

September 7, 2005

TO: John Szerlag, City Manager

From: Brian P. Murphy, Assistant City Manager/Services
Jeanette Bennett, Purchasing Director
Timothy L. Richnak, Public Works Director

Subject: **Agenda Item** – Amendment #1 - SLC Meter Service Inc.
Automatic Meter Reading System

RECOMMENDATION

On February 7, 2005, the City of Troy Council approved a contract SLC Meter Service Inc., to provide automatic meter reading (AMR) system software, equipment, and services for a period of five (5) years to the highest rated bidder as a result of a best value process, , at an estimated net total cost of \$78,350.00 (Resolution #2005-02-057). This initial program included the conversion of **1,000 industrial meters** to an automatic meter reading system over a two-year period. The program did extremely well and about 994 meters have already been converted with the remaining 6 meters to be completed shortly.

City management recommends that City Council approve a negotiation process to amend the contract to expand the scope of the original program to include the conversion of an **estimated 26,000 residential meters** over a four (4) year period at an estimated cost of \$347,035.00 per year. Due to the number of residential meters, staff believes that volume discounts may be available and accessed through negotiations with SLC Meter Service, Inc. The RFP process selected the best value “system”, and the inclusion of residential meters would further expand its use.

REASONS TO EXPAND THE AMR PROGRAM TO RESIDENTIAL METERS

1. The software, digital encoder, and collection units are already purchased. Since DPW staff does the installation, the cost to extend the program is limited to the Meter Interface Units (MIU) which were substantially lower in cost than the other participant in the AMR Request for Proposal process (\$53.39 each Vs. \$87.00 each)
2. The installation of the MIU devices by City staff for industrial meters has gone better than estimated. It was anticipated that 500 units would be installed in the first year of the program and a second 500 units would be installed in the second year of the roll-out. Since the award date of February 7, 2005, 994 units have been installed. The program was instituted to solve the industrial meter reading issues, but also to provide a real-life feasibility study for MIU use to streamline the residential reading process.
3. During the demonstration phase of the RFP process, the committee noted the following problems with the other equipment demonstrated by Datamatic (the other bidder): 1) battery failures resulted in complete replacement of the MIU device resulting in greater maintenance costs over time; 2) grease and epoxy pods to waterproof connections were necessary; 3) wires were left exposed after the installation; final installation was aesthetically problematic since wires, grease pods, and a larger MIU unit was unsightly, and due to size, the installation location could be limited; 4) mounting hardware costs were not included in their proposal; 5) the system could not handle a mixed environment of manual and automatic reads easily. The manual and automatic reads were tracked in two different software applications and then required entry into Datamatic handhelds; the meter serial number and MIU number were both programmed into the system requiring MIU reprogramming of the meter serial number if the meter required swapping out.

BACKGROUND

Under the specifications of the approved contract, the City purchased the AMR system, which included the purchase of 1000 MIU units installed by City staff for the conversion of commercial and industrial water meters that are the most difficult to access. The method used to read these meters required an appointment and costs the City approximately \$25 per meter read. The Automatic Meter Read (AMR)

system eliminates the need for appointments and reduces the meter read cost per meter to under \$1.00 (one dollar).

Because of the simplistic and expedient manner in which the MIU's were converted, and the time and cost savings gained, staff believes that it is in City's best interest to move forward with a total system implementation. Attachment 1 details the cost analysis between the City's current read system, Consumer Power's 3rd Party Meter Reading Proposal (Attachment 2), and the AMR Radio Read System.

By expanding the AMR system to include residential meters, City staff can be redirected to other necessary maintenance areas and offset additional labor hours incurred due to staff shortages. In addition, manpower can be redirected to other areas requiring water service improvements and maintenance, such as, large volume water meter testing, televising of sanitary sewers, and repairs to pump stations and pressure valves, therefore, improving the City's infrastructure.

BUDGET

Funds are available from the Operating Budget of the Water department for Meter Maintenance, account #543.7740.010.



