



**NY Power  
Authority**

# **STRATEGIC SUPPLY MANAGEMENT NIAGARA REGION SUPPLIER EXCHANGE**

**AUG 1, 2019**

**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**

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.

**Value Brought to New York State by NYPA**  
Despite the changes taking place in the industry, NYPA continues to deliver value to our customers and the State at a scale that others cannot. Since 2013:

- Carbon Avoidance:** NYPA's hydro generation offsets the CO<sub>2</sub> emissions of 1.7 million cars.
- Clean Energy:** 83% of megawatt-hours generated by our assets derive from carbon free resources.
- Jobs Created:** Our clean power programs support 240 customers and 400,000 jobs.
- Economic Value:** We have used our clean electricity to create \$1 billion dollars of economic value.
- Pumped Storage:** NYPA stores enough energy in our pumped storage plants to power 1.2 million homes.

**Strategic Initiatives and Key Projects**

- Customer Solutions**
  - Transforming the way NYPA engages with its customers
    - New York Energy Manager
    - Project EDGE
    - State Parks Solar
    - Customer Digital Experience
- Smart Generation + Transmission**
  - Creating and maintaining a backbone of intelligent, flexible and resilient transmission and generation infrastructure
    - AGILE
    - Marcy South Series Compensation
- Asset Management**
  - Ensuring NYPA has optimal understanding and visibility of our assets to make informed decisions with respect to the allocation of investments
    - ISOC
- Process Excellence**
  - Optimizing process performance across the enterprise
    - Procurement
    - Material to Cash
- Workforce Planning**
  - Creating a dynamic, engaged and upwardly mobile workforce of the future
    - MOSAIC HR system roll-out
- Knowledge Management**
  - Developing a flexible, creative and empowered workforce
    - Knowledge Transfer Program

**NYPA's Digital Hubs**

- Customer Insight—NYEM**  
New York Energy Manager (NYEM) is NYPA's digital customers. It provides real-time visualized data on how NYPA works with its customers to drive insight, energy performance, lower energy bills and integrate thousands of buildings, including all major state advantage of NYEM's data analytics and advisory services.
- Digital Generation & Transmission Oper.**  
With our market leading Integrated Smart Operations deploying advanced sensors, measurement technologies and communications infrastructure onto NYPA's assets. The ISOC will generate insights that help us better predict and detect problems with our generation and transmission facilities ensuring that we make optimal, cost efficient asset management investment decisions. This will enable us to manage our assets more flexibly in response to market conditions and grid reliability needs.
- World Class Grid Research—AGILE**  
The Advanced Grid Innovation Laboratory for Energy (AGILE) is New York's first electric power research facility. It will use Big Data analytics to simulate, develop, deploy and integrate the next-generation electric grid and position New York State as a leader in electric grid research.

**DIGITIZATION**

- Offer the best deal in electricity commodity management for our supply customers
- Be market leader for both energy efficiency and renewable 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.

