



# City Council Report

**Date:** May 17, 2021  
**To:** City Council  
**Through:** Michael Kennington, Deputy City Manager/Chief Financial Officer  
**From:** Edward Quedens, Business Services Director  
Matt Bauer, Procurement Administrator  
**Subject:** Five-Year Term Contract with Two, Five-Year Renewal Options for an Outage Management Solution (Addition) for the Energy Resources Department  
**(Funded by the Utility Replacement and Renewal Fund) (Citywide)**

## Recommendation

Council is requested to approve the award as recommended.

A committee representing the Energy Resources, Innovation and Technology, and Business Services Departments, and Purchasing evaluated responses. The evaluation committee recommends awarding the contract to the highest scored proposal from Sensus USA Inc. at \$535,011.11 for the initial five-year term, not including applicable sales tax.

## Background / Discussion

This contract will provide an Outage Management Solution to be used to track, manage, and restore electric outages for City of Mesa electric customers. Energy Resources' goal is to have the system in place before the monsoon season begins in 2022.

Energy Resources operators, dispatchers, and crews will use this solution to:

- Centralize near real-time system status and customer information
- Provide updates internally and to customers through:
  - Self-service web outage map
  - Proactive automated calls
  - Proactive text notifications
  - Develop reports on outages including reliability indices such as outage frequency and duration

The benefits of the Outage Management Solution include:

- Quick detection of outages and outage notification
- Improved response times
- Improved customer satisfaction and communication

The purchase is the first purchase as part of the City's Advanced Meter Infrastructure (AMI)/Smart Metering initiative.

The City received three proposal responses of which all vendors met the minimum qualifications. The evaluation committee evaluated the proposal responses in accordance with the City's established policies and procedures. Two Best and Final Offers (BAFO) requesting the vendor's lowest pricing were requested by the evaluation committee. The committee completed scoring the responses against the scoring criteria in the solicitation. Based upon the evaluation results and BAFO results, the committee unanimously recommends award to the highest scored proposal from Sensus USA, Inc. The Sensus/Milsoft solution is the proposal that was determined to be the best fit for the City's requirements considering qualifications and cost.

### **Purchase Information**

Action: Award

Procurement Type: Request for Proposals

Contract Number: 2020190

Local Consideration: Policy did not apply to this procurement method

Protests Received: None

Initial Contract Term: Five Years

Possible Renewals: Up to a maximum of two, five-year renewals subject to Administrative review and approval

Funding Source: Utility Replacement and Renewal Fund

### **Proposal Responses**

dataVoice International dba, Data Voice - McKinney, TX

Itron, Inc. - Liberty Lake, WA (AMI and OMS)

Sensus USA, Inc., a Xylem brand - Morrisville, NC (AMI and OMS)

#### No Bid responses received from:

Anixter – Phoenix, AZ

Badger Meter – Milwaukee, WI

Electrical Marketing Solutions – Salt Lake City, UT

Ferguson Waterworks – Phoenix, AZ

Landis+Gyr

OSI – Medina, Minnesota

Schneider Electric

Cellco Partnership dba, Verizon Wireless – Annapolis Junction, MD

### **Final Scoring after Best and Final Offers**

Respondent	Total Points Possible / 8,370
Sensus / Milsoft (Recommended)	<u>5,853</u>
Data Voice	5,841
Itron / Milsoft	5,840

## One-Time and Ongoing Costs

\$535,011.11	Total Amount Year 1 through 5 - less Sales Tax (includes initial one-time costs (hardware, software, licensing, and professional services, such as project management, training services, implementation, etc.) as well as ongoing annual costs (support and maintenance, text, and contingency costs)
\$329,195.84	Total Amount Year 6 through 10 - less Sales Tax (ongoing annual costs such as support and maintenance, text, and contingency costs, etc.)
\$362,510.95	Total Amount Year 11 through 15 - less Sales Tax (ongoing annual costs such as support and maintenance, text, and contingency costs, etc.)
<u>\$1,226,717.90</u>	Total (Year 1 to 15) – less Sales Tax