

# Inside KUB Procurement

[www.kub.org/procurement](http://www.kub.org/procurement)

Email: [diversity@kub.org](mailto:diversity@kub.org)

[smallbiz@kub.org](mailto:smallbiz@kub.org)



## Quarterly Newsletter

October-December 2021



### Our Vision:

KUB exists to serve its customers, improving their quality of life by providing utility services that are safe, reliable and affordable.

### Our Mission:

Our mission is to act as good stewards of our communities' resources: utility assets, customer dollars, and the environment. We work to safeguard those resources and enhance their value for the people of the communities we serve and generations to come.



## Shared Database Collaboration

The East Tennessee Purchasing Association's Diversity Business Alliance Committee is collaborating with seven organizations to create a centralized database for disadvantaged businesses (DBEs), which qualify as small businesses. Once completed, the database will assist local governments and their partners in outreach to and funding for DBEs. It will also serve as a centralized resource for those governmental agencies.

To support this project, the partnering governmental agencies will provide the University of Tennessee's Institute of Public Service with information from their databases. All information from the various entities will be centralized into one database and maintained and shared with the local governments.

The database will include contact information for minority-owned businesses, which are defined as those 51% minority-owned and operated by at least one member of a minority group including: Latinx/Hispanic, African American/Black, Asian American, Native American, and others.

UT's Institute of Public Service will contact each business to ensure data accuracy during this process. Please respond to their call, because they are calling on behalf of your local government.

## Vendor Spotlight

### Letonia Hardin

LH Global Resources, LLC

LH Global Resources, LLC is owned by Letonia Hardin. She obtained her EIN number on July 2, 2018. She spent the remainder



of 2018 and most of 2019 researching and obtaining Disadvantaged Business Enterprise (DBE) and Women Business Enterprise (WBE) Certificates. "I have always had an entrepreneurial spirit and starting this business was way overdue."

KUB asked Letonia what advice she would give a new business attempting to do business with KUB. Letonia responded, "My advice would be to be patient, although eager, and to keep on trying! I suggest that you make an effort to get to know the members of the KUB Procurement team and inform them of your desire to work with them. Also as you attend the small business outreach events, be sure to stop by their booths and re-introduce yourself. Lastly, when you don't win a bid or quote—because you will not win several of them, ask to see where you fell among the responders by requesting the bid tab."

LH Global Resources, LLC received their first success bid on February 14, 2020 for the purchase of 6 Vestil Steel Hoppers, D-150-LD. "I actually screamed—I was on cloud 9!!," Letonia added. Her company has also won a 5 year KUB HVAC Supply Agreement. In 2021 alone, She has received 11 Purchase Orders for providing KUB with needed materials totaling over \$100,000 dollars.

Letonia has some last words for vendors trying to work with KUB. "Continue bidding and do not get discouraged! Please be reassured that there will be a time that you will submit a successful bid and be awarded the Purchase Order! Also know that the KUB Procurement Team is very supportive and is available to answer any questions that you might have."

# Meet the KUB Procurement Team

## Purchasing Team



**Jermon Bishop**  
Buyer  
Jermon.Bishop@kub.org



**Michele Daniel**  
Buyer  
Michele.Daniel@kub.org



**Abigail Marshall**  
Buyer  
Abigail.Marshall@kub.org

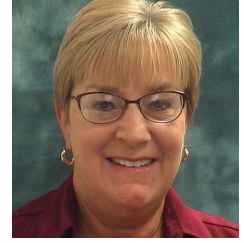


**Daniel Parke**  
Buyer  
Daniel.Parke@kub.org

## Contract Services Team



**Zachary Breeding**  
Contract Specialist  
Zachary.Breeding@kub.org



**Shari Hurst**  
Contract Specialist  
Shari.Hurst@kub.org



**Jacob Stoffle**  
Contract Specialist  
Jacob.Stoffle@kub.org

## About KUB's Small Business Program

It's now easier than ever for small businesses to work with KUB! Companies with fifty (50) or fewer employees and less than \$10 million in annual revenue can more easily participate in bid opportunities that fall between \$10,000 and \$100,000, made available through the Small Business Program.

Please reach out to [smallbiz@kub.org](mailto:smallbiz@kub.org) for additional information.

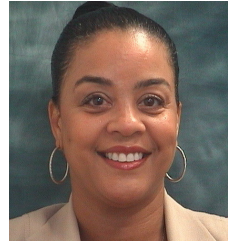
## Procurement Department



**John Piotrowski**  
Procurement Manager  
John.Piotrowski@kub.org



**Daniel Kembel**  
Procurement Supervisor  
Daniel.Kembel@kub.org



**Nikitia Thompson**  
Diversity Coordinator  
Nikitia.Thompson@kub.org

## Get Connected

### How to place a bid online:

1. Visit [www.periscopeholdings.com/s2g](http://www.periscopeholdings.com/s2g)
2. Click "Try for Free"
3. Create a free Basic Periscope (S2G Limited) account
4. Verify your email address via emailed link from Periscope, and create your password
5. Create company profile (or select from list if the profile is already created)
6. To search within Periscope for KUB bids, search "KUB" in the keywords search box

### Check for open KUB bids:

- Visit [www.kub.org/procurement](http://www.kub.org/procurement) and click "View open bids and request for proposals"
- Follow KUB Procurement on Twitter @KUBbiz

## How KUB Purchases

The Procurement Department is responsible for materials, supplies, services, construction, and maintenance purchases separated into these categories:

### Small Purchases:

- Purchases between \$0-\$4,999: No competition required

### Formal Competitive Process:

- Purchases between \$5,000-\$24,999: Three written quotes
- Purchases \$25,000+: Requires publicly advertised bids



Follow us on Twitter  
**@KUBbiz**