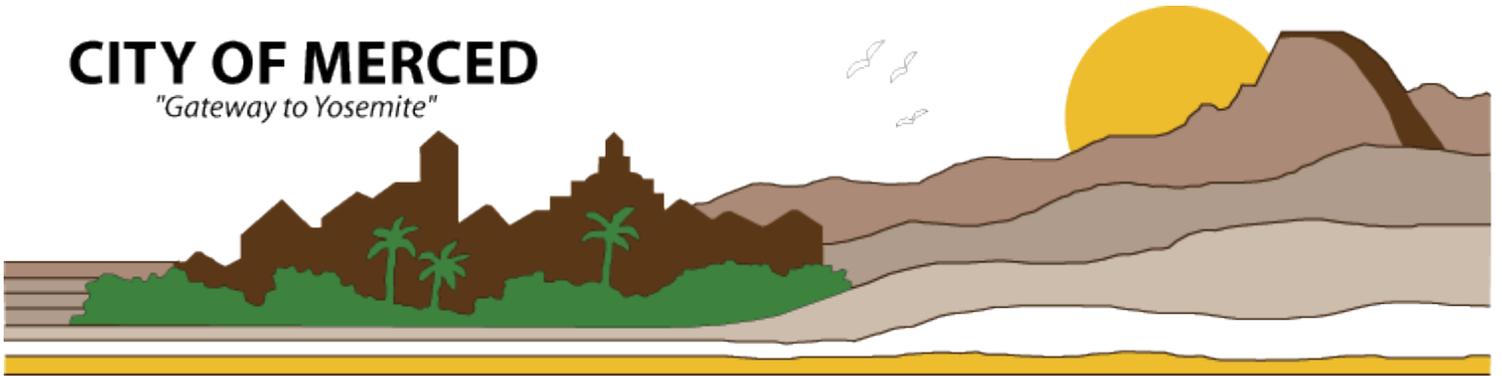


CITY OF MERCED

"Gateway to Yosemite"



City of Merced

REQUEST FOR PROPOSAL

CLOUD based AUTOMATIC METER READING SYSTEM

~~Proposals Due: August 17, 2015~~

Revised Deadline: August 24, 2015

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City of Merced

REQUEST FOR PROPOSAL – SUPPLY & DELIVERY OF AN AUTOMATIC METER READING SYSTEM

DECISION TO USE COMPETITIVE SEALED PROPOSALS

The City of Merced has determined that in order to select the most advantageous proposal for an Automatic Meter Reading System, comparative judgments regarding such factors as technical specifications and price will be necessary. The City believes that the Prospective Proposer must have a successful record and a broad range of experience in project management and demonstrate the ability to coordinate vendors during project phases which must facilitate financial stability.

The City believes that the Prospective Proposer must have demonstrated experience in the supply and delivery of Automatic Meter Reading (AMI - Automated Meter Reading Infrastructure) endpoints and the supply, delivery, implementation and training of a **fixed network radio frequency (RF) AMI system**.

The Prospective Proposers **will** be responsible for the start-up and installation of a complete system.

The Prospective Proposer **will** be responsible for integration of AMI software with the City's SunGard Naviline ASP billing system.

INSTRUCTIONS TO PROPOSERS

- A. **DEADLINE FOR SUBMISSION:** Proposals will be accepted at the Engineering Division, Merced Civic Center, 2nd Floor, 678 West 18th Street, Merced, California. All proposals must be submitted no later than 5:00 P.M. Pacific Standard Time **on Monday, August 24, 2015**.

The PROPOSAL shall include five (5) originals. The entire PROPOSAL must be in a sealed envelope and marked on the outside of the envelope **"AMI System RFP"**.

PROPOSALS shall contain the following:

1. Cover Page with Proposer's Company Name
2. Table of Contents
3. Technical Responses
4. References
5. Pricing Information (**In a separate sealed envelope – one copy**)

Faxed proposals will not be accepted.

- B. **QUESTIONS/CLARIFICATIONS:** Inquiries involving procedural or technical matters should be directed in writing, no later than 72 hours prior to proposal submission to:

Ken Elwin, City of Merced Interim Director of Public Works – Water Resources and Reclamation,
(209)385-6800, elwink@cityofmerced.org

- C. The City of Merced reserves the right to waive any irregularities in the proposals, or to reject any or all proposals, if it be in the public interest to do so. The City also reserves the right to retain all proposals submitted regardless of vendor selection.
- D. Any proposal may be withdrawn at any time prior to the scheduled closing Pacific Standard Time for receipt of proposals. Any proposal received after the Pacific Standard Time and date specified will not be considered.
- E. The Prospective Proposer shall fill out the Price Proposal Form in its entirety. All blank spaces for requested prices for the Proposal must be completed and legible. The form must be typewritten or clearly completed in ink.
- F. All entries shall be typewritten or clearly completed in ink. In the event of a discrepancy between the unit price and the extension, the unit price will govern. Proposal prices shall encompass everything necessary for furnishing the item(s) specified, and in accordance with those specifications shall include proper packing costs and the cost of delivery.
- G. By submitting his/her proposal, the Prospective Proposer agrees to execute the contract and to provide the specified services within the agreed upon time.
- H. All proposals must be complete, factual, and signed by an authorized officer of the Prospective Proposer's organization.
- I. Any material alterations to the proposal must be explained or noted over the signature of the Prospective Proposer.

PRICING

Prospective Proposers shall indicate all costs associated with all items listed on the attached **Price Proposal Form**, including, but not limited to, equipment, software, programming, set-up, training, shipping, applicable sales tax, insurance, bonds, annual maintenance, and any other costs required to provide a complete and operational system.

