SMART PATH CONNECT
PROCUREMENT INFORMATION SESSION

September 9, 2021

HOUSEKEEPING

• Event will be recorded and later available on www.nypa.gov/procurement

• All attendees are muted throughout the event; cameras are visible for presenters only

• Attendees may submit questions to the presenters using the chat window

• Contact information will be provided at the end of the presentation
# SCHEDULE OF EVENTS

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<tr>
<th>Housekeeping:</th>
<th>Aziza Gamble, Supplier Diversity Analyst II</th>
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<td>Safety Moment:</td>
<td>Kevin King, Director Category Management (Services)</td>
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<td>Welcome:</td>
<td>John Canale, VP Strategic Supply Management</td>
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<td>Presentations:</td>
<td>Nancy Harvey – Chief Diversity, Equity &amp; Inclusion Officer</td>
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<td>Victoria Daniels – Manager, Supplier Diversity</td>
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<td>James McCarten – Project Manager II</td>
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<td>Michele Romagnuolo – Category Manager</td>
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<td>Anne O'Malley - Supplier Diversity Specialist</td>
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<tr>
<td>Closing Remarks:</td>
<td>John Canale, VP Strategic Supply Management</td>
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# SAFETY MOMENT

KEVIN KING  
DIRECTOR CATEGORY MANAGEMENT (SERVICES)
SAFETY MOMENT

As the air turns cooler and leaves drop from the trees, it's important to keep a few important fall safety tips in mind. With proper precautions and safety awareness, your family can enjoy that crisp autumn weather while avoiding some of the dangers that come with the season.

WELCOME

JOHN CANALE
VP STRATEGIC SUPPLY MANAGEMENT
NYPA Vision: A thriving, resilient New York State powered by clean energy

WELCOME

STRATEGIC PRIORITIES

- Preserve and enhance the value of hydropower
- Pioneer the path to decarbonize natural gas plants
- Be the leading transmission developer, owner and operator for New York State
- Partner with our customers and the state to meet their energy goals
- Reimagine the New York State Canal System for economic and recreational benefit

FOUNDATIONAL PILLARS

- Digitization
- Environmental, Social & Governance
- Diversity, Equity & Inclusion
- Resilience
- Resource Alignment

NANCY HARVEY
CHIEF DIVERSITY, EQUITY & INCLUSION OFFICER

NYPA DEI INITIATIVES
NYPA DEI INITIATIVES

Establish NYPA as a leader in DEI, including developing an internal culture of inclusion, a diverse supplier chain, and a commitment to environmental justice.

NYPA will become the industry leader in Diversity, Equity, and Inclusion through efforts led by its Office of Civil Rights and Inclusion, Supplier Diversity, and Environmental Justice teams.

Office of Civil Rights and Inclusion

- Ensuring that all employees feel valued and included, and have the ability to succeed professionally:
  - Increase diverse workforce representation
  - Build an inclusive culture
  - Ensure equitable compensation and advancement
  - Ensure increased accountability around D&I

Supplier Diversity

- Building capacity and access to Minority and Women-owned Business Enterprises (MWBE) firms through initiatives:
  - Build diverse supplier capacity
  - Deliver training to diverse suppliers
  - Increase diverse supplier spend
  - Reduce barriers for diverse suppliers

Environmental Justice

- Creating a pathway to equal employment opportunity and spurring economic impact in local communities with:
  - Create inclusive talent pipeline
  - Expand STEM education opportunities
  - Employee service program
  - Expand commitment to EJ communities
NYPA DEI INITIATIVES

Delivering on our DEI Commitments
Here are just a few of the actions that we're proud to say we've taken in the last 12 months:

- Embedded DEI in our corporate values and as a pillar of VISION2030 Strategy.
- Created oversight committee to review trends.
- Strengthened accountability for managers to coach and develop staff.
- Conducted DIFFERENTIATE training for managers to address the host of unconscious biases.
- Digitized union pre-employment testing.
- Completed a DEI audit.
- Increased transparency with the release of data in the Sustainability Report and Annual Report.
- KPIs and outcome based metrics
- 32 DEI engagement initiatives
- Targeted Professional Development program
- Expand mentorship access (Q4)
- Diverse interviewer panels in recruiting (Q4)
- DEI competency in performance evaluation (Q4)

SUPPLIER DIVERSITY AT NYPA

VICTORIA DANIELS
MANAGER, SUPPLIER DIVERSITY
SUPPLIER DIVERSITY AT NYPA

NYPA has a longstanding history of supporting diverse businesses and promoting economic development throughout New York State. These upcoming program initiatives reflect our commitment to remove barriers and increase capacity for diverse businesses across the State.