Memo

To: Brian Murphy, Assistant City Manager / Services
John M. Lamerato, Assistant City Manager / Finance and Administration

From: Timothy Richnak, Public Works Director
Emily Frontera, Public Works / Administrative Aide

CC: Jeanette Bennett, Purchasing Director

Date: 9/7/2005

Re: Meter Reading - 20 Year Cost Projection and Analysis of Various Methods

CONSTANTS AND ASSUMPTIONS:

- ❖ 20 Year Projection
- ❖ 3% Inflation Factor based on the Consumer Price Index Calculator for the last few years
- ❖ Based on 27,000 meter reads – the CMS proposal has been normalized to 27,000 reads

CURRENT ARB METER SYSTEM

TYPE	# of READERS	ANNUAL HOURS / COST	COST/ READ	20 YEAR READ COST 3% Inflation	20 YEAR TOTAL READ COST	REPAIRS @ ANNUAL COST
Manual plug touch system	4	3,300* / \$110,550	\$1.02	\$1.79	\$2,970,519.90	600 repairs @ \$14,400*

*Current Labor Cost: \$110,550 (3,300 x \$33.50); Repairs: [600 x (\$11 labor + \$13 parts)]

CMS PROPOSAL:

TYPE	# of READERS	ANNUAL HOURS	COST/ READ	20 YEAR READ COST 6% Inflation	20 YEAR TOTAL READ COST	REPAIRS @ ANNUAL COST
			\$.75**	\$2.27	\$2,994,632.89	600 repairs @ \$14,400*

**\$10,000 to \$15,000 Start-up Costs – 6% Annual escalation factor included in the CMS proposal

CONVERSION TO AMR RADIO READ SYSTEM

TYPE	# of READERS	ANNUAL HOURS	COST/ READ	20 YEAR READ COST 3% Inflation	20 YEAR TOTAL READ COST	REPAIRS @ ANNUAL COST
	1	500*** / \$16,750	\$.16	\$.27	\$2,178,078.77	

***Annual Labor: \$16,750 (500 x \$33.50); 20 Year Labor Cost = \$450,078.77; Conversion cost = \$1,728,000 (labor + material)

SUMMARY

Net Benefit of Radio Read System

Total net benefit of Radio Read system vs. ARB system is \$792,441.13.

Total net benefit of Radio Read system vs. CMS Proposal is \$816,554.12.

Resulting Redirection of Staff

By implementing the Radio Read system, staff and labor savings shall:

1. Be directed to other necessary maintenance areas.
2. Offset additional labor hours incurred due to staff shortages
3. Will allow the water department to redirect manpower to other areas requiring water service improvements and maintenance.
 - a. Increased testing of large volume water meters to effectively control water loss due to inaccurate meters
 - b. Increased televising of sanitary sewer preventing long-term expensive repairs and litigation do to failures.
 - c. Increased maintenance and repairs to sewer pump stations preventing sewer backups.
 - d. Increased maintenance and repairs to pressure reducing valves maintaining a constant steady level of water pressure.

City of Troy
Projected Proposal for
Consumers Energy Meter Reading Services
June 28, 2005

Price per read-Scheduled Monthly or Quarterly-

3-year Contract, Generic File Lay-out

\$.75/read in year one with 6% annual escalation (based on the assumption that less than 2% are inside meters and NOT remoted to outside)

We can read submit reads quarterly if we can read 1/3 of your reads on each of our routes each month. Then we can levelize our work load.

\$10-15,000 start-up fee in year one to cover cost of probes and additional programming, to be determined. Addition cost expected for Custom File Lay-out.

A 6-month lead time for start-up would be necessary from the time a contract is signed.

These costs are for internal analysis. This is not a contract and is not binding. For a bid sheet, more discussion would be necessary to determine the needs of the City of Troy. A contract between the parties, including all terms and conditions, will be required before proceeding.

Special Surveys & Reports

▪No charge for reporting of site conditions such as roof drain connections, remote missing, and wire cut, etc. Consumers Energy would create a condition code to be relayed via reporting after each read cycle.

▪No charge for monthly condition code reports that are automatically generated after each read cycle. Conditions reported when a read has or has not been obtained.

