



## Recommendation for Water & Wastewater Commission

Commission Meeting Date:	February 5, 2020	COA Strategic Direction:	Government That Works For All
Council Meeting Date:	February 20, 2020		
Department:	Central Purchasing		
Client:	Daniel Layton, Rick Coronado		
SUBJECT			
Recommend approval to negotiate and execute a ten year multi-term contract with Aclara Technologies, LLC, to provide an Advanced Meter Infrastructure (AMI) system; a five year multi-term contract with Aclara Technologies, LLC, to provide AMI meters, meter installation, a data platform and integration, and a five year multi-term contract with WaterSmart Software, Inc., to provide an AMI customer portal, for total contract amounts not to exceed \$95,000,000 divided between the contractors.			
AMOUNT AND SOURCE OF FUNDING			
Funding is available from Texas Water Development Board Swift Funding loans, and in the Fiscal Year 2019-2020 Capital Budget of Austin Water. Funding for the remaining contract terms are contingent upon available funding in future budgets.			
Purchasing Language:	The Purchasing Office issued a Request for Proposals (RFP) 2200 MDD3001 for these goods and services. The solicitation issued on April 22, 2019 and it closed on June 27, 2019. Of the 23 offers received, the recommended contractors submitted the best evaluated responsive offers. A complete solicitation package, including a log of offers received, is available for viewing on the City’s Financial Services website, Austin Finance Online. Link: <a href="#">Solicitation Documents</a> .		
Prior Council Action:	N/A		
Boards and Commission Action:	February 5, 2020 - To be reviewed by the Water and Wastewater Commission.		
MBE/WBE:	This solicitation was reviewed for subcontracting opportunities in accordance with City Code Chapter 2-9C Minority Owned and Women Owned Business Enterprise Procurement Program and subcontractor goals were applied to two project categories of the solicitation. Subcontractor goals were exceeded and the resulting contracts will include 18.84% MBE and 32.41% WBE for the advanced meter infrastructure category and 32.41% MBE/WBE combined participation for the meter installation category.		

These contracts are for the purchase and installation of a complete Advanced Metering Infrastructure (AMI) system including implementation and required parts and services for Austin Water. The AMI project will replace customer's analog water meters with electronically read water meters connected to a wireless network. This technology removes the need to manually collect meter-reading data monthly. After AMI implementation, water meter reads will be collected at least daily. This data will be made available to customers via electronic devices, so they can better monitor their water usage between billing cycles. Electronic water meters will improve data collection by reducing meter re-reads and providing more frequent data collection while minimizing the man-hours and vehicle mileage currently needed to support the manual meter reading contract. Near real-time AMI data will be made available to customers via smartphones, desktop computers, etc. as they use water during the billing cycle. Other potential benefits include improving customer service and satisfaction, enabling customer usage alerts before a bill arrives, and identifying potential customer-side leaks. This data will also enable Austin Water to have better system diagnostic tools, such as leak detection. Additionally, this project will produce a superior metering asset management database that will better facilitate operations and maintenance activities. Although meter reads will be collected more frequently, the city's existing multi-service billing process through its Customer Care and Billing system will remain and continue to calculate customer's monthly bills.

The requested authorization amount was determined using each contractor's proposed price after negotiations conducted by City staff and includes a 9% contingency to cover unknown conditions encountered during the implementation. Contract awards are being recommended based on the highest evaluated responsive offer in five separate categories. Aclara Technologies, LLC is recommended for the following categories; metering including meters, endpoints, and lids; AMI system; data platform/system integration; and meter installation. WaterSmart Software, Inc. is recommended for the customer portal category.

An evaluation team with expertise in this area evaluated the offers and scored Aclara Technologies, LLC and WaterSmart Software, Inc. as the best to provide these goods and services based on demonstrated company experience and qualifications, project approach, alignment to technical and security requirements, price, and service-disabled veteran business enterprise.

If the City is unable to enter into a contract, Austin Water will be unable to proceed with implementing an AMI program.