PROJECT MANAGEMENT

JAMES McCARTEN, P.E.
PROJECT MANAGER II
SMART PATH CONNECT Project is a portfolio of significant upgrades to the transmission system to improve capacity and transportation of power across the northern section of the transmission system to support New York State’s clean energy goals. Included in these initiatives is the rebuild of miles of transmission line and upgrading the existing 230kV transmission lines to 345kV. This will include modifications to multiple substations and the addition of new substations.

Project Benefits:
- Increases power flow capacity
- Improves asset condition
- Increases transmission system resilience to severe weather events
- Creates longer spans between poles
- Uses fewer poles and less land
- Reduces transmission system congestion
- Creates hundreds of local jobs during construction

### PROJECT OVERVIEW

**Haverstock to Willis Lines 1&2**
- Rebuild and Upgrade 37 miles to 345 kV
- Build/Expand Willis, Massena and Moses Substations

**Willis to Patnode**
- Rebuild 8.75 miles at single/double circuit 230 kV
- Interconnect to Patnode Substation

**Willis to Ryan**
- Rebuild 6.5 miles at double circuit 230 kV
- Interconnect at Ryan Substation

**Adirondack to Porter Lines 1&2**
- Rebuild and Upgrade 55 miles of 230 kV to 345 kV
- Rebuild/Expand Substations
  - Austin Road Substation
  - Marcy Substation
  - Edic Substation

### PROJECT HIGHLIGHTS

![Map of Transmission System](image-url)
### PROJECT SCHEDULE AND OBJECTIVES

#### KEY MILESTONES

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<td><strong>RFP &amp; Contracts Award</strong></td>
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#### PROJECT EXECUTION GOALS

- Meet safety goals and construct per environmental certificates and permits
- Meet or exceed the scheduled in-service dates and execute the project at the agreed pricing
- Except for planned outages, no impact on transmission or substation operations
- Minimize rework due to construction quality issues
- Safe and event-free construction, commissioning and energization

#### OPPORTUNITIES AT LARGE

##### MATERIALS AND EQUIPMENT SUPPLY

- Arrestors
- Breakers
- Capacitors
- Conductors
- Steel Structures
- Transformers and Reactors

##### CONSTRUCTION SERVICES

- Civil Construction
- Electrical Overhead Construction
- Foundation Construction
- Site / Road Construction
- Substation Construction

##### VARIOUS OTHER SERVICES AND SUPPLY

- Programming & Controls
- Transportation and Logistics Services
- Testing & Commissioning
SITE PREPARATION AND RESTORATION SERVICES

A sample listing of the site preparation, management and restoration services available for subcontracting opportunities:

- EROSION CONTROL AND INSTALLATION
- EARTH WORK
- TRENCHING WORK
- TREE REMOVAL
- LAND RESTORATION
- LANDSCAPING
- ACCESS GATES
- FENCE INSTALLATION

MATERIALS SUPPLIES AND SERVICES

A sample listing of the supplies and services to the projects available for potential subcontracting opportunities:

- FOOD SUPPLY AND SERVICES
- FUEL SUPPLY & DELIVERY
- SAFETY SUPPLIES AND SERVICES
- ELECTRICAL MATERIAL SUPPLY
- GRAVEL/CONCRETE SUPPLY
- LIVESTOCK FOOD SUPPLY
- EQUIPMENT RENTAL
- PORTABLE RESTROOMS
- JOB TRAILER FACILITIES
- HARDWARE SUPPLY
- LANDSCAPING
MATERIALS MANAGEMENT SERVICES

A sample listing of material management services to support the project, available for subcontracting opportunities:

- MANUFACTURING (ON SITE) QA/QC SERVICES
- MATERIALS TRANSPORTION
- MATERIALS LOGISTICS SERVICES
- MATERIALS MANAGEMENT SERVICES
- MATERIALS TESTING AT SITE
- MATERIALS DISPOSAL

OTHER SERVICES

A sample listing of other local services to support the project, available for subcontracting opportunities:

- COMMUNITY OUTREACH
- CONSTRUCTION VIDEOGRAPHY
- LAND / SITE SURVEYING
- SECURITY SERVICES
- LODGING / HOTELS
- TRAINING DEVELOPMENT SUPPORT
- COVID TESTING
- REAL ESTATE SUPPORT SERVICES
- TRAFFIC CONTROL, SAFETY FLAGGING
What is Strategic Supply Management?

- SSM stands for strategic supply management. The SSM team handles procurement at NYPA and Canals. SSM operates in a category-aligned model to meet the needs of NYPA's business units.

- SSM is your gatekeeper to all interactions with NYPA and Canals, including information sessions about your products and services, providing price quotes, proposing services, and responding to requests for proposals (RFPs).

