STRATEGIC SUPPLY MANAGEMENT
NIAGARA REGION SUPPLIER EXCHANGE
Welcome – Eric Alemany

Safety Moment – Debra Overkamp, Niagara Safety Manager

Opening Remarks - Joseph Kessler, Executive Vice President

NYPA Overview – John Canale, VP Strategic Supply Management

Next Generation Niagara – Andrea Luongo
  Project Manager Western NY

Niagara Regional Projects - Andrea Luongo
Agenda

Canal Corporation – Matthew J. Lengel, MBA, PE Director of Asset Management & Inspection

- Our Mission
- Strategic Priorities
- Canal Projects

Doing Business with NYPA - Victoria Daniels Manager, Supplier Diversity

- Small Business, Local Business, Minority and Women-Owned, Service-Disabled Veteran
- Subcontractor/Supplier Interest
- The Ariba Network

Lunch

Business Networking
JOSEPH KESSLER
Executive Vice President & Chief Operating Officer, Utility Operations
SAFETY MOMENT

Debra Overkamp
Safety, Health & Fire Protection Admin
Safety
NYPA was created by the Power Authority Act in 1931 and today provides low-cost electricity to New York businesses and individuals as well as energy services.

Our Mission

Power the economic growth and competitiveness of New York State by providing customers with low-cost, clean, reliable power and the innovative energy infrastructure and services they value.

Looking ahead, we will help bring about the flexible, distributed, consumer-driven energy system of the future by investing in the things that customers truly value. NYPA will lead this transformation in concert with our customers.

Strategic Priorities

- **Customer Success.** NYPA will make customer success our success.
- **Cost Leadership.** NYPA will continue to manage the risk of electricity price volatility for our customers by ensuring that they enjoy the best value energy bill.
- **Innovation.** NYPA will lead the State in accelerating and innovating new technologies and business models that help create value for NYPA and for our customers.
NYPA set an ambitious goal to become the first digital utility as part of our Vision 2020 Strategic Plan, and will continue to provide innovative energy services to New York State customers for the next decade and beyond.

- **Key lines of business**
  - Power: 16 generating facilities and more than 1,400 circuit-miles of transmission lines
  - Customer Energy Services: $150M+ energy efficiency projects managed each year, and growing
  - Innovative Energy Services: New York Energy Manager, EVolve, others
- **Operating revenue**: $2.57B1
- **Operations & maintenance costs**: $680M1
  - Includes capital projects
  - Generally the spend that SSM manages

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Strategic Supply Management (SSM)

2020 Strategic Vision
- Customer Solutions
- Smart Generation & Transmission
- Asset Management
- Process Excellence

Execution Model
- Design Build
- Supplier Partnership for Innovation & Collaboration
- Trust and Transparency
- Supplier Performance

Volume of Work

Roadmap to Becoming a Strategic Supplier

2X
NYPA’s Expectations for Supplier Partnership

- Safety
- Trust and Transparency
- Meet Schedules – Deliver the program
- Demonstrate Additional Value
- Deliver a high quality product/service
- Environmental stewardship
- Collaborative behavior, shared values, cohesive culture
- Challenge and Innovation Enabled through Collaboration
<table>
<thead>
<tr>
<th>Services</th>
<th>Equipment, Materials and Commodities</th>
<th>Indirects</th>
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<tbody>
<tr>
<td>Jennifer Travis</td>
<td>Manuel Hamalian</td>
<td>Chris Lee</td>
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<tr>
<td>Director Category Management (Services)</td>
<td>Director Category Management (Equipment)</td>
<td>Director Category Management (Indirects)</td>
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<td>Architectural, Engineering and Technical</td>
<td>Energy and Commodities</td>
<td>People Related</td>
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<td>Services</td>
<td>Facilities Maintenance and Operations</td>
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<td>Permitting, Siting and Licensing services</td>
<td>Building Janitorial and Waste Removal</td>
<td>Knowledge and Training</td>
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<td>Project/Construction Management Services</td>
<td>Building Repair and Maintenance</td>
<td>Permanent Staffing Services</td>
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<td>Concrete, Asphalt and Landscaping Material</td>
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<td>Surveying, Engineering, Architectural and</td>
<td>Landscaping</td>
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<td>Design Services</td>
<td>Office Furniture and Supplies</td>
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<td>Underwater Diving Operations Services</td>
<td>Plumbing, HVAC and Low-voltage Electric Services</td>
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<td>Construction and Outage Services</td>
<td>Security and Safety</td>
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<td>Building Construction and MEP Services</td>
<td>Circuits, Switchgear</td>
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<td>Civil Construction Services</td>
<td>Communication Cable and Related Equipment</td>
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<td>Environmental Remediation Services</td>
<td>Equipment Maintenance Services (non-Outage)</td>
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<td>General Contractor Construction Services</td>
<td>Generators</td>
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<td>Mechanical and Electrical Contractor Services</td>
<td>Heat Exchangers</td>
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<td>Operations, Maintenance and Repair Services</td>
<td>HV Transmission Cable and Hardware</td>
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<td>Outage Management and Support Services</td>
<td>Instrumentation and Controls</td>
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<td>Transmission Line Construction Services</td>
<td>Marine Equipment</td>
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<td>Vegetation Management Services</td>
<td>Pumps, Motors and Other Mechanical Equipment</td>
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<td>Solar Generation Equipment and Auxiliaries</td>
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<td>Testing, Diagnostic and Survey Equipment</td>
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<td>Transmission Towers</td>
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<td>Turbine Generator Parts and Components</td>
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<td>Utility-Grade Battery Storage Equipment and Systems</td>
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<td>Major Equipment</td>
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<td>Pipes, Valves and Fittings</td>
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<td>Plumbing, HVAC and Building Electric Materials</td>
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<td>Small Pumps and Motors</td>
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<td>Tools and Small Parts</td>
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<td>Major Projects</td>
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<tr>
<td>Michele Romagnuolo</td>
<td>Major Projects</td>
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<td>Manager Category Management (Major Projects)</td>
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**Services**

