodology for its data centers (RFP in FY13)
 - IT Technology Services - Staff augmentation (Project Managers, Business Systems Analyst, Network Administrator, etc.) – through State of Texas Department of Information Resources

Upcoming Opportunities



- **Electric Service Delivery**
 - Code compliance engineering
 - Large Landscaping projects
 - Substation Enclosures
 - Control Houses and Renovations
 - Fencing, Soil Erosion
 - Bucket Trucks, Trailers, Drilling Eqpt., Fuel, Portable Toilets
 - Pulling Equipment, Small Tools
 - Traffic Controls, Precast Concrete, Sand, Fill, Base, Asphalt, Concrete
 - Temporary & Demolition Work
 - Potential Future Substations
 - Rinard Creek Substation
 - Yaeger Substation
 - Parmer Lane Substation
 - Rainey Street Substation

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Upcoming Opportunities



- **Power Supply & Market Operations**
 - **Commodities:** turbine maintenance, repair/replacement of major equipment, i.e., pumps/motors/breakers/transformers/fans, non-generation fuel purchases, water treatment chemicals, etc.
 - **General services:** mechanical services, electrical services, outage support, scaffolding, insulation, painting, etc.
 - Painting service agreement for both SHEC and Decker
 - SHEC industrial chiller service agreement
 - Upgrade SHEC Unit 5 condensate pumps and motors
 - Upgrade SHEC Units 1, 2, 3, and 4 turbine and generator control systems
 - Increase use of clarified (SAR) water in the plant

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Upcoming Opportunities



- **Contracts/Supply Agreements**
 - Furniture—multi department
 - Moving—multi department
 - Sale of a steam air compressor—online auction
 - SCC Landscape services
 - Recloser agreement
 - First aid and safety supplies
 - Streetlight lamps
 - Transmission insulators and hardware
 - Power transformer refurbishment (currently posted)
 - Wood pole inspection services (currently posted)
 - Iris flame scanner equipment repair

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Business Development & Contract Compliance



- **Develop and implement specialized training for MBE/WBE firms to enhance their business capacities and increase opportunities for participation on AE projects**
- **Provide technical assistance on Austin Energy Procurements:**
 - Review project specifications
 - Assist with review and assessment of MBE/WBE availability/compliance
 - Review and sign-off on RFCs (on behalf of Austin Energy)
 - Assist with MBE/WBE performance, compliance and payment issues
- **Coordinate networking events and outreach activities on targeted AE projects**

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Department Initiatives



■ Public Forums

Conduct quarterly meetings with local Trade Associations and minority community organizations to inform the public on:

- AE Procurement Process
 - Advertisements
 - Bid Packaging/Alternative Delivery Methods
 - Goal Setting
- Upcoming AE Procurements
- Project specifications that require special licenses, certifications and experience
- Training Opportunities
- AE Project Management Roles and Responsibilities

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Department Initiatives



■ AE Project Management Trainings

Coordinate and conduct customized trainings for staff who manage and oversee AE projects

- MBE/WBE Procurement Program Requirements
- Small & Minority Business Resources (SMBR) Department roles and responsibilities
- Business Development & Contract Compliance (BDCC) roles & responsibilities
- MBE/WBE Tracking & Monitoring
- Project Close-Out process

Business Development & Contract Compliance Division

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