▪No charge for reports providing a list of no-read codes and associated accounts that have not been read for three consecutive read periods, (i.e. premise or meter inaccessible, broken remote, etc.)

A contract between the parties, including mutually agreeable terms and conditions will be requires before processing.



DATE: December 14, 2004
TO: RFP Committee
Information Technology
FROM: Purchasing Department
RE: Demonstration Notes – Datamatic conducted on Friday, December 10, 2004

Note: Due to consolidation of certain information, discussion notes may be out of sequence.

COMPANY HISTORY

- Company provided EMR to utilities during the 70's and then moved to AMR
- They can capture 74 days of reads which can be used at the discretion of the user on an hourly, daily, weekly or monthly basis

ADVANTAGES OF SYSTEM

- System is totally sealed and waterproof (waterproofing has not been an issue in past); Wagonwheel eliminates wick effect (freezing within unit causing misreads)
- Meter Independent: Each register requires a different wire (Datamatic can read any meter although actual wire configuration is messy). 3 types of MIUs available: Wire-End, Optical Sensor for registers that are not encoded and Logical Switch for "high glass" or Master Meter brand meters.
- Programmable: Can reuse meter box (may not be advisable per GP/IT Director)
- MIU reads the register hourly and sends a signal out every 3 seconds. Unit can be programmed to read meter and send signal differently if needed.
- Memory can be boosted in handhelds; standard is 2 megabytes but can be boosted by 2 mb up to a total of 16 megabytes with 2,000 reads per each 2 mb. Handheld can display warnings, messages and specific account information
- Backflow on meter reads: Engineered to record a read every 10 seconds; if needle sweeps more in a 10 second timeframe, doesn't count the read
- Sensors can be easily installed on top of the Rockwell meters, or any type of meter that does not currently have electronics built in. Datamatic owns this equipment. Optic Sensor was not included in bid and costs approximately 10.00 each. Must be verified at least once a year by reading the meter at the register.

DISADVANTAGES OF SYSTEM

- If battery fails, the MIU has to be replaced; 15 year battery is guaranteed for 5 full years with 5 years pro-rated; cost consideration for replacement upon battery failure
- Wire(s) are left after installation with no place to tuck wires; Vendor mentioned that their staff will work with City staff to find an acceptable final installation configuration
- Aesthetic problems with units (large); mounting hardware not included but a bracket to allow wire tucking needed; drilling a hole required; grease or epoxy pods (for waterproofing) are cumbersome to hide. Only comes in black.
- Grease and epoxy pods, and gel caps are required to waterproof connections, but are not part of the equipment or mounting hardware and come at an additional cost. Rep did not know what the price for each item was when asked at the demo.
- Final installation with wires, grease pods, large MIU was unattractive and could be restrictive depending on location available to install.
- Appointments will need to be made to install Optical Sensor equipment on all Rockwell meters and for annual maintenance due to glass structural changes.
- Does not accommodate a mixed environment of manual and automatic reads very well (until complete system is switched – must use both a gun and handheld device). Manual and automatic reads must be either tracked in two different software applications or read manually and then entered into the Datamatic handhelds.
- Programmable MIU includes both the meter serial number and the MIU number. When meters are swapped out the MIU will need to be reprogrammed with new meter serial number.

Other Considerations – Datamatic

- Disputes: A Consumption Record can be provided which graphs usage of an account down to an hourly basis which can be used to assist with discussing leak problems and encourages leak prevention – pull profile not meter.
- Usage can be shown graphically and insure right size metering. (“Right sized” metering is an Engineering function not a meter/water department function.)
- Sensors: Sensors can be used to do direct reads and adjusts to any meter.
- Seven (7) sweeps enables meters to be programmed; System knocks out 3 reads (first / high/ low) and saves remaining 4 reads. A black cover is placed and must remain on top of the register to blacken out the head to prevent light interference and allow the eye sensor to read the swings. This will make homeowner/business owner readings more difficult.
- Types of sensors: logical end; sensor end; wire end
- Firmware 211: every hour for 74 days – history is electronically saved (additional cost)