CONTRACT TERMS

Any contract awarded on the basis of this RFP will be subject to the contract terms included in this RFP and as negotiated between the City and selected Contractor/Vendor.

Form of Contract

Requirements as indicated in **Attachment D**. The successful proposer will be expected to execute as part of the negotiated contract. Any exceptions to the form of the contract must be clearly stated in the proposal and may be grounds for being declared non-responsive.

Insurance & Indemnity

Requirements as indicated in **Attachment D**. Insurance certificates are required to be submitted by the chosen Consultant prior to contract award, failure to provide these in a timely manner may result in a different proposal selection.

In addition, we require a statement indicating that you will be able to provide an insurance certificate naming the City of Merced as an additional insured per **Attachment D; and revising the cancellation clause**. The standard form used by insurance carriers **will not** be accepted unless the word “endeavor” is crossed out where the paragraph states, “The issuing company will (endeavor to) mail ...”; and a portion of the last paragraph shall be crossed out, which states, “but failure to mail such notice shall impose no obligation or liability of any kind upon the company.”

Conflicts of Interest

The Contractor/Vendor must be aware of and comply with conflict of interest rules included in the California Political Reform Act, and Section 1090 et. seq. of the Government Code. The Political Reform Act requires City officers and committee members to file statements of interest and abide by a Conflict of Interest Code. Section 1090 limits or prohibits a public official from contracting with a body of which an official is a member. Section 1090 applies even where the officer only reviews the contract for the approving body.

If the proposer holds no City office, committee appointment or other relationship, the proposal should simply state that in response to this item.

City of Merced Requirements

All Contractors/Vendors hired by the City of Merced are required to have a City of Merced Business License.

EVALUATION OF PROPOSALS

There will be no public opening of submitted proposals. The Technical proposals shall be evaluated by individuals within the City of Merced, who shall prepare their evaluation based on the criteria contained herein. The proposals will not be available for public review. Proposals submitted will be reviewed for completeness and qualifications by City representatives. The evaluation of the written proposals will be based on thoroughness of the proposed scope of work and the technical expertise and experience of the proposer’s team. The timeliness of the proposed schedule of deliveries will be one of the criteria used for evaluation of your proposal. The selection process may include an interview before the Selection Committee.

Upon completion of the technical evaluation, the City of Merced will open and evaluate the Price Proposals. A City representative will negotiate with the most qualified Proposer to determine the final award. The fee/pricing proposal and budget will be used to negotiate the final contract that will be presented to the City Council for approval at a regularly scheduled public meeting. A contract will be awarded to the Prospective Proposer whose proposal is determined to be most advantageous to the City of Merced when considering evaluation criteria and cost. The City reserves the right to reject any and all proposals and will award a contract determined to be in the best interests of the City. The proposal with the lowest proposal price may not necessarily be the most advantageous proposal.

All proposals shall remain firm for one hundred and twenty-(120) calendar days after the proposal opening.

The City is not responsible to any proposer for the costs incurred in the preparation of the response to this RFP regardless of which Proposer is selected.

SPECIFICATIONS

❖ GENERAL

This request for proposals (RFP) is to procure an AMI system capable of meeting the current and future meter reading needs of the City. The Prospective Proposer shall furnish all materials, equipment, and incidentals necessary to train and support City personnel in the use of the system. The Prospective Proposer shall also furnish all materials, equipment, and incidentals necessary to train and support the City or their designated representative in the proper installation of the AMI endpoints.

The term “fixed network radio frequency (RF) AMI system” shall be defined as a cellular meter reading collection of endpoints installed throughout the City, hosted/managed reading data management software for collecting and managing data from endpoints, receiving and manipulating meter reading data, and all necessary hardware and software. No programming devices shall be required for the installation, diagnostics, or interim meter reading.

Technical proposals explaining the AMI system will be evaluated against individual criteria. A copy of the proposal evaluation criteria is attached. From the individual criteria rankings, the City will rank the proposals overall as “Highly Advantageous,” “Advantageous,” “Not Advantageous,” or “Unacceptable.” Proposals receiving a “Not Advantageous” or “Unacceptable” ranking for an individual criterion does not necessarily mean that the proposal’s overall ranking will be “Not Advantageous” or “Unacceptable.”

Prospective Proposers submitting overall “Highly Advantageous” or “Advantageous” proposals may be asked to demonstrate their systems to the City.

The provider of the AMI system must have demonstrated experience with the implementation of the fixed network system proposed. A minimum of three (3) references utilizing the proposed system must be provided. The references must be for systems that are actively reading installed endpoints.

❖ BACKGROUND

Number of Services: 23,000 (approximately)

Meter Installation: Pit and Vault Settings

Current Meter Reading Method: Drive-by AMI on partial system

Current Billing Cycle: Monthly - (Accounts are split into two groups. One group is billed on the 1st and the other group is billed on the 15th of the month)

General Scope of AMI Project: The City currently services approximately 23,000 water accounts. The purpose of this project is to provide a complete AMI system to read water meters throughout the City and provide an accurate accounting of water usage to promote water conservation with limited system maintenance and required staff time.

Utility Billing Information

The City’s billing system for water customers is SunGard Naviline ASP billing software. The AMI software must be integrated fully with the utility’s billing software. The Prospective Proposer shall be responsible for the transfer file and shall include the cost of the software and hardware in their proposal.