- Architectural, Engineering and Technical Services
- Permitting, Siting and Licensing services
- Project/Construction Management Services
- QA/QC, Expediting, Inspection and Testing Services
- Surveying, Engineering, Architectural and Design Services
- Underwater Diving Operations Services

**Equipment, Materials and Commodities**

- Energy and Commodities
  - Power Purchase Agreements (PPAs)
  - Utilities (Gas, Electric, Water, etc.)
- Facilities Maintenance and Operations
  - Building Janitorial and Waste Removal
  - Building Repair and Maintenance
  - Concrete, Asphalt and Landscaping Material
  - Fleet
  - Landscaping
  - Office Furniture and Supplies
  - Plumbing, HVAC and Low-voltage Electric Services
  - Security and Safety
- Major Equipment
  - Circuit Breakers, Switchgear
  - Communication Cable and Related Equipment
  - Equipment Maintenance Services (non-Outage)
  - Generators
  - Heat Exchangers
  - HV Transmission Cable and Hardware
  - Instrumentation and Controls
  - Marine Equipment
  - Pumps, Motors and Other Mechanical Equipment
  - Solar Generation Equipment and Auxiliaries
  - Testing, Diagnostic and Survey Equipment
  - Transformers
  - Transmission Towers
  - Turbine Generator Parts and Components
  - Utility-Grade Battery Storage Equipment and Systems

**Indirects**

- Employee Benefits
- Knowledge and Training
- Permanent Staffing Services

**People Related**

- Managed Services
- Marketing and Advertising
- Meeting and Event Venues
- Non-IT Consulting
- Contingent Labor /Temporary Staffing (Professional)
- Temporary Staffing (Technical, Engineering, etc.)

**Major Projects**

- Michele Romagnuolo
  - Manager Category Management (Major Projects)
NEXT GENERATION NIAGARA PROGRAM
LOCAL SUBCONTRACTORS OPPORTUNITIES
PROCUREMENT FORUM
INTEGRATED CONTROLS PROJECT (2019 – 2034)

Project Scope

- Design, Furnish, Deliver, and Install new integrated plant and unit digital controls
- Renovation of the Control Room
- Construction/Fit-out of Backup Control Room

Subcontracting Opportunities

- Design Services
- Control Wiring
- Electrical <=480V
- Coating/Painting Services
- Equipment Transportation Services
- Disposal Services
- Masonry
- HVAC
- Sheet Metal
- Piping
MECHANICAL AND ELECTRICAL LEM (2019 – 2034)

Project Scope

- Overhaul and Upgrade 13 hydro units: Replace wicket gates, head covers, shafts, guide bearings, etc.
- Rehabilitate runners, stay rings, operating mechanisms, rotor rims and spiders, thrust bearings, servomotors, and draft tubes
- Evaluation of stators (possible replacement)

Subcontracting Opportunities

<table>
<thead>
<tr>
<th>Welding Services</th>
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<td>Control Wiring</td>
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<td>Disposal Services</td>
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<td>Crane Services</td>
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<td>Concrete Services</td>
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630T GANTRY CRANE REFURBISHMENT (2019 – 2023)