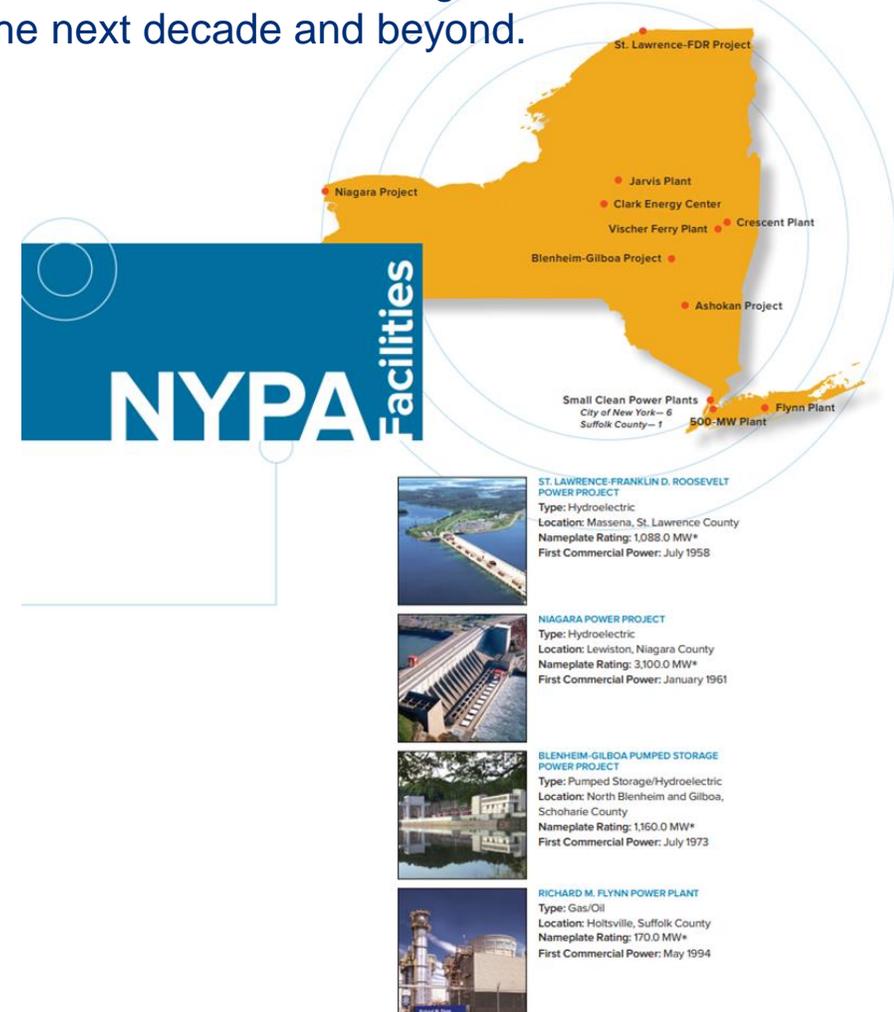
## ❑ Key lines of business

- 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



1. Source: 2017 Financial Report posted to NYPA.gov

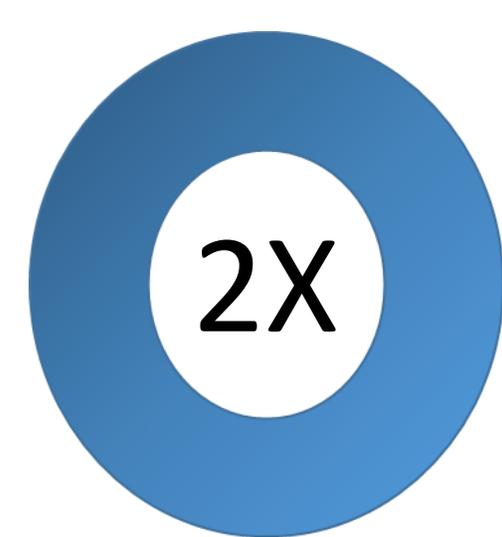
## 2020 Strategic Vision

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

- 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

<b>Services</b> Jennifer Travis Director Category Management (Services)	<b>Equipment, Materials and Commodities</b> Manuel Hamalian Director Category Management (Equipment)		<b>Indirects</b> Chris Lee Director Category Management (Indirects)
<b>Architectural, Engineering and Technical Services</b> 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 <b>Construction and Outage Services</b> Building Construction and MEP Services Civil Construction Services Environmental Remediation Services General Contractor Construction Services Mechanical and Electrical Contractor Services Operations, Maintenance and Repair Services Outage Management and Support Services Transmission Line Construction Services Vegetation Management Services	<b>Energy and Commodities</b> Power Purchase Agreements (PPAs) Utilities (Gas, Electric, Water, etc.) <b>Facilities Maintenance and Operations</b> 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 <b>Major Equipment</b> 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	<b>MRO and Inventory</b> Consumable Chemicals, Fluids and Fuels Lighting Logistics, 3PL and Freight Services Personal Protective Equipment Pipes, Valves and Fittings Plumbing, HVAC and Building Electric Materials Rental Equipment and Tools Small Pumps and Motors Tools and Small Parts Uniforms <b>Research &amp; Development</b> Emergent Technologies Innovation	<b>People-Related</b> Employee Benefits Knowledge and Training Permanent Staffing Services <b>Professional Services</b> Energy Consulting Environmental, Health and Safety Services Finance and Insurance IT Consulting Legal Managed Services Marketing and Advertising Meeting and Event Venues Non-IT Consulting Contingent Labor /Temporary Staffing (Professional) Temporary Staffing (Technical, Engineering, etc.) Travel <b>Technology</b> IT Hardware IT Services IT Software Network Operations Technology Telecommunications

