

**AGENDA ITEM EXECUTIVE SUMMARY**

Agenda Item number: *5.h

Title:

Recommendation to Approve Purchase Order with UtiliWorks Consulting, LLC for Advanced Metering Infrastructure Project

Presenter:

Tom Bruhl

Meeting: Government Services Committee

Date: September 23, 2019

Proposed Cost: \$91,850.50

Budgeted Amount: \$120,000

Not Budgeted: ☐**Executive Summary** *(if not budgeted please explain):*

The Electric Utility and Water Utility are working toward deployment of Advanced Metering Infrastructure (AMI). This project aims to create two-way communication with every electric and water meter in the City. Through AMI, the City will be able to offer enhanced services to our customers and AMI will open opportunities for new rate structures that are not practical using existing meter technology. Examples of new services include customer access to their meter consumption via a web portal, water leak detection, and the possibility that the City would be alerted to power outages without the customer having to call in. An example of a new rate structure would be an electric vehicle charging rate where customers who charge their cars at night, when energy is less expensive, would get a lower rate for the overnight consumption.

To initiate the project, the City solicited proposals from consulting firms. The scope of work for the consultant included development a comprehensive list of specifications and requirements, creation of an RFP package to send out for bids to the AMI vendor community, evaluation of the AMI system proposals, and a recommendation to City Staff and City Council on which AMI system is the best fit for St. Charles.

The City received eight proposals with costs ranging from \$21,000 to \$272,000. A team of City Staff from Public Works, IS, and Finance (Utility Billing) reviewed the proposals and selected five firms for further evaluation. In August, after one of the five vendors withdrew their bid due to a manpower shortage, the City heard presentations from four consultants. After the presentations, the team re-evaluated the four consultants. UtiliWorks Consulting LLC was the highest scored bidder by all team members. The scope of work is the exclusive focus of UtiliWorks. Their project team includes experienced staff that have worked on numerous similar projects. This project will require coordination with the work that Plante Moran is doing for replacement of the Utility Billing System and a new Asset Management System. UtiliWorks has experience in partnering with Plante Moran on another project and Staff is confident on collaboration on the two initiatives.

UtiliWorks accepted the standard agreement terms and conditions language developed by Purchasing without exception.

Staff made reference check calls to other municipalities and utilities currently working with UtiliWorks with all resulting in positive feedback in support of the vendor.

The desire is to develop specs and bid for AMI systems before the end of 2019 and present to City Council with a recommendation on which AMI system to purchase in early 2020.

