



***COST SAVINGS:
RENEGOTIATED CONTRACTS IN
OPERATIONS***

INTRODUCTION BY:

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May 20, 2019

Informational Update

CONSENT AGENDA

PROCUREMENT ITEM PREVIEW



Procurement Item/Suppliers	Local	Diverse
Procurement Item I: Underground Residential Distribution Facilities Replacement		
Zachry	✓	
BCOMM	✓	✓
Procurement Item II: Streetlight Maintenance		
LE Myers		
Chain Electric		
HJD Capital Electric	✓	✓
Procurement Item III: Underground Joint Trench Residential Services		
Mears Installation (Infrasource)		
Greenstone Electrical Services	✓	✓
Wampole - Miller		

To support our community, we partner with local and diverse suppliers.

COST SAVINGS

UNDERGROUND RESIDENTIAL DISTRIBUTION FACILITIES REPLACEMENT



- 2 underground residential facilities replacement suppliers provide cable, conduit and transformer replacement work:

- FY19 - suppliers completed 93 cable replacement projects

Cost Savings

Annual	\$289K
Total	\$578K



Crew completing underground rehab

We renegotiated contracts to achieve \$578K in total cost savings over the next 2 years.

COST SAVINGS

STREETLIGHT MAINTENANCE



- 3 suppliers provide repair, upgrade and replacement for up to 124K streetlights:

- ❑ Reduced completion time from 20 to 5 days
- ❑ Suppliers have improved customer satisfaction, while maintaining excellent safety records



Crew working on streetlight

Cost Savings	
Annual	\$66K
Total	\$198K

We renegotiated contracts to achieve \$198K in total cost savings over the next 3 years.

COST SAVINGS

UNDERGROUND JOINT TRENCH

RESIDENTIAL SERVICES



- 3 underground joint trench suppliers install customer-requested residential single-phase service:

- ❑ Completes majority of all joint trench services
- ❑ Strong customer relationships with the Real Estate Council of San Antonio
- ❑ Reduced installation completion from 12 to 7 days
- ❑ 147 subdivisions completed in FY19

Cost Savings	
Annual	\$169K
Total	\$507K



Crew completing joint trench work

We renegotiated contracts to achieve \$507K in total cost savings over the next 3 years.

COST SAVINGS



Successful contract renegotiations allowed us to obtain cost-savings for the community, while continuing to provide excellent customer service!

Cost Savings		
Underground Residential Replacement	2 Yrs	\$578K
Streetlight Maintenance	3 Yrs	\$198K
Underground Joint Trench	3 Yrs	\$507K
Total Cost Savings		\$1.28M

Overall, renegotiating existing contracts led to \$1.28M in cost savings over the life of the contracts.



Thank You