

Inside KUB Procurement

www.kub.org/procurement

Email: Diversity@KUB.org



Winter/Spring 2020



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.

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

5 Tips for Successful Bidding

1. Stay connected & learn about bids ASAP.

- Register at www.BidSync.com to receive bid notification and update emails.
- Follow KUB Procurement on Twitter @KUBbiz
- 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, use the experience as a learning opportunity. 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.

Vendor Spotlight

Nathaniel Roberts

Owner, Grade A Apparel

Vendor since 2019, now on fourth KUB order

Q: How long have you been in business, and how did you get started?

A: I have been in business for three years. I got into the apparel business because of my love of fashion. I love creating and seeing a finished product.

Q: What did it mean for your company to get the KUB bid?

A: It was very gratifying to win a bid with KUB. They are a known brand, and it means a lot to work with such a powerhouse in the community.

Q: What is your favorite part about serving Knoxville community members with custom apparel?

A: My favorite part about serving the community is seeing the satisfaction on each individual's face and knowing that I played a part in it. I love bringing their creations to life and producing a quality item at a reasonable price.



Follow us on
Twitter
@KUBbiz

Follow KUB Procurement to receive real-time information on new bids!

Get BidSync for Free!

- Visit prod.bidsync.com/plans
- Click "Try Free" under "Basic"

Supplier Diversity

KUB recognizes the power of diversity and the vast resource a diverse pool of suppliers provides businesses.

They are essential to KUB's efforts to support the growth of the communities it serves. KUB encourages the use and growth of Minority Business Enterprises (MBEs) and Women



Business Enterprises (WBEs). Supplier diversity gives MBEs and WBEs an equal opportunity to participate in providing goods and services, in either a contractor or subcontractor arrangement or as a supplier/vendor with KUB. KUB is an equal opportunity employer and as such requires that its suppliers, vendors, and contractors do not discriminate based on race, color, sex, religion, national origin, age, disability, or genetic information.

Outreach & Networking Events

KUB's MBE/WBE coordinator will be on site

- **Diversity Outreach Event**

March 5, 2020; 8 a.m.-2 p.m.

Overcoming Believers Church; 120 S. Bell Street, Knoxville

- **KCDC's Procurement Open House**

March 6, 2020; 8:30-11 a.m.

KCDC Training Room; 901 Broadway, Knoxville

- **East TN Business Growth Conference**

April 15, 2020

Joe Hollingsworth Center; 1111 N. Charles G. Seivers Blvd. Clinton

- **Get in the Game with Government Contracting**

April 28, 2020; 8 a.m.-3 p.m.

Knoxville Area Urban League; 1514 E. 5th Ave., Knoxville

- **Reverse Tradeshow and Business Matching Event**

July 23, 2020; 8 a.m.-1 p.m.

Rothchild Catering and Conference Center; 8807 Kingston Pike, Knoxville

Examples of Upcoming Opportunities and Approximate Bid Schedules

- Various Renovation Projects Summer 2020
- Roof Replacement Projects Summer 2020
- HVAC Replacement Projects Summer 2020
- Site Development Projects Summer 2020
- Electrical Substation Projects Summer 2020
- Natural Gas Main Extensions & Replacement Projects Summer 2020
- Natural Gas Regulator Relocation Project Summer 2020
- Water Tank Modernization Projects Summer 2020

- Booster Station Generator Replacement Project Summer 2020
- Various IT Bids Summer 2020
- Wastewater Pump Station Upgrades Summer 2020
- Wastewater Line Projects Summer 2020
- Machine Shop Services Summer 2020
- Hauling Services Summer 2020
- Pump Repair and Related Services Summer 2020
- Color Copiers Summer 2020
- Waste Disposal and Transportation Services Summer 2020

Meet KUB's Procurement Team

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