

EXHIBIT 2



Date: August 8, 2016

To: Elton Brock, Purchasing Manager *E.B.*

From: Jerry Fielder, Division Engineering Manager, Denton Municipal Electric

Subject: **Business Justification for selection of GIS and Operation Technology Consulting Services for Denton Municipal Electric projects – SSP Innovations, Inc.**

DME is proposing SSP Innovations, Inc. as a single-source provider for professional services related to its geospatial and other operation technology systems. DME's has utilized ESRI and Schneider geospatial software products for over twenty years. Services included with the PSA proposal are often considered specialized and limited to a small group of suppliers. It is key for whomever provides support services for DME's geospatial and other systems to be knowledgeable of our systems and be considered a leader amongst their peers in the industry. SSP Innovations, Inc. meet these requirements for the following reasons:

1. They are knowledgeable of DME's existing systems.
2. They have provided prior analytical and process support for systems directly related to DME's geospatial and operation technology.
3. They are a recipient of ESRI Partnership Awards in 2015 and 2016.
4. They hold a leadership position on ESRI's Advisory Council.
5. They have provided similar services to the City of Garland, a sister TMPA city. Garland has given SSP Innovations, Inc. high recommendations.
6. They have experience with the municipal model of business with municipal clients which include: CPS Energy (San Antonio, TX), Austin Energy (Austin, TX), City of New Braunfels (New Braunfels, TX), City of Houston (Houston, TX), Memphis Light, Gas & Water (Memphis, TN) and Burbank Water & Power (Burbank, CA).

DME believes SSP Innovations, Inc. employs the most qualified consultants available to provide the services DME requires. DME is proposing a 3-year professional services contract not to exceed \$2,000,000 for the services and tasks identified in the 2016 Innovation Plan.

Texas Local Government Code 252.022(4) allows for an exemption to competitive requirements for the expenditure of funds for procurement for a personal, professional, or planning service.

This document and any attachments thereto may contain information that is confidential, commercially-sensitive, proprietary, and/or public power utility competitive and financial information in accordance with the provisions of Texas Government Code, Section 552.101, 552.104, 552.110 and/or 552.133, and may be protected from required public disclosure.