Other Considerations – continued

- Sensors on Rockwell meters should be checked for accuracy at least one time per year. The sensors ability to read the Rockwell meter accurately depends upon the condition of the meter glass. Any scratches or dirt may prevent the read.
- Company will develop an installation manual with pictures that is mutually agreeable to both parties
- Gunners is the local Dealer; Corporate will definitely deal with and solve any problems that Troy may have; issues are resolved on a 24 hour support line; 20 minute response time; normal hours are 8am to 7pm; phone help first then escalates up the chain; Gunners will be called in if immediate on-site support is required.
- Website available to download software (fixes)
- Datamatic has installations with Hanson but we must pay for a bridge [(costly and not to be completed until after approval (if we go forward)]
- The system pings every three (3) seconds; reads can be obtained every hour; downloads lost reads but can look at the report to get a reading
- Handheld has a 5-year batter life.
- Meter reads were taken from inside the DPW facility and parking lot area, but could not pick a read signal from Rochester Rd.
- Meter reads were captured from 2 out of the 3 areas at Oakland Mall, inside the mall and just outside the mall. Could not pick up a read signal from surrounding streets.

MISC.

Equipment Setup Thursday 12-9-04

- After installing the first MIU, Datamatic had difficulty retrieving data to the hand held. It was then realized that the meter register was Schlumberger and not Neptune. The handheld software is “register” sensitive and must be programmed accordingly. Troy has a mixture of Neptune and Schlumberger registers installed throughout the city, which are not identified, but may become an issue during setup and programming.

APPROVED for the installation of paving, storm sewer and sidewalk on the site and in the adjacent right-of-way, and the Mayor and City Clerk are AUTHORIZED to execute the documents, a copy of which shall be ATTACHED to the original Minutes of this meeting.

E-13 Traffic Committee Recommendations – January 19, 2005

a) Removal of the YIELD Sign and Installation of a STOP Sign – Buckingham Place at Brentwood

Resolution #2005-02-056-E-13a

RESOLVED, that Traffic Control Order 05-01-SS be ISSUED for removal of the YIELD sign and installation of a STOP sign on Buckingham Place at Brentwood.

b) Removal of the YIELD Sign and Installation of a STOP Sign – Breeze Hill at Brentwood

Resolution #2005-02-056-E-13b

RESOLVED, that Traffic Control Order 05-02-SS be ISSUED for removal of the YIELD sign and installation of a STOP sign on Breeze Hill Place at Brentwood.

E-14 Standard Purchasing Resolution 4: MITN Cooperative - Copiers

Resolution #2005-02-056-E-14

RESOLVED, That a contract to provide copiers from Albin Business Centers on an ongoing basis is hereby APPROVED through the MITN Cooperative Contract #00-01-922 established by the City of Farmington Hills bid process under the same pricing structure, terms, and conditions, which expires August 13, 2006, with any copier agreement executed by then extending for a period of sixty- (60) months.

E-1b Address of "E" Items Removed for Discussion by City Council and/or the Public

E-9 Load Restrictions – Removed by City Management

E-12 Standard Purchasing Resolution 8: Best Value Process Award – Automatic Meter Reading System

Resolution #2005-02-057
Moved by Stine
Seconded by Broomfield



NOTE

RESOLVED, That a contract to provide an Automatic Meter Reading System for the Department of Public Works Water Division is hereby AWARDED to SLC Meter Service, Inc. of Davisburg, MI, the lowest, most qualified bidder as a result of a Best Value process, which the Troy City Council determines to be in the public interest for an estimated net total cost of

\$78,350.00, which includes Psion system trade-ins, as outlined in the bid tabulation opened October 15, 2004, a copy of which shall be **ATTACHED** to the original Minutes of this meeting.

BE IT FURTHER RESOLVED, That the award is contingent upon contractor submission of proper contract and proposal documents, including insurance certificates and all other specified requirements.