Project Scope

• Repair, Upgrade, and Refurbish the 630T Gantry Crane

Subcontracting Opportunities

• Welding Services
• Crane Repair/Inspection Services
• Coating/Painting Services
• Equipment Transportation Services
• Disposal Services
• Design Services
• Steel/Aluminum Fabrication
• Construction Management
• Equipment Operator
• Scaffolding Erection
• NDE Inspections
PENSTOCK UPGRADES (2019 – 2034)

Project Scope

- Design Furnish and Deliver Penstock Platform
- Assembly/Disassembly of Platform
- Operate Platform during inspection.
- Possible Re-Coating/Repair work to the Penstocks

Subcontracting Opportunities

- Welding Services
- Coating/Painting Services (Confined Spaces)
- Equipment Transportation Services
- Disposal Services
- Steel/Aluminum Fabrication
- Construction Management
- Scaffolding Erection
- NDE Inspections
- Design Services
- Equipment Operator
- Rescue Team
- HVAC Services
- FERC Inspectors
NIAGARA LIFE SAFETY SYSTEMS UPGRADE
LOCAL SUBCONTRACTORS OPPORTUNITIES
PROCUREMENT FORUM
LIFE SAFTEY SYSTEMS UPGRADE (2018 – 2023)

Project Scope

Safety systems upgrade for Niagara Power Project including:
• Fire Alarm
• Emergency Lighting
• Exit Signage
• Deluge Release
• Public Address System
• Conduit Trench

Subcontracting Opportunities

- Coating/Painting Services
- Disposal Services
- Engineering Design Services
- NDE Inspections
- Construction Management
- Excavation
- Electrical Supplies
- Permitting
- Equipment Rental
- Electrical <= 480V
- Life Safety Inspections
- Utility Markout
- Control Wiring
- HVAC
- Surveying
NIAGARA RIVER INTAKE UPGRADES
LOCAL SUBCONTRACTORS OPPORTUNITIES
PROCUREMENT FORUM
RIVER INTAKE UPGRADES (2020 – 2022)

Project Scope
Intake gates are original to the 1960s, upgrades and repairs including:
• Control/Electrical Panel Upgrades
• Motor Control Centers (MCC) Upgrades
• Battery Upgrades
• Intake Gate Refurbishment
• Intake Gate Structural Evaluation

Subcontracting Opportunities
• Crane Services
• Welding Services
• Coating/Painting Services
• Equipment Transportation Services
• Disposal Services
• Electrical Equipment
ROBERT MOSES NORTH ABUTMENT REPAIRS
LOCAL SUBCONTRACTORS OPPORTUNITIES
PROCUREMENT FORUM
NORTH ABUTMENT REPAIRS (2020 – 2022)

Project Scope

Scope is still being finalized however various inspections and repairs will be performed on the North Abutment.

Subcontracting Opportunities

- Topographic Surveying
- Soil Testing/Analysis
- Concrete Trucks/Services
- Drainage Services/Water Piping
- Equipment Transportation Services
UNIT SUBSTATION REPLACEMENT PROJECT
LOCAL SUBCONTRACTORS OPPORTUNITIES
PROCUREMENT FORUM
UNIT SUBSTATION REPLACEMENT (2020 – 2027)

Project Scope

- Replacing thirteen 13.8kV to 480kV unit substations
- Replacing thirteen 13.8kV to 480kV transformers

Subcontracting Opportunities

- Equipment Transportation Services
- Disposal Services
- Electrical Supplies
- Control Wiring
POWER VISTA OVERPASS WINDOW REPLACEMENT
LOCAL SUBCONTRACTORS OPPORTUNITIES
PROCUREMENT FORUM
Project Scope

- Replacement of 133 glass planes in the two pedestrian bridges connecting to the South Buttress building and Power Vista

Subcontracting Opportunities

- Architectural/Engineering Design Services
- Window Installation
- Equipment Transportation Services
- Traffic Control
BUILD SMART NY CHILLER REPLACEMENT
LOCAL SUBCONTRACTORS OPPORTUNITIES
PROCUREMENT FORUM
Project Scope

Replace a total of 6 centrifugal chillers throughout the Niagara facility:
- (2) 400T chillers (S & R Chiller Room)
- (3) 210T – 350T chillers (RM G – 1)
- (1) 210T chiller (PV Basement)
- Replacement of primary chilled water pumps and controls

Subcontracting Opportunities

- Concrete Foundation Construction
- HVAC
- Piping Installation
- Electrical Wiring
- Control Wiring
- Crane/Rigging Services
- Engineering Design Services
LPGP GUARD HOUSE REPLACEMENT
LOCAL SUBCONTRACTORS OPPORTUNITIES
PROCUREMENT FORUM
GUARD HOUSE REPLACEMENT (2019 - 2020)