❖ SCOPE OF REQUESTED SERVICES

The City is requesting proposals for the upgrade of its meter reading system for the following products and services:

1. Supply and delivery of Cellular meter reading endpoints for all meters in system.
2. Supply and delivery of Absolute encoder registers to upgrade approx. 12,000 existing water meters.
3. Supply, delivery, and testing of all equipment and software necessary for a fixed network AMI system capable of obtaining readings from all the existing and new meters, including assistance with testing of the systems and necessary programming for the interface with the existing SunGard Naviline ASP billing system.
4. Training and technical support services for City staff.
5. A fixed network based AMI system capable of collecting meter readings for absolute encoded type meters with no infrastructure (collectors or repeaters).
6. Provide Project Management necessary for the successful implementation of the Fixed Network Reading system, including providing software and delivery of the equipment.
7. The City seeks to enter into a contract with a qualified vendor responsible for supplying and implementing an entire system, including automated meter reading equipment, related software, maintenance, training, technical support and installation assistance.
8. The successful Proposer must demonstrate its ability to deliver an AMI system that adheres to the specifications outlined in this document. The successful Proposer will support the fixed network AMI system on an on-going basis.
9. Proposals will be evaluated according to the selection criteria established within this document.

❖ EXCEPTIONS

Prospective Proposer shall furnish a separate statement on Company letterhead titled, "EXCEPTIONS," giving a complete description of all exceptions to the terms, conditions, and specifications outlined within this document. The "EXCEPTIONS" section shall be listed in the Prospective Proposer's Table of Contents. If a statement is not provided, the City will assume that the Proposer is one-hundred percent compliant with the contract documents.

❖ ENCODER

Please review encoder specifications and note any exceptions.

Section 1 – SCOPE

The high resolution absolute encoder shall consist of an 8-dial mechanical local registers combined with frictionless light emitting diode (LED) technology to sense the position of the eight number wheels for electronic reading purposes. The high resolution encoder shall utilize the industry standard ASCII protocol for connectivity to an approved endpoint.

Section 2 – ELECTRONICS

The encoder's electronic reading shall be obtained through a frictionless form of encoding technology that utilizes optical sensing to determine the position of each number wheel. Absolutely no slide wires, contacts or load fire spring mechanisms will be allowed.

The encoder output shall provide an eight digit reading for AMR/AMI endpoints (number of digits sent to the reading software is dependent on the endpoint it is connected to).

Signal output shall be the industry standard ASCII format and signal type shall be three-wire synchronous for AMR/AMI endpoints or two-wire asynchronous for touch endpoints.

Encoder shall provide meter size and unit of measure and factory programmed serial number as part of the encoder message.

Section 3 – DISPLAY

The direct read display shall consist of 8 moveable number wheels and depending on the meter model and size, the encoder face may also contain one or two painted-on zeros.

The encoder shall consist of white and black number wheels for readability. The white number wheels correspond to the typical utility standard meter reading. Number wheel colors will be determined by the units of measure, meter model, and size.

Visual reading shall be obtained reading the number wheels from left to right. Based on meter model and size, the dial face shall include coma separators for billions, millions, and thousands separators and decimal points for readings below 1 unit of measure, if applicable.

The meter model, size, and unit of measure in gallons, cubic feet, or meters cubed shall be designated on the encoder dial face.

The encoder shall have a flow indicator with a calibrated test circle that can be used for on the fly testing. The flow indicator shall be available in different colors to help identify the unit of measure: red for U.S. gallons, blue for cubic feet, and black for cubic meters.

Date of manufacture shall be indicated on the dial face.

Section 4 – ENCLOSURE

The high resolution encoder shall not be in contact with the water being measured. The encoder shall be designed to assemble to the meter with a four-position bayonet and seal screw fastening. The bayonet mount positions the encoder in any of four orientations on a water meter for visual reading convenience. The high resolution encoder shall be designed to permit removal and exchange without removal of the meter from the service installation or interruption of service water supply.

The encoder shall be tamper protected through the use of a tamper-resistant Torx® seal screw or optional proprietary tamper-proof screw that requires a special drive bit to remove the screw. Plastic push pin or plastic tamper devices that need to be destroyed in order to remove the encoder will not be accepted.

The encoder shall be encased in a housing, which shall consist of a glass lens and a non-corrosive metal bottom, which are permanently sealed with adhesive material.

The enclosure must be weatherproof, UV-resistant and permanently sealed to withstand harsh environments and provide moisture resistance in flooded or submerged pit applications. The permanent seal between the glass lens and non-corrosive metal bottom of the encoder enclosure shall utilize an adhesive seal without the use of gaskets and shall meet or exceed all applicable requirements of AWWA Standard C706 and C707. Absolutely no gasketed seals will be allowed. The encoder shall remain fog-free of moisture.

The name or logo of the manufacturer shall be permanently molded and the serial number shall be imprinted on the lid of the encoder box. The lid and shroud components shall overlap to protect the lens and optional identification of the serial number inside the lid. Register box enclosures and lids shall be made of engineering thermoplastic or other suitable synthetic polymers.

Section 5 – CONNECTIVITY

The high resolution encoder is provided as either a factory-wired assembly to a pit AMI endpoint or as an option, a connector shall be available to allow connectivity to AMI devices without the need for a field splice kit.

TECHNICAL RESPONSES

❖ SYSTEM DESCRIPTION

Please respond to each requirement by stating “Yes/No” in the comply box. If the responder feels a clarification is necessary, please add in the description/clarification box.

