



# City Council Report

**Date:** February 24, 2020  
**To:** City Council  
**Through:** Michael Kennington, Deputy City Manager/Chief Financial Officer  
**From:** Edward Quedens, Business Services Director  
Matt Bauer, Procurement Administrator  
**Subject:** Three-Year Term Contract with Two Years of Renewal Options for Water Meter Equipment and Parts for the Water Resources Department **(Citywide)**

## Recommendation

Council is requested to approve the award as recommended.

A committee representing the Water Resources Department and Purchasing evaluated responses. The evaluation committee recommends awarding the contract to the qualified, responsive and responsible proposals from Dana Kepner Company, Inc.; and Zenner Performance Meters, Inc.; at \$50,000 annually, with an annual increase allowance of up to 5% or the adjusted Consumer Price Index.

## Background / Discussion

This contract will provide replacement measurement equipment and parts for currently installed water meters and future installed meters.

The City received two proposal responses of which both met the minimum qualifications. The evaluation committee determined that both vendors submitted advantageous offers and completed the final scoring based on the criteria in the solicitation. Award is recommended to: Dana Kepner Company, Inc., for Sensus meter parts and related equipment; and Zenner Performance Meters, Inc., for Zenner meter parts and related equipment. The evaluation was conducted by and points were awarded by consensus by the evaluation committee.

Dana Kepner Company, Inc. is the exclusive authorized distributor of Sensus products in Arizona.

## Purchase Information

Action: Award  
Procurement Type: Request for Proposals  
Contract Number: 2020108  
Local Consideration: Not applicable as there were no Mesa responses  
Protests Received: None  
Initial Contract Term: Three years  
Possible Renewals: Up to a maximum of two years, renewals subject to Administrative review and approval

Funding Source: Water Resources Department budget through the Utility Replacement Extension and Renewal Fund and Water Utility - Operations and Maintenance

### **Proposal Responses**

Dana Kepner Company, Inc. – Phoenix, AZ  
Zenner Performance Meters, Inc. – Addison, TX

### **Final Scoring**

Respondent	Total Points Possible / 425
Dana Kepner Company (Recommended – Sensus)	<u>405</u>
Zenner Performance Meters (Recommended – Zenner)	<u>420</u>