#### **Contract Detail (Aclara Technologies, LLC):**

<u>Contract Term</u>	<u>Length of Term</u>	<u>Contract Authorization</u>
Initial Term	7 yr.	\$ 11,400,000
Optional Extension 1	1 yr.	\$ 700,000
Optional Extension 2	1 yr.	\$ 700,000
Optional Extension 3	1 yr.	\$ 700,000
<b>TOTAL</b>	<b>10 yrs.</b>	<b>\$ 13,500,000</b>

**Contract Detail (Aclara Technologies, LLC)**

<u>Contract Term</u>	<u>Length of Term</u>	<u>Contract Authorization</u>
Initial Term	3 yr.	\$79,179,850
Optional Extension 1	1 yr.	\$ 139,900
Optional Extension 2	1 yr.	\$ 130,600
<b>TOTAL</b>	<b>5 yrs.</b>	<b>\$79,450,350</b>

**Contract Detail (WaterSmart, Inc.):**

<u>Contract Term</u>	<u>Length of Term</u>	<u>Contract Authorization</u>
Initial Term	3 yr.	\$ 1,320,150
Optional Extension 1	1 yr.	\$ 360,100
Optional Extension 2	1 yr.	\$ 369,400
<b>TOTAL</b>	<b>5 yrs.</b>	<b>\$ 2,049,650</b>

Note: Contract Authorization amounts are based on the City's estimated annual usage.

## **M/WBE Summary**

Participation goals were established for Project Category 2 – AMI System in the solicitation and were 3.58% MBE and 1.31% WBE. The recommended contractor's M/WBE Compliance Plan exceeded goals with 18.84% MBE and 32.41% WBE participation and was approved by the Small and Minority Business Resources Department.

### **Project Category 2 – AMI System**

<b><u>NON - MBE/WBE TOTAL - PRIME</u></b>	<b><u>20.06%</u></b>
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Aclara Technologies, LLC, St. Louis, MO

<b><u>MBE TOTAL - SUBCONTRACTORS</u></b>	<b><u>18.84%</u></b>
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<b><u>Asian Total – Subcontractors</u></b>	<b><u>18.84%</u></b>
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(FA) Asakura Robinson, Austin, TX [Planning, site (installation and project)]	12.44%
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(MA) Civiltude, Austin, TX [Planning, site (installation and project)]	6.40%
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<b><u>WBE TOTAL – SUBCONTRACTORS</u></b>	<b><u>32.41%</u></b>
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(FA) Adisa Communications, Austin, TX (Communications, public relations)	9.40%
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(FC) Studio Balcones, Austin, TX [Planning, site (installation and project)]	23.01%
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<b><u>NON MBE/WBE – SUBCONTRACTORS</u></b>	<b><u>28.69%</u></b>
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Civil Design Incorporated, St. Louis, MO (Network design and install)	6.49%
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Drenner Group, Austin, TX [Planning, site (installation and project)]	22.20%
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Participation goals were established for Project Category 5 – Meter Installation in the solicitation and were 1.76% MBE/WBE combined. The recommended contractor's M/WBE Compliance Plan exceeded goals with 21.10% WBE participation and was approved by the Small and Minority Business Resources Department.

#### **Project Category 5 – Meter Installation**

<b><u>NON - MBE/WBE TOTAL - PRIME</u></b>	<b><u>63.86%</u></b>
Aclara Technologies, LLC, St. Louis, MO	

<b><u>WBE TOTAL – SUBCONTRACTOR</u></b>	<b><u>21.10%</u></b>
(FH) S E Packages Inc. D/B/A Tres Mujeres Construction Company, Austin, TX (Plumbing, construction services, general)	

<b><u>NON MBE/WBE – SUBCONTRACTORS</u></b>	<b><u>15.04%</u></b>
Badger Daylighting Corp, Motorsports Way, Brownsburg, IN (Site preparation, excavation support)	

Scott-Nairns, LLC D/B/A MetalWork Austin, Austin, TX (Metal work)	7.48%
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