Yes: All-6
 No: None
 Absent: Howrylak

PUBLIC COMMENT: Limited to Items Not on the Agenda

REGULAR BUSINESS:

F-1 Appointments to Boards and Committees: a) Mayoral Appointments:None; b) City Council Appointments: Election Commission; Historic District Commission; Troy Youth Council

(b) City Council Appointments

Resolution #2005-02-058
 Moved by Schilling
 Seconded by Eisenbacher

RESOLVED, That the following persons are hereby **APPOINTED BY THE CITY COUNCIL** to serve on the Boards and Committees as indicated:

Election Commission

Appointed by Council (3) – 1 year

Timothy Dewan

Term expires 01-31-2006

Historic District Commission

Appointed by Council (7) – 3 years

Robert Hudson

Unexpired term expires 05-15-2006

Troy Youth Council

Appointed by Council – 1 years

Karen Wullaert

Unexpired term expires 08-31-05

Yes: All-6
 No: None
 Absent: Howrylak

January 20, 2005

TO: John Szerlag, City Manager

FROM: Brian Murphy, Assistant City Manager/Services
Jeanette Bennett, Purchasing Director
Timothy L. Richnak, Public Works Director

SUBJECT: **Agenda Item** - Standard Purchasing Resolution 8: Best Value
Process Award – Automatic Meter Reading System

RECOMMENDATION

On October 15, 2004, Request for Proposals were received to provide automatic meter reading system software, equipment, and services for the Department of Public Works Water Division for a period of five (5) years. City management recommends a contract be awarded to SLC Meter Service Inc. of Davisburg, MI, the lowest, most qualified bidder as a result of a best value process, for an estimated net total cost of \$78,350.00, as outlined in the attached bid tabulation. The award is contingent upon vendor submission of proper contract and proposal documents, including insurance certificates and all other specified requirements.

BACKGROUND AND FINDINGS

Meter reading technology has advanced to a level that can provide added value, savings in manpower and reduced operational costs. A radio frequency system sends out signals and captures meter reads with a hand-held computer. Using this technology, the Water Department can easily read commercial and industrial water meters by driving past their locations. Currently, these reads are done by appointment. The cost to perform a read for a commercial/industrial meter is \$25 per read. The new system can reduce this cost to under a dollar.

The first objective is to replace all commercial and industrial water meters and then eventually move on to residential meters.

Cost analysis and discussions for a 3rd Party Meter Reading contract were conducted with other municipalities. At this time, the utility companies are reluctant to establish new partnerships with communities who do not have existing contracts.

SELECTION PROCESS

The award recommendation is based upon the vendor offering the best combination of a variety of factors, which included pass / fail criteria, a successful demonstration and system pricing.

To be considered, the bidders were required to meet the following minimum requirements:

January 20, 2005

To: John Szerlag, City Manager
Re: Best Value Award – Automatic Meter Reading System
Page 2 of 2

SELECTION PROCESS – Continued -

- Five (5) years in business
- System software in place at least five (5) years
- Acceptable service and support
- Recovery of backup data
- Review of other charges
- Warranty claim procedures
- Routine maintenance / Repair procedures
- Positive references
- Skilled trainers
- Software revision levels and dates
- List of problems / complaints with overall system
- Compliance with insurance requirements

The City committee required a demonstration of the software and equipment to ensure that the proposed system could work in the City's environment.

SUMMARY

Even though both systems met the minimum requirements and passed the demonstration phase, the transition to a radio frequency system will be seamless with the Neptune Route Management Software and the most economical to implement. However, in order to read approximately hundred (100) existing compound meters with the new system, they will need to be outfitted with digital encoders. The encoders will be purchased as needed, following standard purchasing procedures. But, if a meter has exceeded its useful service life, it will be exchanged instead with a new meter.

BUDGET

Funds are available from the Operating Budget of the Water department for Meter Maintenance, account # 543.7740.010.

40 Notices mailed to prospective vendors

73 Vendors notified via the MITN system

4 Request for proposals rec'd

2 Proposals did not meet minimum criteria

1 Late bid

5 No Bids: (4) Companies unable to quote product as specified or provide an approved alternate.

(1) Company indicated they could not be competitive, as their partner bid direct.