Requirement	Comply?	Description/Clarification (if necessary)
The system shall be capable of remotely collecting numeric meter identification, hourly interval readings, premise leaks and tamper information from the City’s Badger water meters.		
The AMI system shall automatically provide the City with daily metering data at the network control computer once per day.		
The Prospective Proposer shall provide the interface between the AMI system software and the existing SunGard Naviline ASP billing system (See <i>Utility Billing Information</i> for details on existing billing system). The City must be able to run the new AMI system and the existing meter reading and billing system in parallel, until such time as all of the meters are converted to the new AMI system. The City’s water accounts shall be downloaded to the new AMI system software, providing for a gradual transition from existing reading system to the new meter reading as future AMI endpoints are installed.		
The AMI system must comply with all applicable Federal Communication Commission (FCC) Rules & Regulations.		
All AMI equipment and system components shall be labeled in accordance with the FCC.		
The output power of the AMI system will be governed by the relevant FCC standards for the operating frequencies used.		

❖ **MINIMUM CRITERIA**

Any Prospective Proposer submitting a proposal must satisfy the following minimum criteria. **Proposals which do not demonstrate compliance with the minimum criteria will not be considered.**

Please respond to each requirement by stating “Yes/No” in the Comply box. If the responder feels a clarification is necessary, please add in the description/clarification box.

<i>Requirement</i>	<i>Comply?</i>	<i>Description/Clarification (if necessary)</i>
The proposed system must operate using cellular communication. No mesh RF type systems or point-to-point systems will be accepted.		
The proposed system shall be fully two-way all the way to the metering endpoint, allowing for reading and programming of the endpoint remotely.		
The proposed AMI system must have future capabilities of being able to communicate with and operate a remote shut-off valve.		
The proposed system must provide for leak detection on the customer side, and help support leak detection capabilities on the distribution side.		
The proposed system must provide powerful analytics based software that informs the City of utility defined exception conditions via email, SMS text, or through the systems interface.		
The proposed AMI system must be capable of reading Badger Meter HRE High Resolution encoders.		

❖ INTERFACE CRITERIA

Any Prospective Proposer submitting a proposal must satisfy the following minimum criteria. **Proposals which do not demonstrate compliance with the interface criteria will not be considered.**

Please respond to each requirement by stating “Yes/No” in the Comply box. If the responder feels a clarification is necessary, please add in the description/clarification box.

Requirement	Comply?	Description/Clarification (if necessary)
The proposed interface must provide two way communications between the hosted solution and SunGard Naviline ASP.		
The proposed interface must support add/move/change updates from SunGard Naviline ASP to hosted solution.		
The proposed interface must support batch updates based on multiple variables, including but not limited to; meter type, customer type, route, and read dates.		
The proposed interface must support data collection transfers based on end users selected dates and time.		
The proposed interface must be designed to allow authorized users within the City’s assigned departments to control the process.		
The proposed interface must provide secure data transmission between systems.		
The proposed interface must update customer data to do by selected segments: data, route, and specific data in xls, txt or csv format.		
The proposed interface Software must provide a tool that allows the City to pull requested data as required without requesting from the company.		
The proposed interface must have ability for City of Merced to have customers on the meter web site disabled (i.e. the case of an owner change.)		

The proposed interface must have the Location ID in the file.		
The proposed interface must provide File format from the company of what information is held in the customer and meter tables.		

❖ ADVANCED METERING INFRASTRUCTURE (AMI) ENDPOINTS

Please respond to each requirement by stating “Yes/No” in the Comply box. If the responder feels a clarification is necessary, please add in the description/clarification box.

Requirement	Comply?	Description/Clarification (if necessary)
Batteries must be Lithium Thionyl Chloride and must be fully potted.		
The battery for each AMI endpoint must be fully warranted for a period of ten years, when the system provides a minimum of 24 hourly reads per day.		
Radio frequency (RF) products must be protected against water or moisture. Proposals shall detail AMI endpoint construction for moisture and water protection.		
All AMI endpoints equipment must be rated to withstand non-condensing temperatures from -40° F to +140° F.		
The Proposed system must have advanced metering infrastructure (AMI) modules capable of interpreting absolute encoded meter reading data directly from the new or existing three-wire meter registers without error.		
Prospective Proposers must describe the operation of the AMI endpoint, including an explanation of the AMI endpoint’s “broadcast” method and the manner in which the AMI endpoint transmits signals using radio frequency.		

Prospective Proposers must discuss any field programming necessary to completely install and activate AMI endpoints so that they are ready to transmit meter readings.		
Prospective Proposers must provide a description about the AMI endpoint's power source and how the "broadcast" method affects the length of the life of the power source.		
The AMI endpoint shall have capabilities to indicate damage or tampering with the wire connection between the AMI endpoint and the register.		
Long-lasting batteries shall power the AMI endpoints. The batteries in the AMI endpoints shall have a minimum warranted life of ten (10) years full when the system provides 24 daily reads. Proposers must include warranted battery life and AMI endpoint life in the proposal.		
The AMI endpoint must have an internal clock that is synchronize daily through the network.		

❖ FIXED NETWORK AMI SYSTEM

Please respond to each requirement by stating "Yes/No" in the Comply box. If the responder feels a clarification is necessary, please add in the description/clarification box.

Requirement	Comply?	Description/Clarification (if necessary)
The fixed network may not utilize any data collector units (DCU) or repeaters for retrieving meter data.		
The Prospective Proposer shall prepare and submit as part of the technical proposal a propagation study for reading all accounts in the system. The Proposer may request from the Engineer an Excel database containing the service addresses for water accounts. Not all services may be on this list and		

some locations have multiple meters. For the purposes of the propagation study, the Prospective Proposer shall assume there is at least one meter at each property.		
Transmissions of data shall be in a proprietary format not easily deciphered by outside sources. Describe in detail the encoding method used. If encryption is used says what type is used.		
If the above answers says only encoding and not encryption is used describe in details how data integrity will be maintained.		
The following information shall be transferred via RF: unique transmitter ID/serial number, meter reading, leak tamper status, wire tamper status, reverse flow status, no usage status, low battery alarm, and encoder error. No sensitive customer information such as name, address or account number shall be sent in the transmission.		

