

Issue Analysis Form

Date: February 8, 2022

Item: Award of Contract – AMI Radio Read Metering

Lead Department(s): Engineering & Utilities

Contact Person(s): Frank Haltom, Director



Description and Current Status

A Request for Proposals (RFP) to provide an Advanced Metering Infrastructure (AMI) Full Service Implementation and Maintenance Program was advertised on September 24, 2021, and closed on November 3, 2021. The program provided under this contract will improve the process of collecting monthly water utility meter data to enhance the level of service offered to utility customers.

The contract includes a turnkey deployment of approximately 3,139 meter accounts, followed by an ongoing field maintenance program that includes the network of meters, AMI endpoints, and software maintenance as well as full service data hosting for the County.

Proposals were received by Core & Main and Utility Service Co. Interviews with both companies were held on January 4, 2022. On January 25, Core & Main informed the County that they withdrew their proposal due to conflicts with their meter provider.

After the interviews, the County requested non-binding price proposals. A summary of the price proposal is attached. The cost of the program will be paid over a fifteen-year period.

Staff recommends a resolution to award the contract for AMI Full Service Implementation and Maintenance Program to Utility Service Co.; and to direct staff to negotiate the terms of the contract to not exceed the amount of the price proposal of \$3,011,934.40 provided by Utility Service Co.

Government Path

- | | | |
|---|---|--|
| Does this require IDA action? | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |
| Does this require BZA action? | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |
| Does This require Planning Commission Action? | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |
| Does this require Board of Supervisors action? | <input checked="" type="checkbox"/> Yes | <input type="checkbox"/> No |
| Does this require a public hearing? | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |

If so, before what date?

Fiscal Impact Statement

The current budget includes funds to award the contract. Award of the contract will require budgets over the next 15 years to include the annual costs of the program. The

annual costs of the maintenance program is subject to increase as new meters are added to the program.

County Impact

None.

Notes

None.

Board of Supervisors
County of Prince George, Virginia

Resolution

At a regular meeting of the Board of Supervisors of the County of Prince George held in the Boardroom, Third Floor, County Administration Building, 6602 Courts Drive, Prince George, Virginia, this 8th day of February 2022:

Present:

Marlene J. Waymack, Chair
Donald Hunter, Vice-Chair
Alan R. Carmichael
Floyd M. Brown, Jr.
T. J. Webb

Vote:

On motion of _____, seconded by _____, which carried unanimously, the following Resolution was adopted:

RESOLUTION: AWARD OF CONTRACT FOR FULL SERVICE IMPLEMENTATION AND MAINTENANCE PROGRAM TO UTILITY SERVICE CO.

WHEREAS, A Request for Proposals (RFP) to provide an Advanced Metering Infrastructure (AMI) Full Service Implementation and Maintenance Program was advertised on September 24, 2021, and closed on November 3, 2021; and

WHEREAS, The program provided under this contract will improve the process of collecting monthly water utility meter data to enhance the level of service offered to utility customers; and

WHEREAS, The contract includes a turnkey deployment of approximately 3,000 meter accounts, followed by an ongoing field maintenance program that includes the network of meters, AMI endpoints, and software maintenance as well as full service data hosting for the County; and

WHEREAS, Proposals were received by Core & Main and Utility Service Co. Interviews with both companies were held on January 4, 2022. On January 25, Core & Main informed the County that they withdrew their proposal due to conflicts with their meter provider; and

WHEREAS, The cost of the program will be paid over a fifteen-year period.

NOW, THEREFORE BE IT RESOLVED: That the Board of Supervisors of the County of Prince George this 8th day of February, 2022, does hereby award the contract for AMI Full Service Implementation and Maintenance Program to Utility Service Co. and

directs staff to negotiate the terms for the program not to exceed the price proposal of \$3,011,934.40 provided by Utility Service Co.

A Copy Teste:

Jeffrey D. Stoke
Interim County Administrator

RFP #22-04-7014 AMI Full Service Implementation and Maintenance Program
Non Binding Pricing Proposal

ITEM	SERVICES	COST
A	Implementation - system equipment, installation, integration services ^{1, 2}	\$ 1,898,845.00
B	Maintenance Program - cost per meter per month for 15 years. ³	\$ 1.97
TOTAL		

¹ A Full Service AMI/Meter Implementation that includes Equipment, Technology, SaaS Meter Data Management (MDM), Integration, License, Training, Network Installation, and Water Infrastructure has been provided in the attached AMI System and Maintenance Program worksheet

² A Full Service Maintenance Program that includes all costs and fees (including labor) for maintaining an AMI system and water meters, has been provided in the attached worksheet

³ Subject to Annual Cost of Service

For Entire Contract Term - \$1.97 X 3,139 Meters X 180 Months (15 Years) \$ 1,113,089.40