2020 New York Power Authority

Virtual Supplier Diversity Outreach Event
Information Technology
Welcome

VP Digital Transformation and Chief of Staff
Opening Remarks

SVP & Chief Information Officer
Safety Moment

Director Transactional Procurement
Supply Chain Overview

Vice President, Strategic Supply Management
NYPA Overview

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.
Key Statistics

NYPAs 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: $2.37B
- Operations & maintenance costs: $692M
  - Includes capital projects
  - Generally the spend that SSM manages

Canals Overview

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**
NYPAs's Expectations for Supplier Partnership

- Safety
- Trust and Transparency
- Demonstrate Additional Value
- Technology & innovation
- Environmental stewardship
Information Technology

Senior Director IT Strategic Planning
## Diversity Supplier Services

<table>
<thead>
<tr>
<th>On Demand Services</th>
<th>Fixed Price Services</th>
<th>Outsource/Managed Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>• QA/QC Testing</td>
<td>• Business Analysis</td>
<td>• SQL Server/Oracle</td>
</tr>
<tr>
<td>• Performance Testing</td>
<td>• PMO Support</td>
<td>• SAP Administration/Support</td>
</tr>
<tr>
<td>• Load Testing</td>
<td>• Strategy Advisory</td>
<td>• Help Desk / Service Desk</td>
</tr>
<tr>
<td>• Penetration Testing</td>
<td>• Enterprise Architecture</td>
<td>• Equipment Deployment</td>
</tr>
<tr>
<td>• Vulnerability Assessments</td>
<td>• SharePoint Development</td>
<td>• Microsoft 365 Administration</td>
</tr>
<tr>
<td>• User Awareness Testing</td>
<td>• UI/UX Design</td>
<td>• LTE/Wireless</td>
</tr>
<tr>
<td>• IT Asset Management</td>
<td>• Mobile Development</td>
<td>• SharePoint Online</td>
</tr>
<tr>
<td>• LTE / Wireless Support</td>
<td>• SAP Development</td>
<td></td>
</tr>
<tr>
<td>• Video Event/Meeting support</td>
<td>• Data Analysis</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Sitecore</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• .Net Development</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Splunk Support</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• ITSM Advisory</td>
<td></td>
</tr>
</tbody>
</table>
NYPA’s Digital Ecosystem – The Numbers

Overview
- 99 Sites
- 2,500+ Users
- 99.95% Availability
- 24/7 Service

User Support
- 2,900+ Devices
- 2,500+ Mobile Phones
- 148 Business Applications

Network
- 146+ Comm Circuits
- 4,000+ Subnets
- 14,300+ Network Devices
- 310+ Wireless APs

Compute
- 1,200+ Servers
- 2.5 PB Storage
- 221+ Billion Events

Collaboration
- 500+ MS Teams Mtgs/Day
- 200+ WebEx
- 53K+ Chats
- 120k+ Daily Email messages

Applications
- 67 approved Cloud Apps
- 148 On-Prem Business Applications

Source: Gartner
### NYPA’s Digital Ecosystem – *Major Technology Initiatives*

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Intelligence</strong></td>
<td>Data Quality</td>
<td>Analytics Platform - AWS</td>
<td>BI/Visualization</td>
</tr>
<tr>
<td></td>
<td>Distributed Data Hub</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Customers</strong></td>
<td>Commodity Risk Management</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Customer Digital Experience</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>CRM Migration to the Cloud</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>NY Energy Manager</td>
<td>NYEM Ongoing Enhancements</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Evolve - Electric Vehicle Program</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Expanded Authority Projects</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Operations</strong></td>
<td>Communications Backbone</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Asset Performance Management</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>5G - Private LTE</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Maximo Expansion</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>OSI Pi - Enterprise Expansion</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Sensor Deployment</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Drone Program</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Life Extension &amp;</strong></td>
<td><strong>Modernization</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Systems</strong></td>
<td>Microsoft 365</td>
<td>Sharepoint Online</td>
<td>IT Service Management</td>
</tr>
<tr>
<td></td>
<td></td>
<td>SAP Hana</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>IT Asset Management</td>
<td></td>
</tr>
</tbody>
</table>

**Note:** The table above outlines major technology initiatives for NYPA's Digital Ecosystem, spanning from 2020 to 2022, across various domains including Intelligence, Customers, Operations, Life Extension & Modernization, and Systems. Each domain contains specific initiatives aimed at enhancing data quality, analytics, customer experience, and operational efficiency.
Strategic Supply Management (SSM)

SSM Category Manager, Technology
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.
What does the Technology Category cover?