Prepared by: Susan Leirstein, Purchasing Systems Administrator

S:/Murphy's Review/Agenda 02.07.05 Std Rsl 8 Award AMR

EXECUTIVE SUMMARY AUTOMATIC METER READING SYSTEM

STATISTICS:

- ◆ **Forty (40) Proposal notices were sent to prospective bidders**
- ◆ **Seventy- three (73) Vendors notified on the MITN System**
- ◆ **Four (4) firms responded to the proposal**
- ◆ **Two (2) firms met the pass / fail criteria**
- ◆ **SLC Meter Service, Inc is the recommended vendor as a result of a best value process**

Selection Process:

1. **Firms were evaluated on Pass / Fail Criteria**
2. **Firms demonstrated ability of system to work in the City environment (Pass / Fail)**
3. **Lowest bidder who passes Phase 1 and 2 will be recommended for award**

APPENDIX 1

AUTOMATIC METER READING SYSTEM BIDDERS FAILING MINIMUM REQUIREMENTS

RFP-COT 04-35

List of Bidders Not Meeting Evaluation Criteria

COMPANY NAME:	REASON FOR DISQUALIFICATION
Floyd S. Salsar, Jr & Associates Inc	New system, Troy would be a beta test site.
Arkion Systems	Company and system need to be established for five (5) years. Company has been in business four (4) years and the system only one (1) year. It was impossible to determine if there is adequate support or service, and what problems may arise after the warranty has expired.

The Request for Proposal will provide Automatic Meter Reading System Software, Equipment, and Services for the Department of Public Works Water Division for a Period of Five (5) Years.

A City committee comprised of three (3) members reviewed the proposals. The City of Troy reserves the right to award this proposal to the company considered the most qualified based upon a combination of factors including but not limited to the following:

- A) Compliance with qualifications criteria
- B) Completeness of the proposal
- C) Correlation of the proposal submitted to the needs of the City of Troy
- D) Any other factors which may be deemed to be in the City's best interest
- E) Evaluation process and demonstration phase

Opening Date: 10/15/04
Date Prepared: 1/10/05

CITY OF TROY
TABULATION OF PROPOSALS
METER READING SYSTEM

VENDOR NAME:	SLC Meter	Datamatic Ltd	
	Service, Inc		

REQUEST FOR PROPOSAL: TO PROVIDE AUTOMATIC METER READING SYSTEM SOFTWARE, EQUIPMENT, AND SERVICES FOR THE DPW WATER DIVISION FOR A PERIOD OF FIVE (5) YEARS, IN ACCORDANCE WITH SPECIFICATIONS.

SOFTWARE:		NEPTUNE	ROUTESTAR	
Item #1	AMR System Software		\$ 4,000.00	
	Training (On Site)			
	Complete for the Sum of:	\$ 1,000.00	\$ 12,750.00	
	1/2 Day Session	\$ 500.00	\$ -	
	Estimated # of Add. Hrs:	(8hrs) \$125.00/man-hr	\$ -	
HARDWARE:				
Item #2	Meter Interface Units (MIU's)			
	Year 1 500 units	each \$ 53.39	\$ 87.00	
	Year 2 500 units	each \$ 53.39	\$ 87.00	
	Discount - or + Price List	10/12/04	10/12/04	
	Discount %	66.5%	In Appendix A Section 9	
Item #3	Mobile Collection System			
	Handhelds 6 ea	each \$ 915.00	\$ 4,200.00	
Item #4	Additional Hardware			
	MIU Conversion Device	n/a	\$ -	
	Radio Frequency Receiver	each \$ 300.00	\$ -	
	Handheld Meter Units	each \$ 615.00	\$ -	
	Other: FIELD PROGRAMMER	each \$ 2,000.00	\$ 3,066.00	In Appendix A Section 9
	Discount - or + Price List	10/12/04	10/12/04	
	Discount %	Attached to Bid	In Appendix A Section 9	
MAINTENANCE/SUPPORT				
Item #5	Ongoing Maintenance/Support - 4 Yrs			
	Handhelds Units 6 each	per year \$ 5,490.00	\$ 6,156.54	
	Trade-In Psion System	\$ (5,490.00)		
	System Discount		\$ (33,000.00)	
ESTIMATED NET TOTAL AWARD:		\$78,350.00		
	Digital Encoder (For analysis purposes only)	\$ 17,600.00		
ESTIMATED GRAND TOTAL:		\$95,950.00	\$ 123,642.16	
OPTIONAL:				
Item #6	Mobile Collection Vehicle			
	One Vehicle Based System	\$ 5,000.49	\$ 22,995.00	
	Discount - or + Price List	10/12/04	10/12/04	
	Discount %	26.84%	In Appendix A Section 9	
Item #7	Mobile Collection Vehicle			
	Annually Warranty Period	\$ 1,367.00	\$ 3,749.28	
COST BREAKDOWN - MOBILE COLLECTION RADIO				
	MARKED AS:	"MCR"	Appendix A	
TECHNICAL DATA & DESCRIPTIVE MATERIALS				
	MARKED AS:	"CB" "TD"	Appendix A	
VENDOR QUESTIONNAIRE: Y or N		Yes	Yes	
CONTACT INFORMATION: NAME		William Traynor	Fred Quintero	
	PHONE #	(248)625-0667	(972)234-5000	
INSURANCE:				
	Can Meet	XX	XX	
	Cannot Meet			
TERMS		Net 30 Days	Blank	
WARRANTY		Standard	Blank	