Attachments *(please list):*

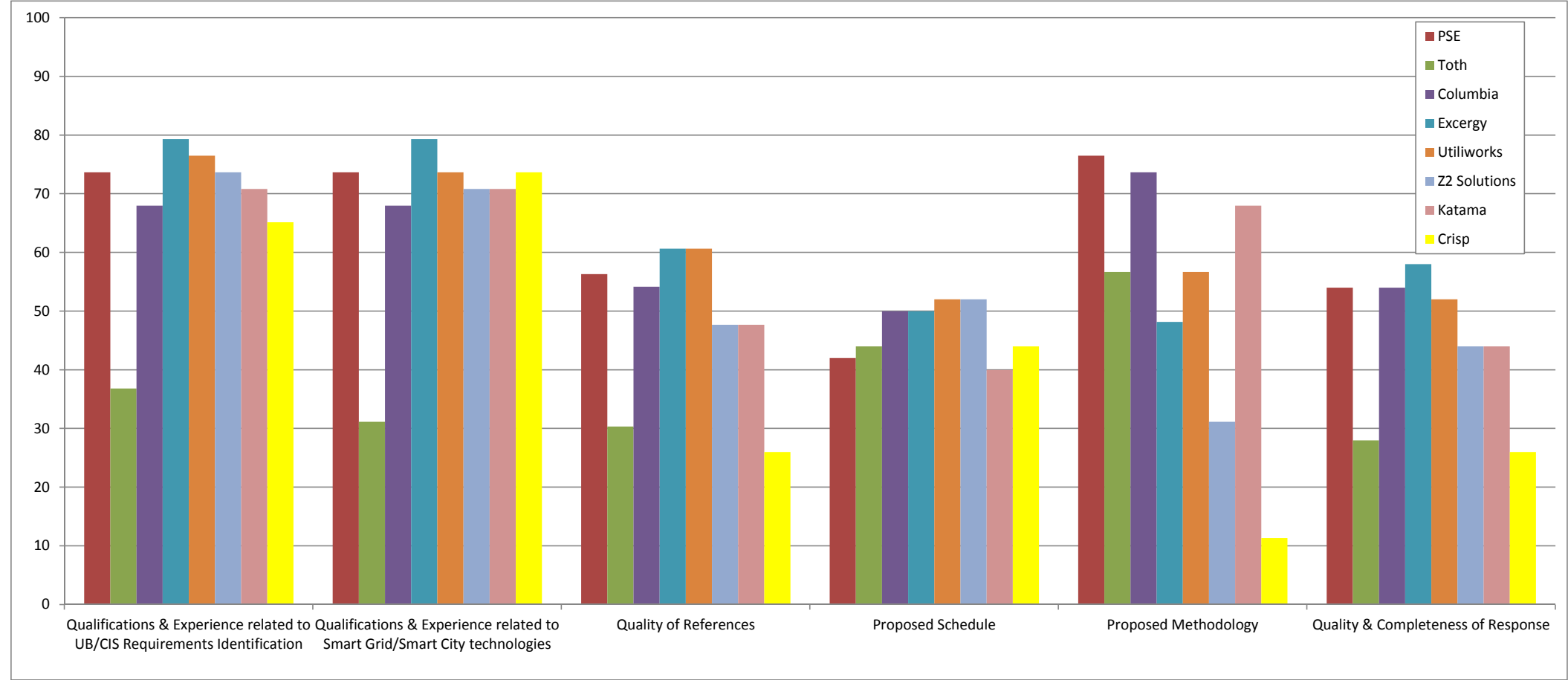
* Evaluation Graphs

Recommendation/Suggested Action *(briefly explain):*

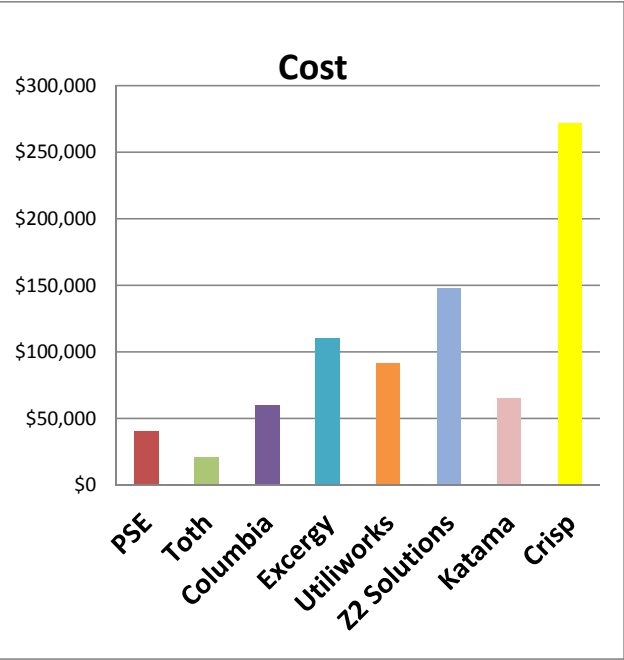
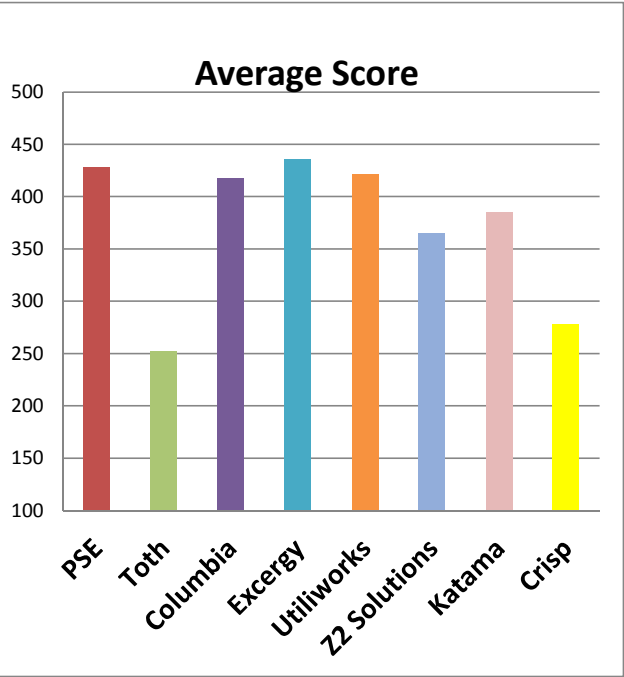
Consideration to approve a Purchase Order with UtiliWorks Consulting, LLC for Advanced Metering Infrastructure Project Consulting Services.