Manages NYPA and Canals strategic spend on Technology products and services across all departments, including:

- IT
- Commercial Operations
- Utility Operations
- Digital Transformation
- Finance
- HR
What are some upcoming Technology Initiatives?

• Canals:
  • Drones and 3D Mapping (partnering with NYPA)
  • New Canals Website redesign
  • Enterprise-wide security badge system (partnering with NYPA)
  • Consulting services for Technology-related Project Management

• Digital Transformation:
  • Remote Inspection (VR, AR)
  • Project and Construction Management Tools

• HR:
  • Market Assessment Tools for Hiring Staff
How does my company get involved?

In the sessions ahead today, you’re going to learn about:

1. How to stay informed about upcoming bidding opportunities
2. How to register in order to participate
3. What methods of purchasing NYPA & Canals can pursue
Supplier Relationship Management (SRM)

Director Supplier Relationship Management
Supplier Relationship Management

Defined as: The process to strategically manage relationships with companies that supplying goods or services.

Purpose:
✓ Extract value
✓ Promote innovation
✓ Improve quality
✓ Drive performance
Supplier Relationship Management

Educate the Marketplace on how to do business with NYPA and Canals

Build Relationships to meet tomorrow’s challenges

Monitor Performance to maximize output and efficiency
10 Minute Break
NYPA Ariba Supplier Onboarding Process
Agenda

- NYPA Ariba Onboarding Process
- Benefits of Digital Bidding
- How to Access NYPA Bidding Content
What Is Ariba?

Ariba is a cloud based electronic procurement tool which encompasses a digital network that enhances communication, collaboration and data centralization for buyers, suppliers and stakeholder’s enterprise wide.

Ariba was founded in 1996 and is currently being used by 4.6 million large, mid-size and small organizations worldwide.

$8.7 billion of goods and services sold everyday

Ariba was acquired by SAP in 2012
Why Onboard In Ariba?

- To establish a relationship with buying organizations who are looking to source products via the Ariba Network.
- To make your business visible to potentially land a contract or subcontracting opportunity.
Benefits of Digital Bidding

- Easy to communicate amongst stakeholders
- Allows for management and consolidation of all supplier information
- Transactions, communication, and supplier data housed in one place
How To Become An Approved NYPA Ariba Vendor

- Must register in Ariba parent network
- Link the parent Ariba account to the NYPA instance of Ariba by completion of our Supplier Profile Questionnaire

Supplier Profile Questionnaire provides NYPA with additional information; including but not limited to an organization's TAXID, DUNS Number, Corporate address and an upload of a W-9/W-8 tax verification form signed within one year of the calendar date to meet compliance parameters.
NYPA Ariba Approval Process

Upon submittal of an organization’s Supplier Profile Questionnaire the administrator will receive a system generated email informing them their profile has been forwarded to a NYPA Representative for review.

An SRM Specialist will then complete the following:

- Verify completeness of the Supplier Profile Questionnaire and confirm all applicable supporting documents are received.
- Review W-9 or W-8 form and cross reference the entity’s legal business Name and Tax Identification Number to confirm that this matches the system input.
- Check street address to see if there is any match in the system. *The purpose of this search is to verify if the address is the same as one of NYPA’s employees. Employees and their families cannot do business with NYPA by law.*

Once these checks have been complete the Ariba System Administrator will receive an email verifying your organization's approval.

*Please note that Ariba Approval will not automatically grant access to NYPA Bidding Events*
Registration Recommendations for Suppliers'

- We recommend adding multiple users to an organization’s NYPA Ariba Profile so that access to bidding content can be viewed in lieu of an individual being out of office.

