

# Inside KUB Procurement

Quarterly Newsletter  
July–September 2023

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

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**SUPPLIER  
DIVERSITY**

KUB serves more than 478,000 customers in Knox and parts of seven surrounding counties with safe and reliable electric, fiber, natural gas, wastewater, and water.

## Get to Know KUB Buyer Marilee Metzger



**How long have you been at KUB?** A little over a year. I started at the beginning of March, 2022.

**What other functions beside purchasing, do you perform for KUB?** I am the Small Business Coordinator, KUB's community involvement workplace group representative and I am helping out on the United Way Committee this year.

**What is most rewarding about your job?** I love all of the community events that I get to be a part of. Meeting new people is always fun to me, and I like to be able to help small business owners better understand our procurement process so they can be most successful. I also enjoy this role because Procurement reaches every department of KUB, so I have gotten to know many people from different areas of the company.

**What are some of the challenges for new and small businesses and could they overcome those?** Because they are smaller businesses, sometimes they cannot be as competitive with pricing as the larger companies (however, sometimes they are proven to have the better price). At KUB, we like to give small businesses the

opportunity to bid by hosting Small Business Enterprise (SBE) bids to help single out those companies. This is a helpful way for SBEs to overcome some obstacles.

**What advice would you give vendors wanting to do business with KUB?** I recommend vendors create an account on Periscope Holdings and to make sure they turn on notifications for their commodity. This will help them not miss any applicable bids that we post. I would also advise to not give up and keep bidding. If you do not win a bid, reach out to the buyer to find out why and use that as a learning tool for the next bid.

## KUB Purchasing Limits

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

### Small Purchases:

- Purchases between \$0–\$14,999:  
No competition required

### Formal Competitive Process:

- Purchases between \$15,000–\$49,999:  
Three written quotes
- Purchases \$50,000+:  
Requires publicly advertised bids

## KUB Procurement Team

### Prequalification:

**Ryan Fuesting**,  
Business Analyst  
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### Contract Services:

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**Luke Eldridge**, Contract Specialist  
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### Purchasing:

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**Daniel Parke**, Buyer  
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**Marilee Metzger**, Buyer  
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**Parker Pewitt**, Buyer  
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# Upcoming Events

## ETPA Business Matching and Tradeshow

July 20, 2023; 8:30 a.m. – 12:30 p.m.  
Rothchild's Catering and Event Center,  
8807 Kingston Pike, Knoxville, TN 37923

## Pan-Asian Business Consortium

Aug. 16, 2023  
Location TBA

## Upcoming Opportunities

### Anticipated Bid Date

Electric & Water Meter Parts Supply Agreement .....	8/1/2023
Meter Shop Materials .....	8/1/2023
Third Party Support .....	8/1/2023
Traffic Barriers .....	8/1/2023
Circuit Breakers, 72.5kV, 2000 .....	8/1/2023
Racks & PDUs .....	8/1/2023
Megohmmeter Model 1060 .....	8/1/2023
Auto Cad Renewal .....	8/1/2023
JIRA Renewal .....	9/1/2023
Metallic Cloud Storage .....	9/1/2023
PRVs & Accessories .....	9/1/2023
Lineman Gloves & Blankets .....	9/1/2023
File Analysis Software .....	9/1/2023
Annunciator Panels .....	9/1/2023
Rotork Actuator .....	10/1/2023
Hybrid SUVs .....	10/1/2023
AC/DC Panels .....	10/1/2023
Krohne Mag Meters .....	10/1/2023
Sediment Filters Stock Supply Agreement .....	10/1/2023
Water Meter Supply Agreement .....	11/1/2023
Remote Methane Leak Detector .....	11/1/2023
Bushings & Adapter Flanges .....	11/1/2023
Dielectrical & Structural Testing .....	11/1/2023
UV Lamp Replacement Supply Agreement .....	11/1/2023
28-Inch ASUS Monitors .....	11/1/2023

## About KUB's Small Business Program

It's simple for small businesses to work with KUB! Companies with 50 or fewer employees and less than \$10 million in annual revenue can participate in KUB's Small Business Program, making it easier to bid on opportunities that fall between \$15,000 and \$100,000. Reach out to [smallbiz@kub.org](mailto:smallbiz@kub.org) for additional information.

## Tips for Successful Bidding

### 1. Stay connected

- Register at [www.periscopeholdings.com](http://www.periscopeholdings.com) and follow us on Twitter to receive bid notifications and update emails.
- Visit [www.kub.org](http://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.



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