

Sign up for SEED

If you're a local small business and want to work with SMUD, sign up today for the Supplier Education & Economic Development (SEED) program! It's free, easy to register and great for your business.

As a SMUD customer* and state-certified small business, you automatically qualify! SEED incentives may help you bid successfully on SMUD contracts:

- ✓ Construction
- ✓ Commodities
- ✓ Supplies
- ✓ Maintenance
- ✓ Professional Services

**For at least 6 months at the address you have on file with the State of California Department of General Services.*

Find out how you can use SEED to succeed

SEEDmgr@smud.org
916-732-5600
smud.org/SEED



Other ways SMUD can help

Economic Development Assistance

Would you like to move your business to SMUD's service territory? Are you an existing business that needs help? Either way, SMUD offers a range of programs and services geared to your business needs.

econdev@smud.org
877-768-3674 • smud.org/EconDev

State Loan Guarantee Program, CA Capital Financial Development Corp.

Loans can be used for business start-up cost, working capital, business procurement, franchise fees, equipment and inventory.

info@cacapital.org
916-442-1729 • cacapital.org



Grow your business with SEED

Supplier Education & Economic
Development (SEED)

An incentive program for
local small businesses

Enjoy these SEED benefits

SEED vendors have advantages when it comes to bidding for SMUD contracts.

Price Advantage

SEED prime contractors can receive a 5% price advantage—up to \$250,000*.

Non-SEED prime contractors also can qualify for the full Price Advantage, as long as SEED subcontractors account for at least 20% of their bid, or a prorated Price Advantage for subcontracting less than 20% to SEED vendors.

Point Advantage

SEED prime contractors receive a bonus of 10 evaluation points.

Non-SEED prime contractors also qualify for Point Advantage, as long as SEED subcontractors make up 20% or more of their total bid or a prorated Point Advantage for subcontracting less than 20% to SEED vendors.

Sheltered Market Advantage

SMUD may offer individual contracts (up to \$82,000) or multi-year service agreements (up to \$246,000) exclusively to SEED participants.

**Based on the lowest responsible bid received.*

It pays to register with SMUD

SMUD awards \$200 to \$300 million in contracts annually, \$40 to \$60 million of which goes to SEED vendors and suppliers.

Our goal is to award 20% of all eligible contracts to SEED vendors.

Do you qualify for SEED incentive programs?

Price Advantage • Point Advantage • Sheltered Market

Is your company a DGS- certified small business?

NO

Do you have fewer than 100 employees and less than \$14M average gross annual receipts?

OR

Fewer than 200 employees and less than \$36M for Public Works?

YES

Go to CA DGS (California Department of General Services) and get certified. caleprocure.ca.gov

YES

Has your business been a SMUD customer for the last six months at the address listed by the DGS?

NO

You may qualify for incentives by subcontracting to SEED vendors. Contact the SEED team at 916-732-5600.

YES

You may qualify for SEED incentives. Register today!

How to become a SEED vendor

1. Get certified as a small business

Visit caleprocure.ca.gov to get your State of California Department of General Services (DGS) small business certification. You'll also need to be a SMUD customer for six months or more at the address listed with the DGS.

2. Register with SMUD

Visit bids.smud.org to register your company with SMUD. You'll receive email alerts of the latest SMUD contracting opportunities.

3. Get to know us

Get to know SMUD and our bidding process—attend pre-bid conferences, participate in networking events. The SEED program works best when you work with it.

4. Bid on SMUD contracts

Keep your profile updates, and respond to SMUD bid opportunities that match your capabilities.

Identify yourself as a SEED vendor on your bid. Be sure to identify all SEED subcontractors when submitting your bid (as appropriate).