**Major Projects**

Michele Romagnuolo

Manager Category Management (Major Projects)



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**NEXT GENERATION NIAGARA PROGRAM  
LOCAL SUBCONTRACTORS OPPORTUNITIES  
PROCUREMENT FORUM**

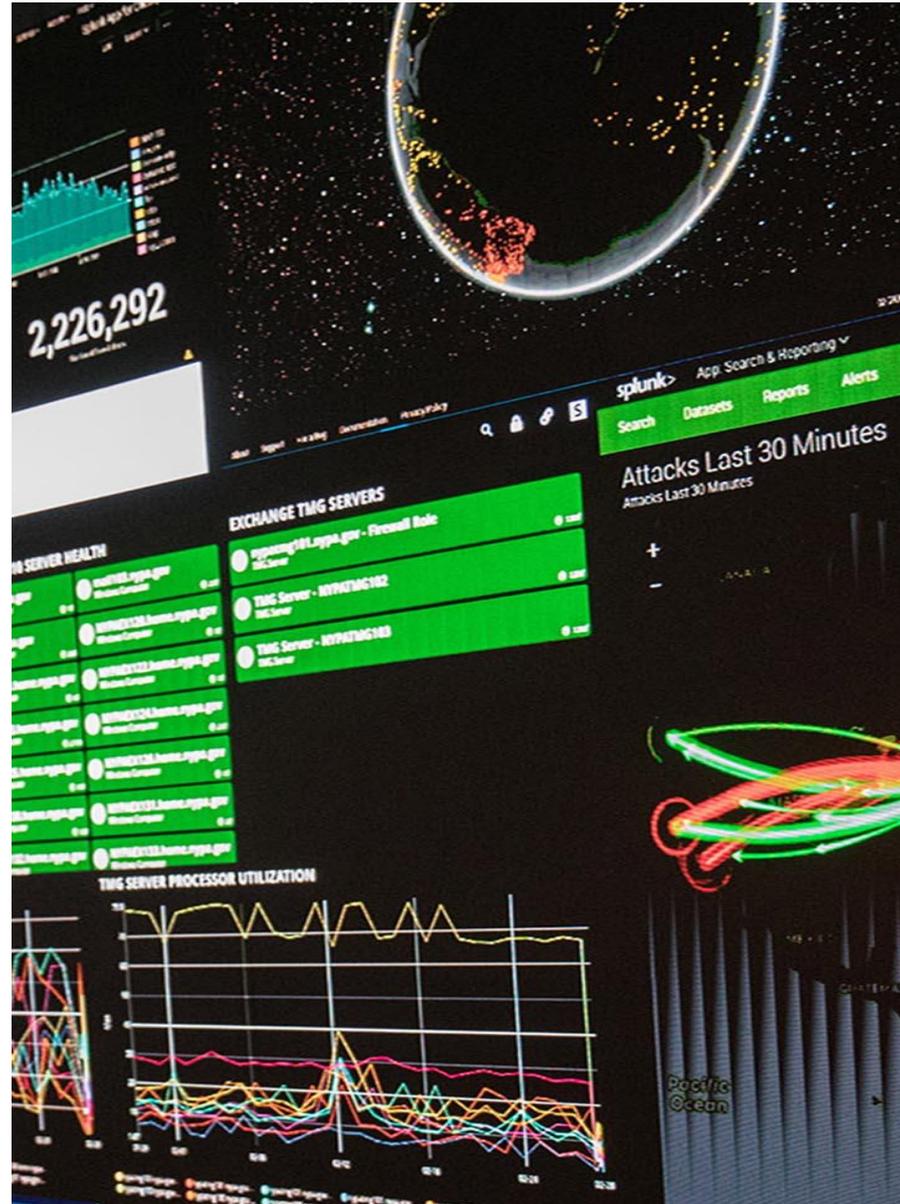
**AUG 1, 2019**

## 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  $\leq 480V$
- Coating/Painting Services
- Equipment Transportation Services
- Disposal Services
- Masonry
- HVAC
- Sheet Metal
- Piping



## 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

- |  |  |
|--|--|
| <ul style="list-style-type: none"><li>• Welding Services</li><li>• Coating/Painting Services</li><li>• Equipment Transportation Services</li><li>• Disposal Services</li></ul> | <ul style="list-style-type: none"><li>• Sheet Metal</li><li>• Piping</li><li>• HVAC</li><li>• Control Wiring</li><li>• Electrical</li><li>• Crane Services</li><li>• Concrete Services</li></ul> |
|--|--|