- It is important to remember when you are engaged in responding to an RFP, there is a Restricted Period during which your company can only talk to SSM. The restricted period only ends when there is an award and signed contract. Any impermissible contact during the Restricted Period must be reported and can result in removal from the bid and future NYS opportunities.
SMART PATH CONNECT PROCUREMENT OPPORTUNITIES

Construction Services
Work Begins
Q2 2022 - Q4 2025

NYPA RFP's
Advertised Q3 2021

Transmission Construction

Substation Construction

SUPPLIER DIVERSITY

ANNE O’MALLEY
SUPPLIER DIVERSITY ANALYST
CONSTRUCTION SERVICES

- CIVIL CONSTRUCTION
- ELECTRICAL OVERHEAD CONSTRUCTION
- FOUNDATION CONSTRUCTION
- SITE / ROAD CONSTRUCTION
- SUBSTATION CONSTRUCTION

VARIOUS OTHER SERVICES AND SUPPLY

- PROGRAMMING & CONTROLS
- TRANSPORTATION AND LOGISTICS SERVICES
- TESTING & COMMISSIONING

PRIMINARY UTILIZATION PLAN

Prime Break Out Scopes of Work for Subcontracting

- Civil Construction
  - Equipment Rentals
  - Heavy Timber Matting
  - Trucking Aggregates
  - Concrete
  - Erosion Control
  - Traffic Flagging
How Does My Company Get Involved?

Smart Path Connect Form

Companies interested in Procurement Opportunities for Smart Path Connect can complete the Supplier Interest Form below.

Company:
Address:
Contact Name:
Email:
Phone:
Website:
Years In Business:
Average $ value of contracts over the past 5 years:
Type of work done, separated by commas:

☐ Not Applicable (NA)
☐ Disadvantaged Business Enterprise (DBE)
☐ Minority Owned Business Enterprise (MBE)
☐ Women Owned Business Enterprise (WBE)
☐ Minority and Women-Owned Business Enterprise (MWBE)
☐ Service-Disabled Veteran-Owned Business (SDVOB)
☐ Small Business Enterprise (SBE)

Have you ever worked as a Sub or Supplier with NYPA:
☐ No ☐ Yes

List most recent project(s) completed:
Most Recent Project:
Contract #:
Year Completed:
Description:
Prime-Contractor:
Phone-Contractor Contact:
Phone #:

By submitting your information to NYPA, you consent to the posting of such information on NYPA’s publicly available website, and acknowledge and agree that access to such information is not protected or held confidential in any matter.

Submit

Doing Business with NYPA and Canals

- Current Bid Opportunities
  - RFP Listings by Category
  - Bid Notifications
- Express Bid Interest
  - Primary Bidder Information
  - Sub-Supplier Bid Interest Form
- ARiba
  - ARiba Supplier Registration
  - Invitation to Bid
PROCUREMENT REGISTRATION & LOGIN:

The Authority’s goal is to optimally procure goods, services and property at terms that meet our schedules and guidelines in order to provide affordable and reliable energy to our customers in New York State. Our mission complies with the applicable provisions of Article 4-C of the Economic Development Law and §2879 of the Public Authorities Law.

Please register and log in below:

- Register
- Login

Expand Supplier Events
Subscribe for Bids

Subscribe to one or all category mailing lists to receive category specific information. Select/De-Select the check box adjacent to category name to subscribe/unsubscribe to respective mailing list.

Select Category

- Administrative & Technical
- Advertising, Graphic Arts, Marketing & Interior Design
- Agriculture, Forestry, Gardening, Landscaping, Lawn Maintenance & Snow Removal
- Architectural Engineering and Surveying
- Automotive Purchase, Repair, Rental & Leasing
- Computer & Telecom Services

RFQ LISTING – PRIME BIDDERS

RFQ Overview

Category: Vehicles & Equipment
Bid Name: Cargo Trailers (2)
RFQ Number: C21-C21-M236
Due Date: 06/30/2021
NYPRA Contact: Kateri Velenci
6527 Gess Factory Rd.
Macy, NY 15403-2100
Phone: 315-792-0300
Fax: 315-792-0423
Download: Scope of Work

Bid Description:

BID SUMMARY

This RFP is being processed via the NYPA Ariba Network. There is NO registration fee and NO bid submission fee.

