

Stand Out to Utilities

Five ways small businesses can sharpen their positioning, demonstrate their value and build stronger relationships with utilities and prime contractors.



Above EBMUD project engineers review plans during construction.

1. Lead with utility priorities

Public utilities manage essential infrastructure, public funds, and regulatory obligations. When we look at a vendor, we ask: Can this firm deliver reliably, and will partnering with them help us serve customers well? Lead with how you support safety, reliability, compliance, and long term value, and connect your projects to benefits for local communities so buyers quickly see how you help keep projects on track.

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2. Define a clear utility relevant niche

EBMUD and other utilities work with hundreds of suppliers, but we remember firms with clearly defined roles. Think about your niche in terms of context and value—for example, specializing in small diameter pipeline work in dense neighborhoods or providing multilingual engagement for infrastructure projects. Use that niche consistently in vendor registration, on your website, and in introductions at outreach events so staff recognize where you fit and when it makes sense to involve you.

3. Turn past work into proof that travels

Utilities and large primes respond strongly to concrete proof of performance. Create a simple “proof pack” with a few brief project snapshots that describe your role, key challenges, and outcomes, plus indicators such as on time completion, safety record, or local hiring. Share this proof in proposals and introductions so you move from “we can do this work” to “here is how we have done it, and why you can rely on us.”

4. Treat utilities and primes as core audiences

Many larger utility contracts are held by a small group of specialized firms, so a strong path to growth is becoming a trusted subcontractor or teaming partner while you also build direct relationships with the utility. Pay attention to which companies regularly appear on major projects, learn their areas of focus, and identify where your strengths—local presence, niche capabilities, language and cultural competence, or community engagement—make their proposals stronger. Frame your outreach around fit and contribution, paired with your proof pack, so primes and utilities can see how you add value.

5. Use every touchpoint to reinforce your positioning

Vendor registrations, outreach events, workshops, and newsletters like The Equalizer are all places where relationships and impressions are formed. Keep your vendor profile current and aligned with your niche and proof, attend events prepared with a clear introduction, and follow up with short, thoughtful messages to staff and primes you meet.

You do not need to be the largest firm in the room to become a strategic partner.

Focus on a clear role, evidence to back it up, and a deliberate approach to building relationships with utilities and the primes they trust—start by updating your vendor profile and proof pack before your next EBMUD outreach event.

Article courtesy of Laisar Management Group, LLC. Visit their website at laisar.com.

Construction

Latest Information: [construction-bids.ebmud.com](https://www.ebmud.com/construction-bids)

Wastewater projects are identified by a Specification Number bearing an "SD" designation. These specifications are available from the Wastewater Department at 510-287-1754. Bid documents without the "SD" designation are available from the Specifications Section at 510-287-1040. Bid documents are generally available at least 30 days before the estimated bid due date.

Walnut Creek Water Treatment Plant Filters Improvements - Spec. 2189

\$25M • Bid Date: 11/10/26 • 510-287-1269

Improve the filters and blower building, such as replacing troughs, media, valves, piping, and motors. Includes general site civil work such as access road and drainage improvements.

Water Treatment Plant Effluent Meters and Large Customer Meters Improvements and Circle Regulator Replacement - Spec. 2182

\$12M • Bid Date: 11/18/26 • 510-287-1269

Construct metering improvements at the District's WTP effluent meters and large customer meters at Lafayette, Sobrante, Orinda, Walnut Creek treatment plants, and various other large customer meters in Crockett, Rodeo, and Richmond.

Main Wastewater Treatment Plant (MWWTP) Secondary Reactors Rehabilitation Phase 2 - SD462

\$20M • Bid Date: 11/18/26 • 510-287-1280

Rehabilitate the Secondary Reactors at the MWWTP. This work includes piping rehabilitation, concrete resurfacing, and equipment replacement.

Adeline Maintenance Center (AMC) Campus Security Improvements Phase 1 - Spec. 2205

\$5.8M • Bid Date: 12/15/26 • 510-287-1269

Install additional site lighting and upgrade security systems at AMC Campus including security cameras, access monitoring devices, and wiring.

South and Alameda Interceptor Rehabilitation - SD456

\$10M • Bid Date: 12/16/26 • 510-287-1090

Rehabilitate 42" to 63" diameter sewer pipelines and maintenance holes on the South and Alameda Interceptors (in Oakland and Alameda respectively).

Pardee Chemical Plant Improvements - Spec. 2142

\$46M • Bid Date: 12/29/26 • 510-287-1269

Install a new lime system (modern lime slaker and CO2 storage and injection facilities) at Pardee Chemical Facility in Valley Springs.

