

Inside KUB Procurement

Quarterly Newsletter
January–March 2026

www.kub.org/procurement

Email: Smallbiz@KUB.org
SupplierOutreach@KUB.org



SUPPLIER
OUTREACH

KUB provides safe and reliable electric, fiber, natural gas, wastewater treatment, and water services to nearly 520,000 customers in Knox and parts of seven surrounding counties.

Get to Know Xavian Daniel



What department are you in, and how long have you been at KUB?

I have been with KUB working in the Information Services Department (ISD) since July 2019.

What makes information technology (IT) so small business friendly?

Our IT procurement strategy continues to be small business friendly by focusing on general IT equipment such as manufacturer-spec laptops, keyboard and mouse sets, and connection cables. These are widely available, low-cost items that many small businesses across our region and the country can readily supply. The broad availability of these products fosters healthy competition among vendors, helping us maintain cost efficiency without compromising quality. In today's fast-paced tech environment, most suppliers keep these items in stock and can ship them quickly, ensuring minimal disruption to our operations.

How can more local businesses work with and get involved with KUB ISD?

KUB ISD is committed to supporting small local businesses. If you're a local vendor interested in working with us, here's how you can get involved:

- **Register on Bidnet Direct:** Our official bid portal is where all small business opportunities are posted.
- **Check weekly:** New bids are added regularly, so we encourage vendors to review the portal at least once a week.
- **Sign up for notifications:** Stay informed by subscribing to alerts for small business opportunities.

- **Participation matters:** Even if your bid isn't selected, KUB keeps a record of all participating small businesses for future opportunities.
- **Stand out:** Vendors who demonstrate strong communication, prompt delivery, and competitive pricing are more likely to be considered for additional procurement needs.

Upcoming Event

KUB Procurement Showcase

Are you a contractor looking to do business with KUB? KUB's Procurement Department wants to connect with you!

January 13, 8-10 a.m.

KUB Corporate Services Conference Center,

Training Room C

4505 Middlebrook Pike, Knoxville, TN 37921

KUB's Procurement Department staff members and representatives from across the organization will share information with vendors about their upcoming projects and be available to answer questions. A presentation will begin at 8 a.m. followed by conversation tables with the KUB employees listed below.

Procurement – Whole Staff

Gas Systems Engineering – Ben Carey

Electric Systems Engineering – Jeremy Walden

Water Systems Engineering – Herschel Hall

Plant Operations – Chris Thomas

System Maintenance – Pipes – Tommy Lawhorn

System Maintenance – Wires – Kevin Roberts

Communications Infrastructure – Jose Pena

Information Services – Jeremy Loveday

Facilities – Salina Douglass

Transportation – Chris Lowery

Follow KUB Procurement on X @KUBbiz for information about additional ways you can connect with KUB staff members.

Upcoming Opportunities

- Charging station maintenance agreement
- Stationary first aid kits supply agreement
- Substation autotransformer
- Brocade support software
- Commvault Metallic software
- A10 Gold Support software
- Autosys software
- Red Hat software
- VMware software
- Checkpoint software
- Duo Essentials software
- Solar Winds software
- Kingston Pike sewer shortline improvements
- Davida-Kentwood sewer rehabilitation
- Welding qualification services
- Natural gas service pipeline welding services
- Vending machine services-request for information
- Field Operations south parking lot
- Field Operations facility north renovation
- Transportation facility upgrades

KUB Purchasing Limits

The Procurement Department is responsible for materials, supplies, services, construction, and maintenance purchases separated into these categories:

Small Purchases:

- Purchases between \$0-\$14,999: No competition required

Formal Competitive Process:

- Purchases between \$15,000-\$49,999: Three written quotes
- Purchases \$50,000+: Requires publicly advertised bids

How to Bid on KUB Projects with BidNet

1. Visit bidnetdirect.com
2. Click "Vendor Registration"
3. Create a free account (Limited)
4. Verify your email address via emailed link from BidNet, and create your password
5. Create company profile (or select from list if the profile is already created)
6. To search within BidNet for KUB bids, search "KUB" in the keywords search box



Check for open KUB bids:

- Visit www.kub.org/procurement and click "View open bids and request for proposals"
- Follow KUB Procurement on X @KUBbiz

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Have Questions?

Have a question that hasn't been answered? Want more information on a specific topic? Email KUB Procurement at supplieroutreach@kub.org.