AMI CONSULTANTS - ORIGINAL RFP EVALUATION

Criteria	Average Scores							
	PSE	Toth	Columbia	Excergy	Utiliworks	Z2 Solutions	Katama	Crisp
Qualifications & Experience related to UB/CIS Requirements Identification	74	37	68	79	77	74	71	65
Qualifications & Experience related to Smart Grid/Smart City technologies	74	31	68	79	74	71	71	74
Quality of References	56	30	54	61	61	48	48	26
Proposed Schedule	42	44	50	50	52	52	40	44
Proposed Methodology	77	57	74	48	57	31	68	11
Quality & Completeness of Response	54	28	54	58	52	44	44	26
Total	428	253	418	436	422	365	385	278

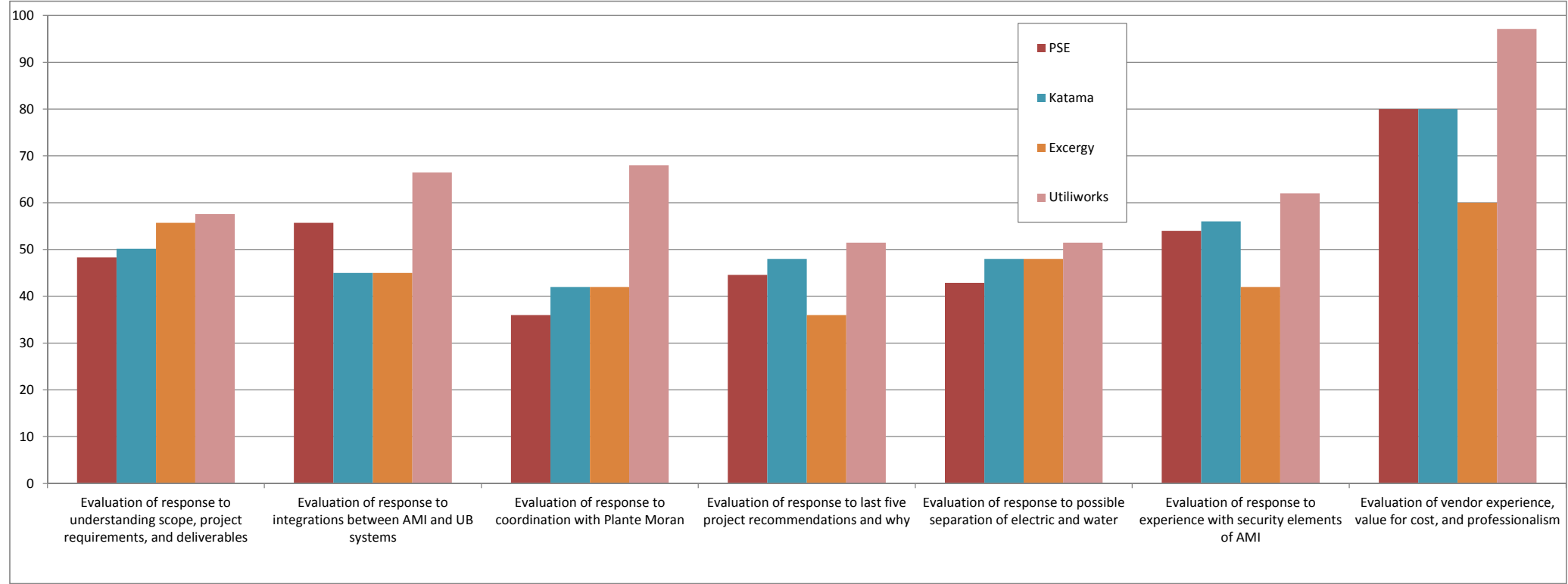


Cost	\$	40,250	\$	20,925	\$	59,860	\$	110,516	\$	91,851	\$	147,800	\$	65,540	\$	271,700
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AMI CONSULTANTS - PRESENTATION EVALUATION

Criteria	Average Scores			
	PSE	Katama	Excergy	Utiliworks
Evaluation of response to understanding scope, project requirements, and deliverat	48	50	56	58
Evaluation of response to integrations between AMI and UB systems	56	45	45	66
Evaluation of response to coordination with Plante Moran	36	42	42	68
Evaluation of response to last five project recommendations and why	45	48	36	51
Evaluation of response to possible separation of electric and water	43	48	48	51
Evaluation of response to experience with security elements of AMI	54	56	42	62
Evaluation of vendor experience, value for cost, and professionalism	80	80	60	97
Total	361	327	325	454



Cost				
	PSE	Katama	Excergy	Utiliworks
	\$ 40,250	\$ 65,540	\$ 110,516	\$ 91,851