Request for Prequalification of Electrical Contractors and Subcontractors for Selected EBMUD Projects

\$TBD • Bid Date: 12/31/26 • 510-287-1269

All electrical contractors and subcontractors that intend to submit a bid for performance of electrical work on EBMUD projects are required to complete the prequalification questionnaire, provide all requested materials, and be approved by EBMUD to be on the final qualified bidders list.

**All dates subject to change. All values are approximate.*

Please visit our website to update and/or register in our database: [ebmud.com/business](https://www.ebmud.com/business)

Upcoming Contract Opportunities

Construction CONTINUED

Latest Information: construction-bids.ebmud.com

Adeline Maintenance Center (AMC) Administration Building HVAC System Upgrade – Spec. 2170

\$500K • Bid Date: 2/9/27 • 510-287-1269

Replace obsolete HVAC equipment and control systems to ensure proper management of HVAC at AMC in Oakland.

Main Wastewater Treatment Plant (MWWTP) Hypochlorite Piping Replacement Phase 3 - SD414

\$5M • Bid Date: 2/27/27 • 510-287-0300

Replacement of existing sodium hypochlorite chemical feed system and multiple dosing control headers throughout the MWWTP, replacement of PVC chlorine solution pipelines, miscellaneous structural and electrical improvements.

Main Wastewater Treatment Plant Influent Pumping Station Seismic Retrofit Project - SD437

\$30M • Bid Date: 4/28/27 • 510-287-1681

Seismic retrofit of the Influent Pumping Station, relocation of existing electrical duct banks, and miscellaneous improvements.

San Pablo Recreation Sewer Force Main Replacement - Spec. 2208

\$850K • Bid Date: 6/1/27 • 510-287-1269

Detailed design of 2,100 feet of force main replacement that serves the San Pablo Recreation Area.

Remote Wet Weather Facilities Improvements Phase 1 - SD440

\$8M • Bid Date: 6/24/27 • 510-287-1609

Improvements to Point Isabel Wet Weather Facility, including expansion and replacement of chemical systems, concrete rehabilitation for sedimentation basins, replacement of 36" influent flow meters, coating removal of wet wells, and miscellaneous improvements.

Materials and Supplies

Latest information: ebmud.com/business-center/materials-and-supplies-bids

Resilient Wedge Gate Valves for Stock (Alpha Valves)

\$3.3M • Bid Date: 10/28/26 • 510-287-0454

Furnish resilient wedge gate valves in the sizes and estimated quantities.

Dewatering Polymeric Flocculants

\$10M • Bid Date: 11/19/26 • 510-287-0454

Furnish and deliver polymeric flocculants on an as-required basis to the Main Wastewater Treatment Plant.

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Services - General, Professional, and Small Construction

Latest information: ebmud.com/rfp

Requests for Proposals (RFPs) for the projects listed are generally available at least 30 days before the estimated proposal due date.

Main Wastewater Treatment Plant (MWWTP) Electrical Reliability Improvement Project

\$1.9M • Due Date: 11/20/26 • 510-453-7512

Design electrical improvements at the MWWTP including but not limited to addition of redundant feeds and transformers to existing substations; new sumps; replacement of 12kV transformer, uninterruptable power supply, and variable frequency drives.

Administration Building 8th Floor Prefabricated Cubicle Enclosure

\$60K • Due Date: Fall 2026 • 510-287-0352

Design and install prefabricated walls to enclose an existing cubicle area for improved privacy.

Administration Building Automated Door Openers

\$40K • Due Date: Fall 2026 • 510-287-0352

Install new ADA compliant door openers at the William "Bill" Patterson Boardroom and at the men's and women's restrooms on the 2nd floor of the Administration Building.

Administration Building Electrical Distribution System Master Plan

\$700K • Due Date: Fall 2026 • 510-287-1052

Comprehensive assessment of electrical distribution system and development or recommendations for equipment upgrades and replacements.

Upper San Leandro (USL) Reservoir Blowoff Reconfiguration

\$280K • Due Date: Fall 2026 • 510-287-1113

Planning level sediment study, alternatives evaluation, and pre-design of the selected alternative to reconfigure the USL Reservoir blowoff.

Planning Study for Moraga Raw Water Pumping Plant (RWPP)

\$900K • Due Date: Winter 2026 • 510-986-7932

Facility evaluation of Moraga RWPP and development of basis of design report.

Local Watershed Tree Planting, Maintenance, and Monitoring

\$1.3M • Due Date: Winter 2026 • 510-986-7932

Planting and monitoring 401 trees at an off-site location in the North Local Watershed area to offset environmental impacts from the Spec 2139 Orinda Disinfection Project.

Upcountry Spillway Evaluations and Upgrades

\$40K • Due Date: Spring 2027 • 510-287-7033

CCTV inspection services and drain flushing for subdrains at Camanche and Pardee Spillways.