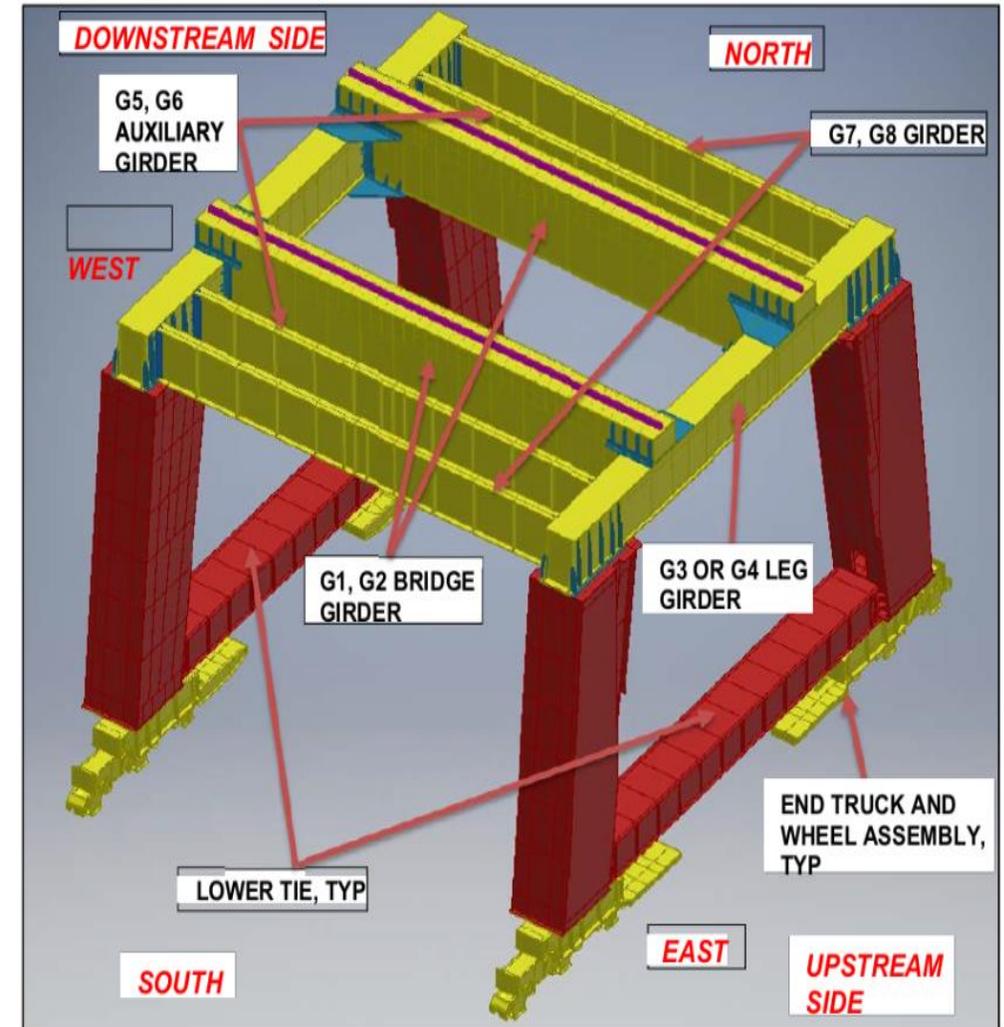


## Project Scope

- 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

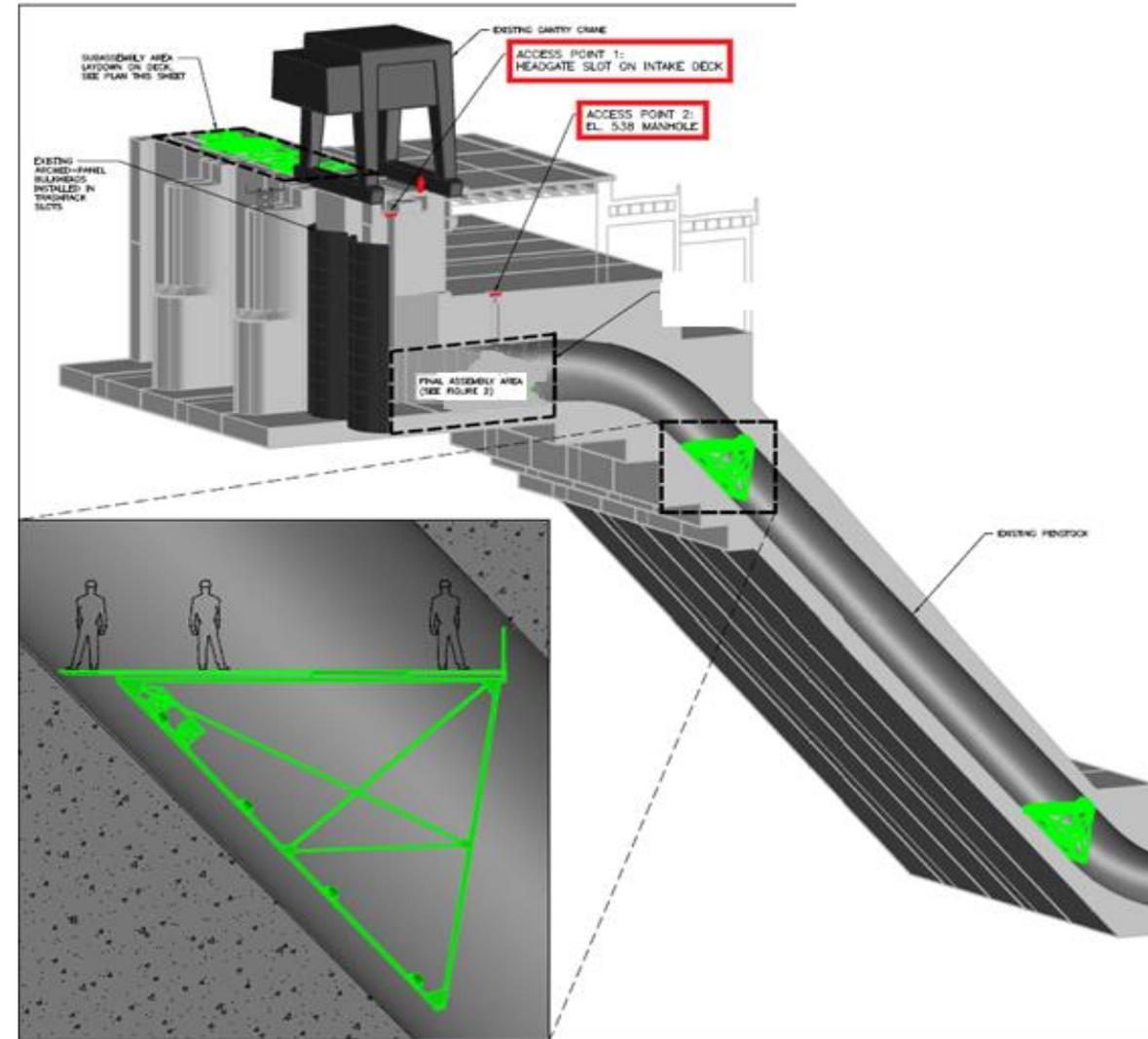


## Project Scope

- 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





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**NIAGARA LIFE SAFTEY SYSTEMS UPGRADE  
LOCAL SUBCONTRACTORS OPPORTUNITIES  
PROCUREMENT FORUM**

**AUG 1, 2019**

## 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

- |   |  |   |
|---|--|---|
| <ul style="list-style-type: none"><li>• Coating/Painting Services</li><li>• Disposal Services</li><li>• Engineering Design Services</li><li>• NDE Inspections</li></ul> | <ul style="list-style-type: none"><li>• Construction Management</li><li>• Excavation</li><li>• Electrical Supplies</li><li>• Permitting</li><li>• Equipment Rental</li></ul> | <ul style="list-style-type: none"><li>• Electrical &lt;= 480V</li><li>• Life Safety Inspections</li><li>• Utility Markout</li><li>• Control Wiring</li><li>• HVAC</li><li>• Surveying</li></ul> |
|---|--|---|





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**NIAGARA RIVER INTAKE UPGRADES  