- User Creation must be carried out by the organizations administrator then approved by the NYPA SRM team.
Suppliers can access bidding information on our NYPA.GOV procurement console. This is where NYPA and New York State Canal Corporation procurement opportunities are posted. We announce bidding opportunities for goods and services estimated at $50,000 or greater. In addition to our current bidding opportunities NYPA and Canal Corporation will also post its supplier outreach events here which promote economic development throughout NEW York State.

NYPA Bidding information can also be accessed by visiting the New York State Contract Reporter which will ultimately lead to our procurement console for bidding instructions.

(https://www.nyscr.ny.gov)
Contract Requirements

Contract Management
Contract Requirements

• Review of the RFP
• Note what needs to be completed
• Review the terms and conditions and agreement
• Ask questions
Appendices

• State requirements
• NYPA/Canal requirements
• Nature of procurement
• Value of procurement
• Location of services
Appendix P – Cyber considerations

- Safeguarding against cyber vulnerabilities
- Security of confidential information
- Reporting of security breaches
SSM Procurement Practices

Senior Strategic Buyer, Technology Category
<table>
<thead>
<tr>
<th>Strategies/Methods - Doing Business with NYPA</th>
</tr>
</thead>
<tbody>
<tr>
<td>OGS</td>
</tr>
<tr>
<td>GSA</td>
</tr>
<tr>
<td>RFP</td>
</tr>
<tr>
<td>MWBE/SDVOB</td>
</tr>
<tr>
<td>Single/Sole Source</td>
</tr>
<tr>
<td>Procurement Card</td>
</tr>
</tbody>
</table>
OGS – Office of General Services

- **Piggybacking - OGS State Contracts**

- **Main Contracts NYPA Utilizes Are:**

- **IT Umbrella Contracts Manufacturer Based***
  - **Cisco**
  - **HP**
  - **Checkpoint**

  *Note: Under this type of contract, the expenditure must be mini-bid among the authorized resellers.*

- **PBITS – Project Based Information Technology Consulting Services**

- **Website Link:** [https://ogs.ny.gov/procurement](https://ogs.ny.gov/procurement)
**Piggybacking – GSA**

**These are Federal Government Contracts. The Authority is allowed to purchase under their MAS (Multiple Award Schedule) and disaster recovery contracts.**

**Note:** MAS is the Replacement for the Scheduled 70 Contracts.

**The major contracts we work with are Carahsoft, DLT Solutions and Fed Results which are software related contracts. For example, we have used the GSA Schedule for AutoCad, Quest, SolarWinds, and Tenable.**

**Website Link:** [http://www.gsa.gov/stateandlocal](http://www.gsa.gov/stateandlocal)
RFP – REQUEST FOR PROPOSAL

- **THIS IS THE MECHANISM IN WHICH NYPA SOLICITS PROPOSALS FOR PROCUREMENT CONTRACTS RELATING TO GOODS AND SERVICES. THESE PROPOSALS ARE ADVERTISED AT A MINIMUM OF THREE (3) WEEKS AND ARE ADVERTISED IN THE NYS CONTRACT REPORTER AND LISTED ON NYPA’S WEBSITE.**

- **THESE SOLICITATIONS ARE PRESENTED IN THE ELECTRONIC BIDDING APPLICATION ENTITLED “ARIBA”. IN ORDER TO PARTICIPATE IN THE RFP, YOU MUST BE A NYPA ARIBA VENDOR.**

**LINKS TO VIEW EVENTS:**

- **NYS CONTRACT REPORTER:** [HTTPS://WWW.NYSCHR.NY.GOV/AGENCY/INDEX.CFM](HTTPS://WWW.NYSCHR.NY.GOV/AGENCY/INDEX.CFM)
- **NYPA WEBSITE:** [HTTPS://WWW.NYPA.GOV/PROCUREMENT](HTTPS://WWW.NYPA.GOV/PROCUREMENT)
- **ARIBA:** [HTTPS://NYPA.SUPPLIER.ARIBA.COM/REGISTER](HTTPS://NYPA.SUPPLIER.ARIBA.COM/REGISTER)
MWBE/SDVOB DISCRETIONARY PURCHASE