Planning Study for Folsom South Canal Connection Facilities Chemical Improvements

\$300K • Due Date: Spring 2027 • 510-986-7932

Chemical systems audit at Clay Station and Camanche Raw Water Pumping Plants to determine deficiencies with existing chemical feed and storage systems and develop a recommendation summary report.

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Upcoming Contract Opportunities

Services - General, Professional, and Small Construction

CONTINUED

Latest information: ebmud.com/rfp

Requests for Proposals (RFPs) for the projects listed are generally available at least 30 days before the estimated proposal due date.

Design Review Services for Security Improvements

\$1.5M • Due Date: Spring 2027 • 510-287-0520

Develop security design guide, provide as-needed design review, maintain security specs and typical details, and security programming.

New Central Area Service Center (NCASC) Public Art

\$345K • Due Date: Summer 2027 • 510-287-0352

Design, fabricate and install public art at the NCASC.

Sobranite Water Treatment Plant American with Disabilities Act (ADA) Upgrade

\$125K • Due Date: Summer 2027 • 510-287-0352

Design and prepare construction documents for ADA upgrades including restrooms, locker & shower rooms.

Administration Building 2nd Floor Restroom Repairs

\$180K • Due Date: Summer 2026 • 510-287-0568

Remove and replace 35-foot length of four-inch sewer lateral in the wall of the men's restroom. Work includes wall and tile demolition and restoration.

Equal Employment Opportunity (EEO) Investigations, Related Services, and Mediations Consultant Roster (EEO CR) - Request for Statement of Qualifications

\$TBD • Due Date: Continuous • 510-287-0353

EBMUD requests a Statement of Qualifications (SOQ) from firms interested in placement on the Equal Employment Opportunity (EEO) Investigations, Related Services, and Mediations Consultant Roster (EEO CR), and/or Alternative Dispute Resolution (ADR) Consultant Roster (ADR CR). Firms may submit a SOQ for either roster or both.

Employee and Organizational Development Facilitator and Coach Roster - Request for Statement of Qualifications

\$TBD • Due Date: Continuous • 510-287-0711

EBMUD requests a Statement of Qualifications from firms interested in competing for placement on the Employee and Organizational Development Facilitator and Coach Roster (EOD-FCR).

Various Paving in Public Right of Way

\$250K-\$1.2M • Due Date: Varies • 510-407-2708

- Mt. Diablo/Moraga Road, Lafayette
- Dos Posos/Camino Sobranite Phase II, Orinda
- Outlook Cluster Phase I/II, Oakland

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EBMUD's Contract Equity Office
Presents



FIRST WEDNESDAY VIRTUAL SMALL BUSINESS FORUMS

Learn about EBMUD's contracting process, upcoming contracting opportunities, and other topics.



Every first Wednesday
from 2:30 pm - 3:30 pm

For more information please contact us at
contract.equity@ebmud.com or visit ebmud.com/cep

Upcoming Calendar Events

October 2026

- 15 Berkeley Chamber of Commerce: [Business After Hour Chamber Networking Event](#). Registration: web.berkeleychamber.com/events
- 19-20 Women Construction Owners & Executives (WCOE): [2026 WCOE Business and Leadership Conference, San Diego](#). Information: wcoecalifornia.com/annual-conference
- 21 Caltrans: [Avoid Disaster with Caltrans Emergency Contracts](#). Registration: cadot.webex.com/weblink/register/r74eae4cd43335e14ab25d4f927b58473
- 25-28 National Minority Supplier Development Council: [Annual Conference and Exchange, Los Angeles](#). Information: nmsdc.org/events/
- 28 Golden Gate Business Association: [Business Education Series](#). Registration: ggba.com/connect

November 2026

- 4 East Bay Municipal Utility District: [First Wednesday Virtual Small Business Forums](#). Registration: ebmud.com/about-us/events
- 6 San Leandro Chamber of Commerce: [First Friday: Open for Business](#). Registration: business.sanleandrochamber.com/calendar
- 10 Golden Gate Business Association: [Monthly Make Contact Networking Event](#). Registration: ggba.com/event-calendar
- 28 Small Business Saturday: [Shop small and support local businesses this holiday season!](#)

December 2026

- 2 East Bay Municipal Utility District: [First Wednesday Virtual Small Business Forums](#). Registration: ebmud.com/about-us/events
- 4 San Leandro Chamber of Commerce: [First Friday: Open for Business](#). Registration: business.sanleandrochamber.com/calendar
- 9 California Hispanic Chamber of Commerce: [Legislative & Economic Outlook \(Hybrid\)](#). Registration: cahcc.com/legislative-economic-outlook

Upcoming Activities

Calendar

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