❖ AMI SYSTEM SOFTWARE

Please respond to each requirement by stating “Yes/No” in the Comply box. If the responder feels a clarification is necessary, please add in the description/clarification box.

Requirement	Comply?	Description/Clarification (if necessary)
A software package shall be hosted and managed by the Prospective Proposer and be available via the City’s internet connected network. Software must interface with the existing billing system, process meter readings, and generate dynamic system informational reports.		
The software shall show and retain a minimum of two years of hourly usage history for all utility accounts.		
The software will notify customer of pending purge of historical records, and will have the ability archive these records in an offline format.		

An unlimited number of utility user licenses shall be included in the software pricing section.		
Ability to generate error reports identify which endpoints have been inactive for a certain period of time.		
The software must have an audit log of all activities that alter data, or provide permissions change to account authority. The audit log must be available on demand to City staff.		
The software must support operator-based security allowing the City to define operator users with varying authorization levels and capabilities. Additionally, all aspects of that operator customization must be available (what screens they have access to, what data they can change, etc.)		
The Software should support ADFS SSO for authentication to City user account infrastructure.		
The software should include the following standard reports: Meter Reading History, Daily Leak Detection, Daily No-Use Meter, Daily Tamper Detection, and Backflow		
The software must provide for proactive exception alarms that can notify utility personnel via email or SMS text of desired exception conditions.		
Prospective Proposers must describe any unique features that their software provides to assist in Conservation efforts.		
Prospective Proposers must describe any unique features that their software provides to assist in Customer Service efforts.		

Prospective Proposers must describe any other unique features that their software provides to the City to improve overall utility operational efficiency and management of the AMI system.		
Prospective Proposers must provide a consumer portal so that all utility customers can have access to their usage data.		
Prospective Proposers must be able to provide as an option, a smart phone app, so that, all utility customers can have access to their usage data.		

❖ **AMI SYSTEM TRAINING**

Please respond to each requirement by stating “Yes/No” in the Comply box. If the responder feels a clarification is necessary, please add in the description/clarification box.

Requirement	Comply?	Description/Clarification (if necessary)
System shall include a minimum of twelve hours, occurring only Monday through Friday, of on-site or web instruction on the operation procedures for the AMI system. Complying with the minimum period of time specified above will not relieve the Prospective Proposer of providing sufficient service to place the AMI system in satisfactory operation.		
At a minimum the training must cover the use of error coding, uploading and downloading data from the network, and interfacing with the existing billing system.		

❖ TECHNICAL SUPPORT REQUIREMENTS AND WARRANTY FOR THE AMI SYSTEM

Please respond to each requirement by stating “Yes/No” in the Comply box. If the responder feels a clarification is necessary, please add in the description/clarification box.

Requirement	Comply?	Description/Clarification (if necessary)
The Prospective Proposer shall provide to the City on-call assistance services and warranty services for the life of the system via access to an 800 help desk and local trained support staff.		
A toll-free telephone Help Desk shall be available between the hours of 6:30 AM and 6:00 PM, Pacific Standard Time, with after-hours telephone numbers available as needed. After hours support will guarantee a call back to the customer within 30 minutes. The Help Desk services shall include: fixed network device problems/questions; software operations problems/questions; equipment returns and repairs; loaner equipment processing; evaluation of information for updates or revisions; evaluation of personnel training needs.		
Prospective Proposers shall provide manufacturer’s terms and conditions of all warranties offered. As a minimum the AMI system must be warranted for a period of ten (10) years from the date of installation.		
Vendor may make commercially reasonable modification to the Service, provided that they do not materially diminish the nature, scope, or quality of the service.		
City Shall be notified of all security incidents involving the provider, even if it doesn’t affect City data.		
Prospective Proposer shall provide a performance audit of their system to ensure compliance of contract.		

❖ **PROJECT MANAGEMENT AND SCHEDULE**

Please respond to each requirement by stating “Yes/No” in the comply box. If the responder feels a clarification is necessary, please add in the description/clarification box.

Requirement	Comply?	Description/Clarification (if necessary)
The selected Proposer shall provide project management for their scope of work as detailed below. The Project Manager shall be required to coordinate activities with the City and City’s representative.		
The vendor shall provide their proposed statement of work and project management responsibility documentation which includes system installation, configuration, and testing.		
The vendor shall submit a project schedule that includes: securing a FCC license (if required), network delivery, installation, configuration (including transfer file with billing system), meter and AMI endpoint delivery, system testing, and training.		

ATTACHMENT A – PRICE PROPOSAL

Supply and Delivery of an Automatic Meter Reading System

Quantities here are assumed for comparison of proposals and are not guarantees.

Each Technical proposal will be evaluated independently.

Name of Firm or Individual Submitting Proposal: _____

Address: _____

Telephone / Fax / E-mail address: _____

QUANTITY	PRODUCT	UNIT PRICE	TOTAL
1	AMI Endpoint	\$ _____	\$ _____
1	AMI Endpoint w/ Absolute Encoder	\$ _____	\$ _____
1	Hosted AMI Reading Data Management Software	\$ _____	\$ _____
1	AMI Network Data Collector	\$ _____	\$ _____
1	AMI Endpoint Programming Handheld	\$ _____	\$ _____
1	2 Days Training (Installation, Hardware, and Software)	\$ _____	\$ _____
1	AMI Network Installation	\$ _____	\$ _____
1	Hosted Consumer Portal	\$ _____	\$ _____
		AMI TOTAL	\$ _____

ATTACHMENT B – REFERENCE STATEMENT

The Prospective Proposer offers the following information as evidence of his/her qualifications to perform the work as proposed upon according to all requirements of this RFP document:

1 State how long you have been in business under the same business name and City/management structure: _____ years.

2 Have you ever been **terminated** on an awarded contract, or has the Prospective Proposer **otherwise failed to complete** any work awarded? _____. If "yes", attach your description of the circumstances on a separate sheet. Include names and telephone numbers of customer(s): the City will expand the list of references to include these specific customers, if any.