Project Scope

- Demolition of the current guardhouse
- Construction of a new guardhouse with following amenities including bathroom, storage Area, HVAC System/Controls, ballistic Protection, plumbing System, Snow Melting System on Exterior landings and stairs

Subcontracting Opportunities

- Engineering Design Services
- Steel Fabrication
- Concrete Construction
- Plumbing
- Electrical Controls System
- Excavation/Earth Work
- Construction Management
- Crane Services
- Equipment Transportation Services
SUPERSTRUCTURE BRIDGE REPLACEMENT
LOCAL SUBCONTRACTORS OPPORTUNITIES
PROCUREMENT FORUM
SUPERSTRUCTURE BRIDGE REPLACEMENT (2020 – 2031)

Project Scope

Repurpose, repair and possibly replace girder bridges supporting the roadway over the RMNPP.

Subcontracting Opportunities

- Engineering Design Services
- Bridge General Construction
- Traffic Analysis/Control
- Concrete Demolition
- Site Restoration
- Water Line Construction
- Concrete Supplies
- Equipment Rental
- Equipment Transportation Services
- Construction Management
- Public Relations/Outreach
CANAL PROJECT
LOCAL SUBCONTRACTORS OPPORTUNITIES
NIAGARA REGION SUPPLIER EXCHANGE
Mission:

“Operate and maintain a premier waterway and trail system that honors the historic legacy of the Erie Canal and offers unique recreational and tourism opportunities, while also promoting sustainable economic development throughout the canal corridor.”

Strategic Priorities:

- Safe and Secure: Enhanced Inspections and Operations
- Asset Management: Prioritize Repair/Rehab/Replace
- Refocused Capital Program: Align With Safe and Secure
A sample listing of the services and materials subcontracting opportunities

SERVICES:

- General Engineering Design Services
- Subsurface Borings/Testing
- Environmental Engineering Services
- Geotechnical Engineering Services
- Construction Inspection Services
- Material Testing
- Tree Felling
- Clearing and Grubbing of land
- Transportation/Disposal of Spoil Material or Vegetative debris
- Cofferdam installation
- Grouting
- Reinforcement fabrication and placement
- Concrete removal and replacement
- Reinforcement fabrication and placement
- Sheeting/Pile Installation
- Mechanical Refurbishing
- Drainage System installation
- Culvert cleaning and video inspection
- Painting of structures
- Paving of trails and access roadways
- Electrical Installation and rewiring
- Landscaping installation
### Embankment Restoration Western NY

<table>
<thead>
<tr>
<th>PROJECT SCOPE</th>
<th>OVERVIEW</th>
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<tbody>
<tr>
<td>• Clear water impounding earthen embankments of vegetation</td>
<td>• Timeframe 2020-20??</td>
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<tr>
<td>• Repair embankment seeps and leakages</td>
<td>• Tree, stump and brush removal and repair.</td>
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<td>• Major construction during non-navigation season.</td>
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<td>• ~1,500 Acres Identified, ~5% complete to date.</td>
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**PROJECT SCOPE**

- Rehabilitate waste and dive culvert structures

**OVERVIEW**

- Currently under design.
- Culvert cleaning, slip lining, concrete rehabilitation.
## Pendleton Guard Gate Rehabilitation

### Overview
- Currently under design.
- Cofferdams, steel repairs, machinery replacement/rehab, foundation retrofit, and painting.

### Project Scope
- Rehabilitate guard Gate Structure
SUPPLIER DIVERSITY
RELATIONSHIP BUILDING
Expressing Interest in a Procurement Opportunity

- Review bid opportunity and Scope of Work
- Reach out to the agency or authority to determine if they provide an opportunity for subcontractors/suppliers to express interest
- Ensure Capability Statement is up-to-date
- Ensure information on NYS MWBE Directory is up-to-date and correct
- If bidding on an opportunity as a Prime or a Subcontractor
  - Ensure that the size of the job is appropriate and attainable
  - Be competitive in responding to bid and in pricing/answer all the questions, if in doubt get clarification
  - If possible provide references from past projects and work
- Network, Network, Network
Reaching out to Prime Contractors

- Review bid opportunity
- Request a copy of bidders list or Request info on Awardee
- Ensure Capability Statement is up-to-date
- Ensure information on NYS MWBE Directory is up-to-date and correct
- Network, Network, Network
Current Bidding Opportunities

https://www.nypa.gov/procurement

RFQ Listings

Subscribe for bids

Ariba Supplier Instructions and Resources
Reaching out to Prime Contractors

Subcontractor/Supplier Interest

RFQ Overview

Add your firm as Interested Sub Or Supplier

View Interested Sub Or Supplier