Opening Date: 10/15/04
 Date Prepared: 1/10/05

CITY OF TROY
 TABULATION OF PROPOSALS
 METER READING SYSTEM

RFP-COT 04-35
 Pg 2 of 2

VENDOR NAME:

	SLC Meter	Datamatic Ltd	
	Service, Inc		
DELIVERY:	Blank	Blank	
EXCEPTIONS	Trade-In Value on Psion	Warranty Work or	
	Based 6 Unit System	Equipment covered	
	Compkete w/Logicon Probe	by a Maintenance	
	\$5,490.00	Agreement	
ACKNOWLEDGEMENT: Y or N	Yes	Yes	

DMS:

Floyd S. Salser, Jr & Associates Inc - Reason: New System, Troy would be a beta test site -
 Arkion Systems - Reason: Company and system need to be established for five (5) years. Company has been
 in business four (4) years and the system only one (1) year -

NO BIDS:

- AMCO
- National Water Works
- Etna Supply Co
- Badger Meter Co
- Gunners Meters & Parts

BOLDFACE TYPE DENOTES BEST VALUE PROPOSAL

ATTEST:

- MaryAnn Hays
- Emily Frontera
- Michael Karloff
- Linda Bockstanz

 Jeanette Bennett
 Purchasing Director



Downloading History for RFP-COT 04-35MeterSystem

The report below shows all fax and e-mail vendors that matched this document when it was originally issued. It also shows all vendors that have downloaded or ordered the document and any subsequent amendments as of 1/11/2005.

Document Title:	Automatic Meter Reading System Software, Equipment, & Services
Date Issued:	9/10/2004
Close Date:	10/15/2004
Date Amendment #1 was Issued:	9/22/2004

Click on the table headings for "Account Number" or "Company name" to re-sort this report by that column. You may also click on any vendor account number to view their account information.

<u>Acct #</u>	<u>Company Name</u>	<u>Service</u>	<u>Date Obtained Document</u>	<u>Date Obtained Amendments</u>
12399	Alert Emergency Equipment Group, Inc	E-mail	9/12/2004	
14521	AMCO Water Metering Systems Inc	Free	9/23/2004	#1 9/23/2004
14279	Amerinational Community Services	E-mail		
18702	AMR International, Inc	Free	9/16/2004	
12040	Argus Supply Company	E-mail		
18768	ArKion Systems	Free	10/13/2004	#1 11/18/2004
18952	AT RAMAR, LLC	Free	10/11/2004	#1 10/11/2004
10738	Badger Meter, Inc.	E-mail	9/10/2004	#1 9/22/2004
12695	BOILERS, CONTROLS & EQUIPMENT, INC.	E-mail	9/14/2004	
17734	Brown Drilling Co., Inc.	Fax		#1 9/22/2004
14787	Cambridge Brass	E-mail		
11355	Cartegraph	E-mail		
10915	CITYWORKS, INC.	E-mail		
10592	COCHRANE SUPPLY	E-mail		
11376	Commercial Business Services Inc.	E-mail	9/16/2004	
15975	Communications Professionals, Inc.	Free	9/27/2004	
18023	Computer Builders Warehouse	E-mail	10/6/2004	
18662	Compuware Corporation	E-mail	9/13/2004	
17663	CULLIGAN OF ADRIAN	E-mail		

