Inside KUB Procurement
www.kub.org/about/procurement
Email: Diversity@KUB.org

Summer 2019

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

Small Purchases ($1,000 and under):
- Although the competitive bid process is the preferred method, small purchases are made without formal bids for goods and services not exceeding $1,000.

Formal Competitive Process:
- Purchases between $1,000-$3,999: Three verbal quotes
- Purchases between $4,000-$10,000: Three written quotes
- Purchases over $10,000: Sealed bid, evaluated bid, or a Request for Proposal

What KUB Purchases
The Procurement Department is responsible for procuring the following:
- Materials
- Supplies
- Services
- Construction
- Maintenance

How To Do Business With KUB
- Check www.kub.org for upcoming bids.
  - Scroll down to “About Us”.
  - Click “Procurement”.
  - Click “View open bids and request for proposals”.
- Attend upcoming outreach and networking events. See back for more information.
- Make contact with Procurement buyers that purchase your service or goods.
- If you are a Women or Minority Business Enterprise, reach out to KUB’s MBE/WBE coordinator Nikitia Thompson at Nikitia.Thompson@kub.org.

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”

7 Tips for Success Getting a Bid
1. Register on BidSync.
   - When you register on BidSync, you will receive bid notification and update emails.
2. Stay organized.
   - Make sure to read the entire bid package and make a checklist of all required bid documents.
3. Don’t be late.
   - Pay attention to the bid due date. Make the date the main point of your checklist to keep yourself on schedule.
4. 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.
5. Network.
   - Gain knowledge and insight by attending pre-bid meetings to network with contractors.
6. Understand KUB.
   - Be sure to talk to KUB representatives at pre-bid meetings. And ask plenty of questions!
7. Don’t give up!
   - Consistency can go a long way.
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.

Meet KUB’s Procurement Team

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Examples of Upcoming Opportunities and Approximate Bid Schedules

Material Supply Agreements
- SCADA & SCADA Panel Equipment Summer 2019
- PVC Supply Agreement Summer 2019
- Electrical Supplies Supply Agreement Summer 2019
- Reclosers Supply Agreement Summer 2019
- Preventive Maintenance Supplies Supply Agreement Summer 2019
- Gas Water Heaters Supply Agreement Summer 2019

Service Agreements
- Electric Motor Repair Program Summer 2019
- AMI Communication Network Installations Summer 2019
- Tree Planting Program Summer/Fall 2019
- Laboratory Analytical Services Fall/Winter 2019
- Various IT Services Summer/Fall/Winter 2019

Capital Construction Projects
- Various Water Line/Booster Station Projects Summer/Fall 2019
- Various Wastewater Collection System Projects Summer/Fall 2019
- Various Plant Projects Summer/Fall 2019
- Various Natural Gas Main Extensions Summer/Fall 2019
- Electric Bad Order Cable Replacements Summer /Fall 2019

Properties Projects
- Overhead Construction Shed Summer/Fall 2019
- Promenade Parking Garage Painting Summer/Fall 2019

Subcontracting Opportunities
- Various Programs under Facilities Contract Manager (Facilities Maintenance Engineering & Operations Building Remodel Summer/Fall 2019

Outreach & Networking Events
KUB’s MBE/WBE coordinator will be on site

- University of Tennessee Supplier Orientation Monthly in-person workshops; view dates and register at https://procurement.tennessee.edu/dbe/supplier-orientation-dates/ 723 Middlebrook Pike, Knoxville, TN 37921
- City of Knoxville Breakfast June 19, 2019 Chilhowee Park Jacob Building; 3301 Magnolia Ave.
- ETPA’s Annual Business Matching & Tradeshow July 18, 2019 Rothchild Catering & Conference Center; 8807 Kingston Pike
- KUB’s Procurement event December 2019 KUB Corporate Services; 4505 S. Middlebrook Pike
- Diversity Business Expo March 5, 2020 Overcoming Believers Church; 211 Harriet Tubman St.