• **IN ORDER TO AWARD A DISCRETIONARY PURCHASE TO A MWBE, THE VENDOR MUST BE A NYS CERTIFIED MWBE (MINORITY AND WOMEN OWNED BUSINESS ENTERPRISE). NYPA CAN PURCHASE GOODS AND SERVICES IN A CALENDAR YEAR UP TO $500,000.**

• **SDVOB (SERVICE-DISABLED VETERAN-OWNED BUSINESS)**
SINGLE / SOLE SOURCE

- **The Authority can award a contract on a single or sole source basis.**

- **Single Source** – This is a procurement in which the Authority, upon written findings setting forth material and substantial reasons, may award a contract (or an amendment to a contract) to one offeror over another that can supply goods and services.

- **Sole Source** – This is the procurement in which only one offeror is capable of supplying the required goods and services.
Procurement Card

The NYPA procurement card can be used to purchase goods and services under $5K.
Enterprise Architecture & Engineering
Current and Emerging Technologies
Principles Based Approach

- Buy before build – vendor agnostic
- Process will set you free (but it has to be lightweight)
- Architecture is delivery focused
- Mobility first
- Security is table stakes
- Build reusable solutions components
- Move fast, with stable infrastructure
- Automate the simple stuff
- DevOps driven development and delivery
- Feedback – Feedback - Feedback
Current Technologies (not all inclusive)

- Microsoft 365
  - ProPlan, Teams, SharePoint, Power Automate
- SAP
- Security
  - Crowdstrike, Checkpoint, Duo for MFA
- Chrome, Edge
- Tableau, Power BI, Databricks
- Teams Meetings, Zoom, WebEx
- Cisco UC for IPT
- AWS, Azure
- Azure DevOps

- Cisco Network Gear
- Hitachi Compute and Storage
- Verizon wireless
- HP desktops and laptops
- iPhone/iPad

- Gartner, Forrester, EPRI, UAI,
NYPA’s digital utility IT roadmap: infrastructure technologies

2021
- Hyper-Converged NSX Platform (On Premise)
- SDN: Customer, Partner, Employee Enclaves
- SDN: NERC CIP Driven Enclaves

2022 - 2024
- Compute/Storage Hybrid Cloud Federation
- Hybrid Cloud Data Hub Fabric Storage Mgt
- SDN: Business Architecture-Driven Enclaves
- Hybrid, Multi-Cloud Gateway
- Software Defined Network (SDN) Switch Modernization
- Active Cyber Security Monitoring, Assessment and Mgt

2025 onwards
- Zero-Trust Network
- 5G Endpoints
- 5G Backhaul
- Cyber/Resiliency Placeholder
- Cyber/Resiliency Placeholder
- Hybrid Cloud Federation
- Long-Term Hybrid Cloud Archival Storage
NYPA’S digital utility IT roadmap: IT operating model

2021

- Data Governance Process
- DevOps Update
- IT Asset Management (ITAM)

2022 - 2024

- DevSecOps
- Software Defined Data Center Management
- IT Managed Services

2025 onwards

- Cloud-Native Development
- Business/Ops-Led IT
- Hybrid, Multi-Cloud IT Management

NYPA’s DIGITAL VISION

APPLICATION DEVELOPMENT

IT SERVICE MANAGEMENT

DATA MANAGEMENT
Supplier Diversity Program
Diverse Businesses
Supplier Diversity

Our Commitment

NYPA and Canal Corporation have a longstanding history of supporting and promoting economic development throughout New York State, by using Diverse, Small Businesses.

This is reflected by our use of Minority and Women-Owned Business Enterprises’ (MWBEs) and Service-Disabled Veteran-Owned Businesses (SDVOBs) in our contracting and competitive-bidding processes.
Diverse Suppliers participate in procurement activities

- **Direct Purchasing** - The Authority contracts directly with the Suppliers for goods and services.