3 Have you, within the previous five (5) years, performed work for the City of Merced similar to that required by this contract? _____ (yes or no)

4 List on this form three (3) recent contracts under which you provided AMI systems of the type required by this RFP and of the type proposed by the Proposer. Three (3) references must be listed for the AMI System being proposed. [Use a separate sheet to identify additional references, only if you desire. By electing to provide additional references, you are permitting the City the option of expanding your list of references beyond the three (3) required to include some or all of the additions, even though other Proposers may submit only the required three (3).]

Utility Name	Services Under Contract	Years of Project	Services Installed	Contact Person Name / Title / Phone / Email

ATTACHMENT C – COMPARATIVE EVALUATION CRITERIA

Please do not respond to this section; for information purposes only. Please place all responses in the Technical Responses section.

Fixed-Network AMI System

Highly Advantageous – 5 Points – Check if your system meets this maximum level of criteria: _____

- Time synchronization within the system, including all endpoints and collectors, occurs every 24 hours or more frequently; and
- Fixed network system operates by two-way communication which allows the City to send and receive commands between reading data management software and AMI module and
- System guarantee includes that within a 3-day period 97% of meter readings will be available to be transferred to billing system; and
- No DCUs are needed to cover service territory

Advantageous – 2 Points – Check if your system meets this maximum level of criteria: _____

- If needed, all of the Data Collection Units (DCU) will be installed on City owned or specified properties that allow for easy access for maintenance issues including battery replacement; and
- Time synchronization within the system, including all endpoints and collectors, occurs once every 48 hours; and
- Fixed network system operates by two-way communication which allows the City to send and receive commands between reading data management software and AMI module and
- System guarantee includes that within a 5-day period 97% of meter readings will be available to be transferred to billing system; and
- Less than three DCUs are needed to cover service territory

Not Advantageous – 0 Points – Check if your system meets this maximum level of criteria: _____

- If needed, some of the Data Collection Units (DCU) will be installed on properties not owned by the City, rendering them not easily accessible for maintenance issues including battery replacement; and
- Time synchronization within the system, including all endpoints and collectors, occurs once every seven days; and
- Fixed network system operates by one-way communication which does not allow the City to send and receive commands between reading data management software and AMI module and
- System guarantee includes that within a 14-day period 97% of meter readings will be available to be transferred to billing system; and
- More than three DCUs are needed to cover service territory

Interface

Highly Advantageous – 5 Points – Check if your interface meets this maximum level of criteria: _____

- Interface already provides two way communications between the hosted solution and SunGard Naviline ASP.
- Interface already supports add/move change updates from SunGard Naviline ASP to hosted solution.
- Interface already supports batch updates based on multiple variables, including but not limited to, meter

type, customer type, route, and meter read dates.

- Interface already supports data collection transfers based on end users selected dates and times.
- Interface already designed to allow users within the City's departments to control the process.
- Interface already provides secure data transmission between systems.
- Interface software highly detailed as part of the RFP.
- Interface already updates customer data by selected segments: date, route, specific data in xls, txt or csv format.
- Interface software tool already allows the City to pull requested data as required without requesting from company.
- Interface already allows City of Merced to have customers disabled from access on the meter web (i.e. the case of an owner change.)
- Interface already provide the Location ID in the file
- Interface already provides file format from the company of what information is held in the customer and meter tables.

Advantageous – 2 Point – Check if your interface meets this maximum level of criteria: _____

- Interface should provide two way communications between the hosted solution and SunGard Naviline ASP.
- Interface should support add/move change updates from SunGard Naviline ASP to hosted solution.
- Interface should support batch updates based on multiple variables, including but not limited to, meter type, customer type, route, and meter read dates.
- Interface should support data collection transfers based on end users selected dates and times.
- Interface designed should allow users within the City's finance department to control the process.
- Interface should provide secure data transmission between systems.
- Interface software detailed as part of the RFP.
- Interface should update customer data by selected segments: date, route, specific data in xls, txt or csv format.
- Interface software tool should allow the City to pull requested data as required without requesting from company.
- Interface should allow City of Merced to have customers disabled from access on the meter web (i.e. the case of an owner change.)
- Interface should provide the Location ID in the file
- Interface should provide file format from the company of what information is held in the customer and meter tables.

Not Advantageous – 0 Points – Check if your interface meets this maximum level of criteria: _____

- Interface might provide two way communications between the hosted solution and SunGard Naviline ASP.
- Interface might support add/move change updates from SunGard Naviline ASP to hosted solution.
- Interface might support batch updates based on multiple variables, including but not limited to, meter type, customer type, route, and meter read dates.
- Interface might support data collection transfers based on end users selected dates and times.
- Interface designed to possibly allow users within the City's finance department to control the process.
- Interface might provide secure data transmission between systems.
- Interface software not detailed as part of the RFP.
- Interface might provide updates customer data by selected segments: date, route, specific data in xls, txt or csv format.
- Interface software tool might allow the City to pull requested data as required without requesting from

company.