Primary Suppliers

1. Download “Scope of Work/Bid Document”.
2. If you would like to participate in the RFP/Event, once you review our Statement of Work/Bid Document, click here to be invited.
   - If you have not received an invitation within 72 hours, please contact us.
3. View interested Sub-Suppliers by clicking here.
VIEW INTERESTED SUB SUPPLIERS

<table>
<thead>
<tr>
<th>Contact Name</th>
<th>Contact Email</th>
<th>Company Name</th>
<th>Contact No</th>
<th>NYS Certified</th>
<th>Work Type</th>
<th>Details</th>
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</thead>
<tbody>
<tr>
<td>ALSNY DiOP</td>
<td><a href="mailto:ali@renaissancegeo.com">ali@renaissancegeo.com</a></td>
<td>Renaissance Geotechnical Engineering, PLLC</td>
<td>(518)902-9222</td>
<td>Yes</td>
<td>Geotechnical, Construction, Administration, Testing, Inspection</td>
<td>View</td>
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<tr>
<td>Julie Radloff</td>
<td><a href="mailto:jradloff@prudenteng.com">jradloff@prudenteng.com</a></td>
<td>Prudent Engineering, LLP</td>
<td>(315)748-7700</td>
<td>Yes</td>
<td>Civil Engineering, Survey &amp; Mapping, Construction Inspection, Condition Inspection, Hydrographic Services</td>
<td>View</td>
</tr>
<tr>
<td>Jamie Reive</td>
<td><a href="mailto:jreve@gedeongrc.com">jreve@gedeongrc.com</a></td>
<td>Gedeon GRC Consulting</td>
<td>(516)873-7010</td>
<td>Yes</td>
<td>Civil/Structural/Traffic Engineering, Construction Inspection/Management, Cultural Resource Management, Archaeological and Historical Consulting, Section 106 compliance, NY SHPO coordination, Landscape architecture, site design, Permitting Services</td>
<td>View</td>
</tr>
<tr>
<td>Mindy Labelle</td>
<td><a href="mailto:mindy@christdavis.net">mindy@christdavis.net</a></td>
<td>Christine Davis Consultants, Inc.</td>
<td>(412)260-4435</td>
<td>Yes</td>
<td>Construction Inspection/Management, Cultural Resource Management, Archaeological and Historical Consulting, Section 106 compliance, NY SHPO coordination, Landscape architecture, site design, Permitting Services</td>
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<tr>
<td>Margot Choten</td>
<td><a href="mailto:mdc@twmla.com">mdc@twmla.com</a></td>
<td>TWMLA</td>
<td>(607)277-1400</td>
<td>Yes</td>
<td>Landscape architecture, site design, Permitting Services</td>
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<td>Gayron de Bruin Land</td>
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RFQ LISTING – SUBCONTRACTORS AND SUPPLIERS

RFQ Overview

Category: Utilities & Green Energies

Bid Name: VOLTAGE AND CURRENT TRANSFORMERS

RFQ Number: N21-20161031GJ

Due Date: 09/08/2021

NYPA Contact: Grant Johnston

5777 Lewiston Rd., Lewiston, NY 14092-2199

Phone: 716-286-6803

Fax: 716-286-6054

Download: Scope of Work

Bid Description:

Sub Suppliers

1. Download “Scope of Work/Bid Document”.

2. Add your Firm as an Interested Sub Supplier by clicking here

Firms that have downloaded the Scope of Work/Bid Document List
ARIBA SUPPLIER INSTRUCTIONS

- The Supplier Registration Process

  1. Register for Ariba
     - Go to nypa.supplier.ariba.com/register
     - NEW Users: Fill out company and user info, select password
     - EXISTING Users: Click Log In button → login with Ariba user ID/ PWD

  2. Complete NYPAP SQ
     - Fill out NYPAPA Questionnaire (Opens automatically. If not, go to Company Profile → Customer Requested → click on New York Power Authority from list)
     - Await confirmation from NYPAPA that questionnaire was received and account is approved in NYPAPA Ariba

  3. Request Invitation to Bid
     - Go to www.ny.gov → RFPs
     - Login or Register for www.ny.gov access
     - Go to desired RFP/Event in the RFQ Listing and click on the RFQ Number to open details
     - In the RFQ Overview, click on link to request an invitation to bid RFP/Event
     - An Ariba Admin will confirm invitation or provide further instructions (May take up to 72 hours)

TRANSACTIONAL PROCUREMENT/ PURCHASE ORDERS

METHODS TO PROCURE GOODS AND SERVICES

- Credit Card (under $5k)
- Sole/Single Source (up to $1M)
- Discretionary Purchase (M/WBE, SDVOB)
- Competitive Search (under $50K)
- Piggy Back OGS/GSA
- Formal Bid Process
2021 SUPPLIER DIVERSITY EVENTS

WHAT’S TO COME

• Business Development & Training Virtual Supplier Expo – October 2021
• Hispanic Heritage Month Supplier Event – October 2021
• Customer Solutions – November 2021
• Supplier Diversity Power Hour – www.nypa.gov/procurement
• Opportunity Zone - TBD
• Prime Time Chats – TBD

Q&A
CLOSING REMARKS

JOHN CANALE
VP STRATEGIC SUPPLY MANAGEMENT

THANK YOU!

Contact Us:
Supplier Diversity
Email: Supplier.Diversity@nypa.gov