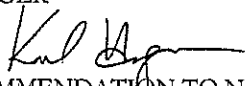

RECOMMENDATION

TO: STEVE GIESBRECHT, BOROUGH MANAGER
FROM: KARL HAGERMAN, UTILITY DIRECTOR 
SUBJECT: NORTH HARBOR AMI PROJECT – RECOMMENDATION TO NEGOTIATE
DATE: 3/20/2019
CC: DEBBIE THOMPSON, BOROUGH CLERK
PROJECT FILE

The Power and Light department publicly solicited proposals for the North Harbor AMI project from December 12, 2018 – February 5, 2019. The solicitation is for supply, integration, training and support of a fully functioning radio frequency based Advanced Metering Infrastructure system for deployment in the North Harbor – with testing of the system performance in the extremities of the South and Middle Harbors prior to full deployment in the North Harbor.

The system will reduce considerable time spent by PMPL staff in the summer time to disconnect and reconnect harbor stall meters due to transient vessels and hot berthing situations. The system will also send automated readings to the utility billing system every month, provide outage information and set the department up to springboard into full harbor deployment and beyond. It also will replace the current meter reading technology in the harbor that is being phased out by the industry and will no longer be supported by our handheld readers in the next year.

The solicitation resulted in four proposals being received. All proposals were scored by an evaluation committee, made up of Borough staff and one outside consultant, with the resulting ranking and first year cost information provided below.

<u>Proposer</u>	<u>Evaluation Score</u>	<u>Cost Proposal</u>	<u>Annual Fees</u>
Eaton	144	\$113,784	\$7,000
Landis + Gyr	124	\$146,946	\$5,633
Tantalus	118.8	\$168,259	\$7,250
Sensus/Ferguson	106.2	\$141,885	\$13,733

Note: The costing information provided represents the cost of the system without installation by the vendors. As some vendors do not normally provide installation services, this service is being viewed as a subject of negotiation and will likely be performed in-house by PMPL, or through local resources, to save costs.

It is recommended by PMPL that the Borough Assembly concur with the findings of the evaluation committee and allow negotiations to commence with EATON, with the goal of coming to final terms for the North Harbor AMI system.

Once negotiations are complete, a subsequent Award Recommendation will be brought before the Assembly for approval, which will contain the not-to-exceed contract price for the work. The current Capital Project fund balance for this work sits at \$145,000.

Thank you.