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***Bexar County Business Conference***  
***Small, Minority, Women & Veteran Business Owners***

***TO YOUR BUSINESS***

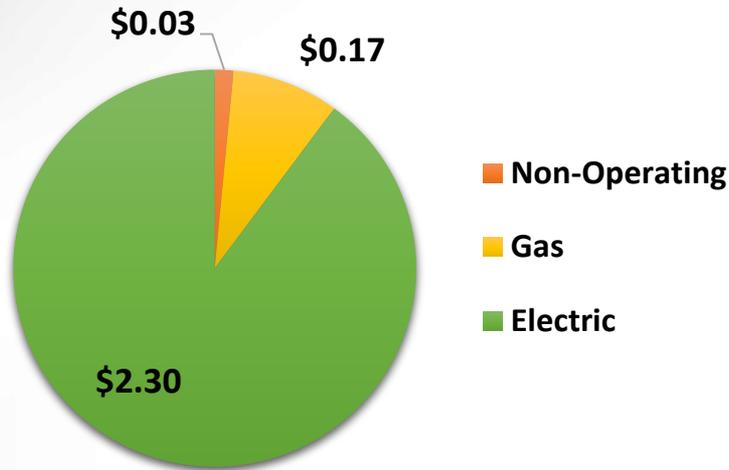
**Paula Gold-Williams**

President & CEO

December 7, 2016

# ABOUT CPS ENERGY<sup>1</sup>

\$2.5 billion in revenue:



- Publicly owned utility since 1942
- Top-tier credit ratings of AA+, Aa1, AA
- Largest combined electric & gas public utility in the U.S.
  - #4 in energy sales<sup>2</sup>
  - #3 in gas volumes<sup>3</sup>
- #1 in Texas for solar capacity<sup>4</sup>
- Payments to the City totaled \$320million in FY 2016

## Electric System

- Number of Customers = 786,000
- Total Generation (MWh) = 29,124,105
- Overhead Lines = 7,826 miles
- Underground Lines = 5,325 miles
- Transmission Lines = 1,518 miles

## Gas System

- Number of Customers = 339,000
- Distribution Gas Purchases (thousands of MMBtus) = 24,817
- Distribution Mains = 5,337 miles
- Transmission Mains = 89 miles



1. FY2016 = 12 months ending January 31, 2016, audited  
2. Based on 2015 – 2016 American Public Power Association Statistical Report data  
3. Based on American Public Gas Association data, 2014  
4. Environment America Research & Policy Center (April 2016)

# VIBRANT & GROWING SERVICE TERRITORY

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## Largest Municipally-Owned Electric & Natural Gas Utility in the U.S.

- 25-year estimated demand growth rate of 1-2% per year
- 8 adjoining counties service area
- 31 incorporated communities
- Exclusive provider of retail electric service
- Provider of wholesale electricity
- Competitive provider of natural gas service
- Locally regulated



# PEOPLE FIRST!

## EMPLOYEES



SAFETY

SAFETY

## COMMUNITY



## CUSTOMERS



SAFETY



### *Our Mission Statement*

CPS Energy's employees are committed to providing world-class energy solutions to meet the diverse and unique needs of our customers, while acting as an economic engine to drive value and growth in our community.

# THINK BEYOND TRADITIONAL METHODS

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- Partner with other small businesses

- Payroll
- IT hardware and software

- Partner with big companies

- Subcontracting
- Fill requirements for RFPs



# SERVICES CPS ENERGY PROCURES “PENCILS TO POWER PLANTS”

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## Services:

- Engineering services
- Construction services
- Facilities maintenance
- Security services
- IT services
- Food services

## Commodities:

- Poles
- Conductor/Cable
- Streetlight fixtures
- Tires
- Concrete
- Medical Supplies
- Office Supplies

# PROCUREMENT THRESHOLDS

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- Less than \$25,000: competitive solicitation is not required
- \$25,000 and greater: requires competitive solicitation, although,
  - \$25,000 but less than \$50,000: use of abbreviated solicitation process where a minimum of two (2) “HUBS” are solicited from approved listing if applicable.
- \$50,000 and greater: require competitive solicitation process. Pursuant to CPS Energy’s policy.