- Interface might allow City of Merced to have customers disabled from access on the meter web (i.e. the case of an owner change.)
- Interface might provide the Location ID in the file
- Interface might provide file format from the company of what information is held in the customer and meter tables.

Advanced Metering Infrastructure (AMI) Endpoint

Highly Advantageous – 5 Points – Check if your system meets this maximum level of criteria: _____

- AMI endpoints are compatible with at least four different encoded meter and register manufacturers and models including the existing Badger Meter meters requiring no reprogrammed if a different meter manufacturer is connected to it; and
- A clear and concise explanation of the AMI endpoint mounting procedure is provided, the procedures are easy to understand and follow.; and
- As a backup, the endpoint must store up to 90 days of hourly meter readings in the endpoint;
- No field programming is required for the installation of the AMI endpoints; and
- Battery warranty is 10 years full based on 1 transmission per day of hourly data packets.
- A cellular endpoint is available for the AMI system

Advantageous – 2 Points – Check if your system meets this maximum level of criteria: _____

- AMI endpoints are compatible with at least two different encoded meter and register manufacturers and models including the existing Badger Meter meters requiring only that the module be reprogrammed if a different meter manufacturer is connected to it; and
- When in fixed network mode, the AMI endpoint must send both a high powered fixed network broadcast and a low powered mobile signal. The low powered signal must be sent at least every 60 seconds.
- A clear and concise explanation of the AMI endpoint field programming and mounting procedure is provided , the procedures are easy to understand and follow; and
- As a backup, the endpoint must store up to 60 days of hourly meter readings in the endpoint;
- Minimal field programming is required for the installation of the AMI endpoints; and
- Battery warranty for 10 years based on 1 or more transmissions per day of hourly data packets.
- AMI modules are capable of being read via back up hand held devices in the event of collection infrastructure failure
- cellular endpoint are available for the AMI system

Not Advantageous – 0 Points – Check if your system meets this maximum level of criteria: _____

- AMI endpoints are compatible with at least two different encoded meter and register manufacturers and models requiring that the module be replaced if a different meter manufacturer is connected to; and/or
- An explanation of the AMI endpoint field programming and mounting procedure is provided but they are not clear and easy to follow; and/or
- As a backup, the endpoint must store up to 30 days of hourly meter readings in the endpoint;
- Field programming and mounting procedures will require considerable efforts on the part of the City or their designated representative; and/or
- Battery warranty less than 10 years based on 1 or more transmissions per day of hourly data packets.
- AMI modules are not capable of being read via back up hand held device.
- Neither a point to point fixed network or cellular endpoint are available for the AMI system

AMI System Software

Highly Advantageous – 5 Points – Check if your system meets this maximum level of criteria: _____

- The software meets all of the following criteria for generating reports, data management, flexibility and operator-based security; and
 - A hosted browser-based web application that is accessed through i.e. internet Explorer 10+ web-browser
 - Application screens are clear and set up logically; and
 - Fields can be accessed easily and quickly; and
 - Provides advanced analytics that can be delivered via email, SMS or the system’s dashboard
 - Multiple screens are logically sequenced and access from other relevant screens is quick; and
 - User with minimal training and experience can be trained to navigate the system with four (4) hours or less of training; and
- The software is already functioning SunGard Naviline ASP Billing Software;
- Software provides 2 or more years of historical usage information for each account.
- Software will authenticate users via ADFS SSO or similar technology

Advantageous – 2 Point – Check if your system meets this maximum level of criteria: _____

- The software meets all of the criteria listed in Highly Advantageous for generating reports, data management, flexibility and operator-based security; and
- The software is compatible with SunGard Naviline ASP Billing Software; and
- Software provides 12 to 23 months of historical usage information for each account.

Not Advantageous – 0 Points – Check if your system meets this maximum level of criteria: _____

- The software meets some of the criteria listed in Highly Advantageous for generating reports, data management, flexibility and operator-based security; and
- The software maybe compatible with SunGard Naviline Billing Software; and
- Software provides 6 months – 11 months of historical usage information for each account.

Support Services and Warranty

Highly Advantageous – 5 Points – Check if your system meets this maximum level of criteria: _____

- Proposal exceeds the minimum requirement listed in the Technical Specifications:
 - 7am – 6pm PST Toll-free technical support telephone number; and
 - A guaranteed 1-hour technical support response time; and
 - Available loaner mobile and handheld reading equipment; and
 - Available maintenance agreements

Advantageous – 2 Point – Check if your system meets this maximum level of criteria: _____

- Proposal exceeds the minimum requirement listed in the Technical Specifications:
 - 8am – 5pm PST Toll-free technical support telephone number; and
 - A guaranteed 2-hour technical support response time; and
 - Available loaner mobile and handheld reading equipment; and
 - Available maintenance agreements

Not Advantageous – 0 Points – Check if your system meets this maximum level of criteria: _____

- Proposal exceeds the minimum requirement listed in the Technical Specifications:
 - 9am – 4pm PST Toll-free technical support telephone number; and
 - A guaranteed 4-hour technical support response time; and
 - Available loaner mobile and handheld reading equipment; and
 - Available maintenance agreements

AMI System Training

Highly Advantageous – 5 Points – Check if your system meets this maximum level of criteria: _____

- Proposal contains information on the training program. The training program addresses all of the training topics listed in the Technical Specifications, and meets the minimum criteria.

Advantageous – 2 Point – Check if your system meets this maximum level of criteria: _____

- Proposal contains information on the training program. The training program addresses all of the training topics listed in the Technical Specifications, but does not meet the minimum criteria.

Not Advantageous – 0 Points – Check if your system meets this maximum level of criteria: _____

- Proposal contains information on the training program. The training program does not address all of the training topics listed in the Technical Specifications.

