

# Inside KUB Procurement

Quarterly Newsletter  
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**SUPPLIER  
DIVERSITY**

KUB provides more than 486,000 customers in Knox and parts of seven surrounding counties with safe and reliable electric, fiber, natural gas, wastewater treatment, and water services.

## Get to Know KUB's Purchasing Team!



Marilee

**How long have you been at KUB and what do you do?**

Two years. Team Lead for Purchasing Team & Buyer for Customer Service, Finance, & Administrative Divisions.

**What is one thing all bidders should know about KUB's process?**

It is always advisable to submit your bid as early as possible. We cannot accept late bids even if you have an issue with the portal. Periscope Holdings' customer service is helpful, and I highly recommend reaching out to them if you do run into any technical issues.

**What is a piece of advice you'd give to companies who want to do business with KUB?**

Seek out one of our community events and meet us. Otherwise, send us your business information and we will add you to our supplier/contractor list.

**What is the most interesting thing you've purchased for KUB?**

Working with all the large TV stations for KUB Fiber probably is the coolest. It is neat emailing/negotiating with large companies like CBS, NFL, FOX, etc.

**How long have you been at KUB and what do you do?**

Three years. Buyer for Operations, Gas, Water, and Wastewater (anything you'd find in a warehouse).

**What is one thing all bidders should know about KUB's process?**

If at first you don't succeed, don't give up. Come talk to us and see what you can do to win next time.

**What is a piece of advice you'd give to companies who want to do business with KUB?**

It can be a rewarding process.

**What is the most interesting thing you've purchased for KUB?**

A remote-controlled sewer camera.



Daniel



Parker

**How long have you been at KUB and what do you do?**

Two years. Buyer for Overhead & Underground Construction, Safety, Transportation, and Maintenance Divisions.

**What is one thing all bidders should know about KUB's process?**

KUB requires bids to adhere to free on board (FOB) destination.

**What is a piece of advice you'd give to companies who want to do business with KUB?**

Stay vigilant in keeping track of our active bids list, and request pricing tabulations if you are not selected to have a frame of reference to use for future bids.

**What is the most interesting thing you've purchased for KUB?**

Segways used for natural gas inspections.

**How long have you been at KUB and what do you do?**

Two months. Buyer for IT, fiber, and marketing.

**What is one thing all bidders should know about KUB's process?**

Make sure to read and fill out all bid documents completely.

**What is a piece of advice you'd give to companies who want to do business with KUB?**

Don't alter the agreements, especially if it's a hard bid.

**What is the most interesting thing you've purchased for KUB?** Badge printer supplies.



Tanner

# Business Opportunities Breakfast a Success

KUB Procurement recently attended the City of Knoxville's Business Opportunities Breakfast where staff members connected with numerous vendors, suppliers, and contractors. Mayor Kincannon welcomed attendees with a speech about the importance of keeping local, small, minority-owned, and women-owned businesses involved with Knoxville's ever-growing business market. Booths included the City's purchasing department, Tyson-McGee Airport, the Knoxville Fire Department, and others. KUB Procurement shared information about bidding, registration, and upcoming events and opportunities. The Procurement Team appreciates these meaningful opportunities to connect with the community and looks forward to future events!



## KUB Meets Its Small Business Goal Ahead of Schedule

Part of the KUB Blueprint is to be personally invested in our community and to help our region grow. For Procurement, this means investing in small and local businesses through the bidding process. Each year, Procurement sets a goal of spending \$500,000 on small business bids, which are limited to small businesses bidding on opportunities between \$15,000 and \$100,000. The goal of these bids is to support local small businesses through KUB's Small Business Program and Supplier Diversity Program.

This year, KUB Procurement exceeded its goal and has already awarded nearly \$519,000 in small business bids, with over 60% of those bids being won by a Minority- or Women-Owned Business. These results exemplify the importance of programs providing targeted support to local businesses.

## Upcoming Opportunities

### Contract Services:

- Miller's Building elevator modification

### Purchasing:

- Yard flags
- PVC pipe
- Flow sensing water equipment
- KUB hats
- Electric single-phase reclosers
- InfoWater Suite Floating InfoCare
- Service awards
- Saw blades
- Mobile crane inspections
- Mushroom vent pipe caps

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