UTILITY SUPPLIER CONTRACTS

CALIFORNIA PUBLIC UTILITIES COMMISSION

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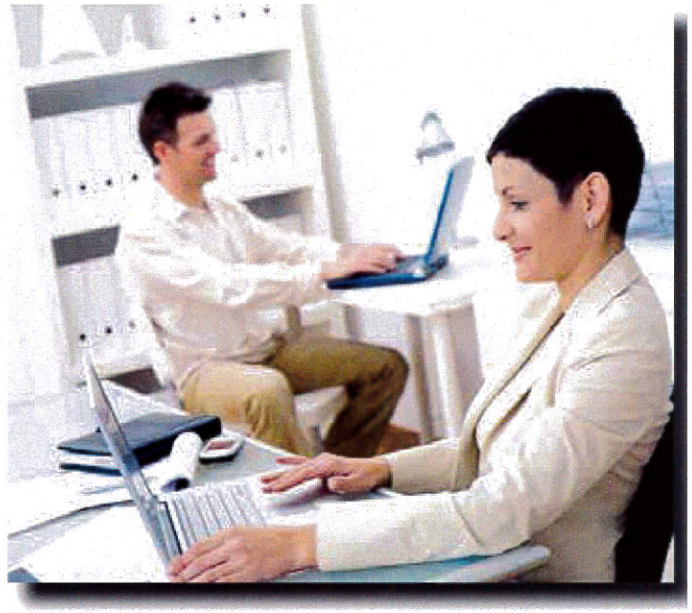
California Public Utilities Commission



Doing Business with California State Agencies & Public Utilities

CPUC SMALL BUSINESS PROGRAM

The State of California is committed to Small Business. All California State Agencies are under Executive Order to conduct 25 percent of their procurement and contracts with Small Businesses and 3 percent with Disabled Veteran Owned Business Enterprises.

To pursue business opportunities with the State, make sure to get certified with the California Department of General Services as a small and/or disabled veteran owned business, www.getcertified.dgs.ca.gov. To be eligible for small business certification, business must be domiciled in California with 100 employees or less and have average gross receipts of $14 million or less over previous three tax years.

Here are other tips to help you get your foot in the door with California's public utilities.

GETTING STARTED

- Visit the website of the company you're interested in working with:
  - Do they buy the product or service that you provide?
  - How are those products or services procured?
  - What are the purchasing strategies and processes of the particular corporation?
- Register in company's database if applicable and update your business profile at least annually.
- Make sure your certification is current as one of the following:
  - Small Business Administration, Minority-owned business , Women-owned business, and Disabled veteran-owned business

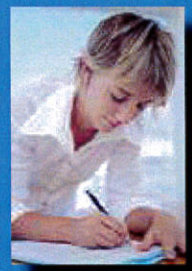
PREPARE YOUR BID

- Be concise
- Be different
- Be patient
- Be a networker
  - with compatible businesses
  - with businesses already doing business with a utility

Asking yourself these questions will help prepare you for questions from the utilities:

- Are you competitive?
- Who are your competitors?
- Are you willing to subcontract or partner?
- Who are your contacts?

KNOW THE VALUE YOU ADD TO PRIME CONTRACTOR BIDS



CPUC General Order 156 governs the Subcontracting Program for all energy and telephone companies.

- Applies to all purchases/contracts exceeding $500,000 for products and services; Construction contracts exceeding $1million; Purchases/contracts that offer Women, Minority and Disabled Veteran's Business Enterprise (WMDVBE) subcontracting opportunities, regardless of value, where appropriate.
- Each utility will encourage and assist its prime contractors to develop plans that include goals for the utilization of WMDVBEs as subcontractors.
- Each utility is encouraged to incorporate in all purchase orders, requests for bid proposals, and other appropriate procurement documents a statement similar to the following:

"It is the policy of the utility that women, minority, and disabled veteran owned businesses shall have the maximum practical opportunity to participate in the performance of contracts"

BE PATIENT AND PERSISTENT

If your product or service is one that utilities need and you prove yourself with smaller opportunities, the amount of business could increase!

TYPICAL SELECTION CRITERIA

California's public utilities take into consideration a number of factors when selecting contractors, including:

- Responsiveness to Request for Proposals
- Competitive pricing and value added capabilities
- Good references and financial stability
- Core competency in the supplier's line of business
- Quality processes
- EDI and E-Commerce functionality
- Clean Occupational Safety and Health Records
- Certification by diversity or small business organization

CLEARINGHOUSE

Suppliers need to be certified by the Clearinghouse CHS to participate in the Supplier Diversity Program

- Eligibility criteria: At least 51 percent owned and controlled by women and/or minorities

For applications and more information, contact Asian Inc. at:

www.TheSupplierClearinghouse.com
or
(800) 359-7998