Encoders

Highly Advantageous – 5 Points – Check if your system meets this maximum level of criteria: _____

- Encoders furnished meet all supplied specifications

Advantageous – 2 Points – Check if your system meets this maximum level of criteria: _____

- Encoders furnished have three or less exceptions to the supplied specifications

Not Advantageous – 0 Points – Check if your system meets this maximum level of criteria: _____

- Encoders furnished have more than three exceptions to the supplied specifications

General System Requirements

Highly Advantageous – 5 Points – Check if your system meets this maximum level of criteria: _____

- The AMI system is fully compliant with all applicable Federal Communication Commission (FCC) Rules and Regulations. The Technical Proposal demonstrates a thorough understanding of the FCC licensing requirements and operating frequency; and
- Manufacturer has manufactured AMR or AMI products for a minimum of 20 years.

Advantageous – 2 Points – Check if your system meets this maximum level of criteria: _____

- The AMI system is fully compliant with all applicable FCC Rules and Regulations. The Technical Proposal addresses FCC licensing requirements and operating frequency; and
- Manufacturer has manufactured AMR or AMI products for a minimum of 15 years.

Not Advantageous – 0 Points – Check if your system meets this maximum level of criteria: _____

- The AMI system is fully compliant with all applicable FCC Rules and Regulations. The Technical Proposal does not address either the FCC licensing requirements or the operating frequency of the RF system. If FCC licensing is required, a schedule for obtaining licensure is not provided; and
- Manufacturer has manufactured AMR or AMI products for a minimum of 10 years.

Point Total = _____ of a possible 40 Points

ATTACHMENT D – CONTRACT TERMS

1. INDEMNITY.

Contractor shall indemnify, protect, defend, save and hold City, its officers, employees, and agents, harmless from any and all claims or causes of action for death or injury to persons, or damage to property resulting from intentional or negligent acts, errors, or omissions of Contractor or Contractor's officers, employees, volunteers, and agents during performance of the Agreement, or from any violation of any federal, state, or municipal law or ordinance, to the extent caused, in whole or in part, by the willful misconduct, negligent acts, or omissions of Contractor or its employees, subcontractors, or agents, or by the quality or character of Contractor's work, or resulting from the negligence of the City, its officers, employees, volunteers and agents, except for loss caused solely by the gross negligence of the City. It is understood that the duty of Contractor to indemnify and hold harmless includes the duty to defend as set forth in Section 2778 of the California Civil Code. Acceptance by City of insurance certificates and endorsements required under the Agreement does not relieve Contractor from liability under this indemnification and hold harmless clause. This indemnification and hold harmless clause shall survive the termination of the Agreement and shall apply to any damages or claims for damages whether or not such insurance policies shall have been determined to apply. By execution of the Agreement, Contractor acknowledges and agrees to the provisions of this Section and that it is a material element of consideration.

2. INSURANCE.

During the term of the Agreement, Contractor shall maintain in full force and effect at its own cost and expense, the following insurance coverage:

a. General Liability.

- (i) Contractor shall obtain and keep in full force and effect general liability coverage at least as broad as ISO commercial general liability coverage occurrence Form CG 0001.
- (ii) Contractor shall maintain limits of no less than One Million Dollars (\$1,000,000) per occurrence for bodily injury, personal injury and property damage.
- (iii) The City, its officers, employees, volunteers and agents are to be named as additional insureds under the policy, as respects liability arising out of work or operations performed by or on behalf of the Contractor.
- (iv) The policy shall stipulate that this insurance will operate as primary insurance for work performed by Contractor and its sub-contractors, and that any other insurance or self insurance maintained by City or other named insureds shall be excess and non-contributory.
- (v) Contractor shall maintain its commercial general liability coverage for three

(3) years after completion of the work and shall add an additional insured endorsement form acceptable to the City naming the City of Merced, its officers, employees, agents and volunteers for each year thereafter for at least three

(3) years after completion of the work. Copies of the annual renewal and additional insured endorsement form shall be sent to the City within thirty (30) days of the annual renewal.

b. Automobile Insurance.

(i) Contractor shall obtain and keep in full force and effect an automobile policy of at least One Million Dollars (\$1,000,000) per accident for bodily injury and property damage.

(ii) The City, its officers, employees, volunteers and agents are to be named as additional insureds under the policy, as respects automobiles owned, leased, hired or borrowed by the Contractor.

(iii) The policy shall stipulate that this insurance will operate as primary insurance for work performed by Contractor and its sub-contractors, and that any other insurance or self insurance maintained by City or other named insureds shall be excess and non-contributory.

c. Professional Liability Insurance. Contractor shall carry professional liability insurance appropriate to Contractor's profession in the minimum amount of One Million Dollars (\$1,000,000). Architects and engineers' coverage is to be endorsed to include contractual liability.

d. Qualifications of Insurer. The insurance shall be provided by an acceptable insurance provider, as determined by City, which satisfies all of the following minimum requirements:

(i) An insurance carrier admitted to do business in California and maintaining an agent for service of process within this State; and,

(ii) An insurance carrier with a current A.M. Best Rating of A:VII or better (except for workers' compensation provided through the California State Compensation Fund).

e. Certificate of Insurance. Contractor shall complete and file with the City prior to engaging in any operation or activity set forth in the Agreement, certificates of insurance evidencing coverage as set forth above and which shall provide that no cancellation or expiration by the insurance company will be made during the term of this Agreement, without thirty (30) days written notice to City prior to the effective date of such cancellation—including cancellation for nonpayment of premium. In addition to any other remedies City may have, City reserves the right to withhold payment if Contractor's insurance policies are not current.