

T&R Communications, Inc.

Ever wonder why your cell phone service doesn't fail inside the SMUD headquarters building? You can thank local small business and SEED vendor, T&R Communications, Inc. They provided the Distributed Antenna System (DAS) which helps extend the strength of wireless signals within the concrete walls of the building – something hundreds of SMUD employees are thankful for. Perhaps more importantly though, is the shining example T&R provides as a successful participant in SMUD's SEED program, embodying the mission of the program to power the local economy by supporting small business.



T&R first learned of the SEED program through email outreach from the SMUD team. Following their registration in EBSS (Electronic Bid Solicitation System), they leveraged the opportunity to attend the Meet the Primes event where subcontractors were invited to network with the pre-qualified prime contractors for the SMUD headquarters rehabilitation project. As a result of their attendance at Meet the Primes, T&R was able to connect with one of the primes to build the best proposal, including innovation and best practices for saving SMUD time and money, earning \$1.4 million in business as part of the winning proposal.

In addition to the DAS, T&R provided sound masking and distributed cable systems for the headquarters building. They worked closely with the prime contractor, Roebbelen, as well as fellow subcontractors, manufacturers and distributors. Pat McMurray, President of T&R says collaboration was key, recognizing that “the people we partnered with at NECA/IBEW, Rosendin Electric, Panduit, General Cable and Graybar did an awesome job making the work flow easily.”

Following the sub-contracting experience with Roebbelen, T&R was able to build upon their success as a SEED vendor and secure involvement in other large regional construction projects such as the Centene campus in Natomas and the 10th and O project downtown. This steady flow of work helps the company manage the highs and lows of contractor demand, something T&R is familiar with, having been in business since the 1980s.

T&R reports that they've been able to double their manpower and buying power, an essential factor in their ability to now bid on higher dollar projects. “I am so incredibly grateful for SMUD's SEED program and the state of California Office of Small Business,” said Pat. “These programs allowed us to grow our business to the next level.” Pat praised SMUD for making it easy for small businesses to earn contracts and for valuing the contribution of SEED vendors to regional prosperity.