18261	DASCAN Industrial Controls	E-mail	9/10/2004	
18671	Datamatic LTD.	E-mail	9/29/2004	#1 10/13/2004
13466	DE-CAL, Inc.	E-mail		
11455	e-Business Partners Inc.	E-mail	9/23/2004	#1 10/4/2004
12428	East Jordan Iron Works, Inc.	E-mail		
15795	Epoch Technologies, Inc	Free	9/22/2004	
12990	Etna Supply Company	E-mail	9/22/2004	#1 9/22/2004
13503	Facilities Management, Inc.	E-mail	9/20/2004	#1 9/22/2004
16017	Fleis & Vandebriuk Engineering, Inc	E-mail		
13651	Flow Control Systems, LLC	E-mail		
18748	Floyd S. Saler, Jr. & Associates (DBA MARS Company	Free	9/22/2004	
14878	Frank Solutions - a division of govONE	E-mail	9/27/2004	#1 9/27/2004
17661	Fusion Tek, Inc.	Free	9/27/2004	#1 9/27/2004
17417	Great Lakes Process Controls, Inc.	Free	9/23/2004	
14165	Gunners Meters & Parts	Free	9/25/2004	
18828	Hexagram Inc	Free	9/30/2004	#1 9/30/2004
18929	Hometown Connections Intl.	Free	10/7/2004	
14232	Hydro-Zone, Inc.	Fax		#1 9/22/2004
11320	IKON Office Solutions	E-mail	9/22/2004	
12824	Johnson Controls	E-mail	9/24/2004	#1 9/24/2004
17872	Johnson Controls Incorporated	E-mail		
15601	Kundinger Controls	Free	9/14/2004	
11815	Libra Industries	Free	9/27/2004	
14749	MacGyver Supply	E-mail		
14205	METROL CO.	E-mail	9/21/2004	
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13776	MPS Group, Inc.	E-mail		
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10155	National Waterworks Inc.	E-mail	9/28/2004	#1 9/28/2004
18672	Neptune	E-mail	9/23/2004	#1 9/23/2004
15139	Northrop Grumman Commercial Information Systems In	E-mail	9/23/2004	#1 9/23/2004
18380	OccuMed3	E-mail		
15672	Perfect Irrigation & Landscape	E-mail		
17790	Pete Wood Plumbing & Heating Co.	E-mail		
10504	Precision Data Products Inc.	Free	10/4/2004	
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18681	Rudder Limited	E-mail	10/13/2004	#1 10/14/2004
12978	S.L.C. Meter Service, Inc	E-mail	10/12/2004	#1 9/23/2004
13684	soil and materials engineers, inc	E-mail		
10984	Sunset Excavating, Inc.	E-mail		
18251	SW Controls	E-mail		

18415	Technology Integration Group	Free	9/13/2004	
17441	Techs4Biz Corporation	Free	9/22/2004	
18280	Tetra Tech MMPS	E-mail	9/22/2004	
17928	The Mesco OliverGroup	E-mail		
11367	Trillium Teamologies, Inc.	Free	9/13/2004	#1 10/4/2004
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15169	U.S. Computer Exchange	Free	9/23/2004	#1 9/23/2004
13532	Underground Lines, Inc.	E-mail		
15622	Underground Pipe & Valve, INC.	E-mail	9/23/2004	#1 9/23/2004
10983	USA Bluebook	E-mail		
15073	W.T. Stevens Construction, Inc.	Free	9/27/2004	#1 9/27/2004
13490	Walker-Miller Energy Services LLC	E-mail	9/24/2004	#1 9/24/2004
11671	Westin Engineering, Inc.	Free	9/13/2004	

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