



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.

Outreach & Networking



Jermon Bishop (Purchasing) and Doyle Dukes (Easements) assign Appraisal Services work with Trennile McClellan, owner of C3 Appraisals.



Nikitia Thompson (Diversity Coordinator), Jermon Bishop (Purchasing), and Alyssa Blackwood (Contracts Services) meet with Damon Rawls, founder of the Knoxville Black Business Directory, to discuss KUB's procurement process.



Jermon Bishop (Purchasing) congratulates Reggie Bazel, owner of Accurate Contracting Services, Inc. after completing the Fleming Operations Center Administration Office Upgrade.

Upcoming Opportunities

| | <u>Anticipated Bid Date</u> |
|--|-----------------------------|
| Overhead Linework & Related Services | 7/1/2022 |
| Environmental Containment & Remediation.. | 7/1/2022 |
| Drone Powerline Structural Inspections | 7/1/2022 |
| Bill Printer Lease | 7/1/2022 |
| Bulk Oxygen Supply Agreement | 7/30/2022 |
| Pharmacy Benefits Manager | 8/1/2022 |
| Flow Sensing | 8/1/2022 |
| Utility Damage Prevention | 8/1/2022 |
| Gas Materials Supply Agreement | 10/1/2022 |
| Account Verification RFP | 10/1/2022 |
| Service Awards | 10/1/2022 |
| Electric Materials Supply Agreement | 10/31/2022 |
| Miscellaneous Fiber Parts | 10/31/2022 |
| Occupational Health Program | 10/31/2022 |
| Stop Loss Insurance | 10/31/2022 |
| Concrete Pavement & Sidewalk Repairs & Service | 12/1/2022 |
| Gas Line Work & Related Services | 12/1/2022 |
| Facility Maintenance Support | 12/1/2022 |
| Nokia Equipment Supply Agreement | 12/1/2022 |
| Steel Ball Valves Supply Agreement | 12/1/2022 |
| Gas Meters, Regulators, & Related Materials.. | 12/1/2022 |
| Newsletter Printing | 12/1/2022 |
| Video Surveillance | 12/31/2022 |
| Electrical Supplies | 1/1/2023 |
| CPR & First Aid | 2/1/2023 |
| Equipment Rentals | 3/1/2023 |

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www.periscopeholdings.com/s2g



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Supplier Diversity



Tips for Successful Bidding

Prequalification Information

Any contractor wishing to bid on and perform electric, natural gas, water, wastewater, vegetation management, paving, and fiber construction for KUB must become pre-qualified prior to bidding. Please contact Alyssa.Blackwood@kub.org for additional information.

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

1. Stay connected

- Register at www.periscopeholdings.com and follow us on Twitter to receive bid notifications and update emails.
- Visit www.kub.org. Click “about us,” “procurement,” and “view open bids.”

2. Stay organized.

- Make sure to read the entire bid package and make a checklist of all required bid documents. Make the date the main point of your checklist to keep yourself on schedule.

3. Seek feedback.

- If you don't win a bid, follow up with the buyer and ask for your results to improve your chances of success in the future.

4. Understand KUB.

- Gain knowledge and insight by attending pre-bid meetings to network with contractors. Be sure to talk to KUB representatives, and ask plenty of questions!

5. Don't give up!

- Consistency can go a long way.

Small Business Program Eligibility Facts

- 50 or fewer employees
- Less than \$10 million annual revenue
- Participation in bids between \$10K and \$100K
- Bonding requirements waived
- Bidders perform at least 51% of the awarded job
- Must submit the Small Business Affidavit

Meet KUB's Procurement Team

John Piotrowski, Director

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Program Coordinator

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Purchasing:

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