- **MWBE Utilization Goals** - The MWBE is a sub-contractor to a prime vendor/contractor that has a contract with the Authority.

- **SDVOB Utilization Goals** - The SDVOB is a sub-contractor to a prime vendor/contractor that has a contract with the Authority.
Doing Business with NYPA and Canals

Current Procurement Opportunities are listed on NYPA websites:
www.nypa.gov/procurement

Please register and log in below:
Procurement Website Features

• RFQ Listing
• Subscribe for Bids
• Sub or Suppliers
Procurement Website Features

RFQ Listing

Current Bidding Opportunities

Select Site:  - All -

Select Category:  Information Technology

<table>
<thead>
<tr>
<th>RFQ Number</th>
<th>Bid Name</th>
<th>Due Date</th>
<th>Location</th>
<th>Category</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q20-7028JH</td>
<td>Internal Audit Data Analytics Tool</td>
<td>10/19/2020 4:00:00 PM</td>
<td>WPO</td>
<td>Information Technology</td>
</tr>
</tbody>
</table>
RFQ Overview
Bid Description includes the Scope of Work:

- Participate in the Bid Event
- Add your firm as Interested Sub Or Supplier
- Firms that have downloaded the Scope of Work/Bid Document List
- View Interested Sub Or Supplier
Procurement Website Features

RFQ Overview

Q20-7028JH

• View Interested Sub Or Supplier

<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>
</tr>
</thead>
<tbody>
<tr>
<td>Jim Brown</td>
<td><a href="mailto:jim.brown@asg.com">jim.brown@asg.com</a></td>
<td>ASG Technologies, Inc.</td>
<td>(484)757 9103</td>
<td>No</td>
<td>Information Management, Enterprise Content Management, Content Services,</td>
<td>View</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Enterprise Report Management, Records Management, Regulatory Compliance,</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Digital Transformation, Modernization, Business Analytics, Electronic Health</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Record, Systems Management, Mainframe, Systems Monitoring, Cloud, Public</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Cloud, Hybrid Cloud, Job Scheduling, Data Lineage, IT Staffing, Software,</td>
<td></td>
</tr>
<tr>
<td>Colin Reynolds</td>
<td><a href="mailto:colin.reynolds@vlinkinfo.com">colin.reynolds@vlinkinfo.com</a></td>
<td>VLink, Inc.</td>
<td>(850)706 4954</td>
<td>Yes</td>
<td>Data and Analytics, IT solutions</td>
<td>View</td>
</tr>
</tbody>
</table>
Supplier Diversity Website
https://www.nypa.gov/procurement/supplier-diversity

New York State Minority and Women-Owned Business Enterprise (MWBE) Program
Approved Utilization Plans/Waivers: Fiscal Year 2019/2020

<table>
<thead>
<tr>
<th>Agency Name:</th>
<th>New York Power Authority</th>
</tr>
</thead>
<tbody>
<tr>
<td>Date:</td>
<td>12/31/2019</td>
</tr>
</tbody>
</table>

Agency Contact:

<table>
<thead>
<tr>
<th>Name:</th>
<th>Victoria Daniels</th>
</tr>
</thead>
<tbody>
<tr>
<td>Title:</td>
<td>Manager, Supplier Diversity</td>
</tr>
<tr>
<td>Email Address:</td>
<td><a href="mailto:victoria.daniels@nypa.gov">victoria.daniels@nypa.gov</a></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Contract Number</th>
<th>Prime Contractor Name</th>
<th>Contract term dates</th>
<th>Contract Amount</th>
<th>MWBE Certified Subcontractor Name</th>
<th>(1) Description of Contract Scope</th>
<th>(1) Description of Subcontract scope</th>
<th>(2) Description of Approved Waiver</th>
</tr>
</thead>
</table>
VIRTUAL SUPPLIER DIVERSITY OUTREACH EVENT
INFORMATION TECHNOLOGY

EMAIL: SUPPLIER.DIVERSITY@NYPA.GOV