# COMMITMENT TO YOUR BUSINESS

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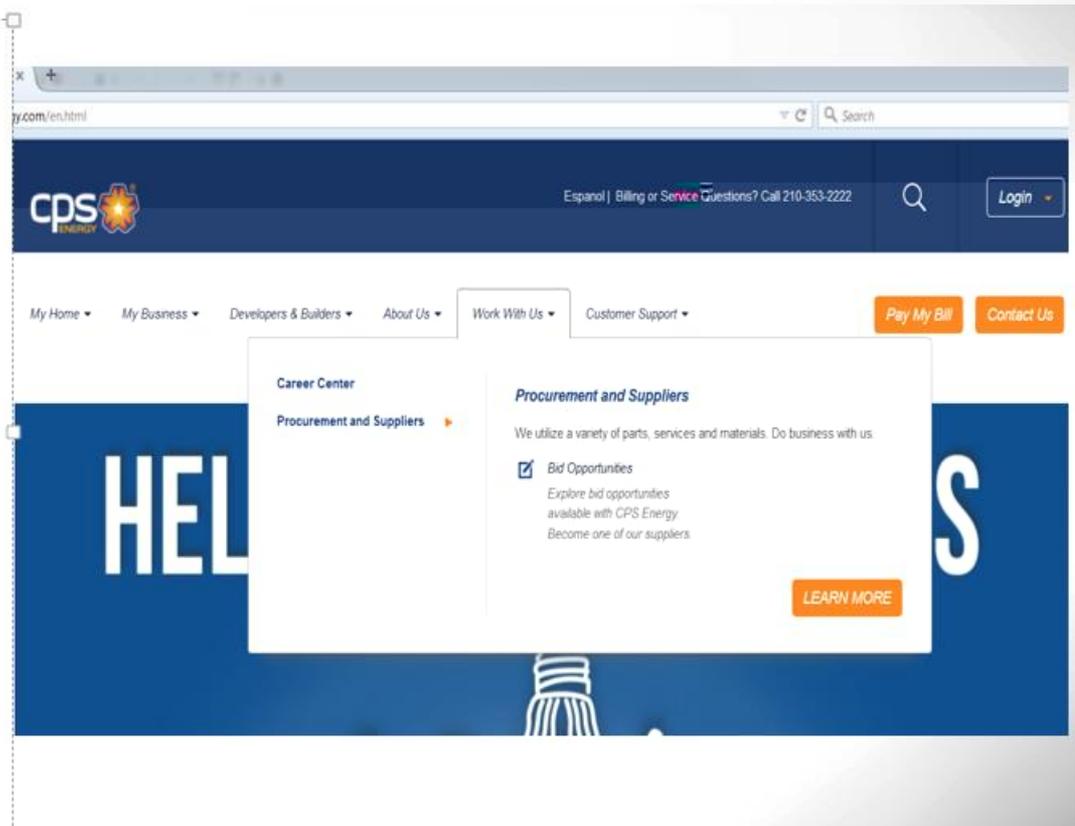
Total dollars forecasted for FY2018:  
**\$556 MILLION**

- TARGETS:
  - a) Small Business
  - b) Veteran-Owned
  - c) Service-Disabled Veteran-Owned  
Veteran-Owned
  - d) HUBZone Small Business
  - e) Small Disadvantaged Business
  - f) Women-Owned Small Business

# CPS ENERGY ONLINE

CPS Energy's  
website:  
[www.cpsenergy.com](http://www.cpsenergy.com)

Work with Us  
→ Procurement  
and Suppliers  
→ Bid  
Opportunities



# NEW SUPPLIER REGISTRATION

## Procurement and Suppliers

### Helpful Links

- ▶ Bid Opportunities
- ▶ Contract Services
- ▶ Procurement Classifications
- ▶ Standards and Specifications Search
- ▶ Supplier Diversity Helpful Numbers
- ▶ Economic Development
- ▶ New Supplier Registration
- ▶ Supplier Diversity Events
- ▶ Materials Management

### Conduct business with us

At CPS Energy, we depend on a variety of parts, materials, and services to provide affordable and reliable energy.

Our Supply Chain department is responsible for procuring these items and services. It encompasses three functional business areas:

- Contract Services
- Warehouse Operations
- Fleet Services

We seek to maximize the **bidding opportunities** to vendors and invite all businesses to participate in our bidding process.

Get the latest information to help you do business with CPS Energy.



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# QUESTIONS ?