LOCAL SUBCONTRACTORS OPPORTUNITIES  
PROCUREMENT FORUM**

**AUG 1, 2019**

## 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**

## 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





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# **UNIT SUBSTATION REPLACEMENT PROJECT LOCAL SUBCONTRACTORS OPPORTUNITIES PROCUREMENT FORUM**

**AUG 1, 2019**

## 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





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**POWER VISTA OVERPASS WINDOW REPLACEMENT  
LOCAL SUBCONTRACTORS OPPORTUNITIES  
PROCUREMENT FORUM**

**AUG 1, 2019**

## 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



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**BUILD SMART NY CHILLER REPLACEMENT  
LOCAL SUBCONTRACTORS OPPORTUNITIES  
PROCUREMENT FORUM**

**AUG 1, 2019**

## 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





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**LPGP GUARD HOUSE REPLACEMENT  
LOCAL SUBCONTRACTORS OPPORTUNITIES  
PROCUREMENT FORUM**

**AUG 1, 2019**

## 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





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# **SUPERSTRUCTURE BRIDGE REPLACEMENT LOCAL SUBCONTRACTORS OPPORTUNITIES PROCUREMENT FORUM**

**AUG 1, 2019**

## 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

## PROJECT SCOPE

- Clear water impounding earthen embankments of vegetation
- Repair embankment seeps and leakages



## OVERVIEW

- Timeframe 2020-20??
- Tree, stump and brush removal and repair.
- Major construction during non-navigation season.
- ~1,500 Acres Identified, ~5% complete to date.



## PROJECT SCOPE

- Rehabilitate waste and dive culvert structures



## OVERVIEW

- Currently under design.
- Culvert cleaning, slip lining, concrete rehabilitation.



## PROJECT SCOPE

- Rehabilitate guard Gate Structure



## OVERVIEW

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





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# **SUPPLIER DIVERSITY RELATIONSHIP BUILDING**

**AUG 1, 2019**

- 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

- 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

## RFQ Overview

[Add your firm as Interested Sub Or Supplier](#)

[View Interested Sub Or Supplier](#)