RESOLUTION 19-24

A RESOLUTION AUTHORIZING SOLE SOURCE SERVICES CONTRACT FOR WATER METER READING SOFTWARE AND EQUIPMENT UPGRADE

WHEREAS, the City of Spring Hill water distribution department uses National Meter & Automation for the software and equipment needed to read the city's water meters on a monthly basis; and

WHEREAS, the current software and equipment that has been in place for 14 years will become obsolete in June 2020 and an upgrade will be required; and

WHEREAS, City staff recommends continuing the sole source services with National Meter & Automation to be compatible with existing meters in use; and

WHEREAS, Tyler Technologies will require a one-time implementation cost for the upgraded software; and

WHEREAS, the costs associated with this upgrade will be:

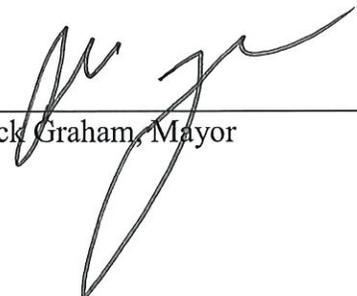   National Meter & Automation – one-time cost - $32,680.00
        Tyler Technologies – one-time cost - $3,250.00
        National Meter & Automation – yearly maintenance fee - $11,100.00
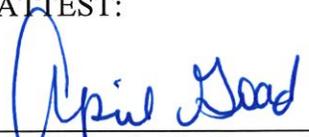
NOW, THEREFORE BE IT RESOLVED, that the City of Spring Hill Board of Mayor and Aldermen, authorize a sole source services contract with National Meter & Automation for water meter reading software and equipment upgrade, in the amount of $32,680.00 one-time cost and an annual maintenance cost of $11,100.00 thereafter, and to Tyler Technologies in the amount of $3,250.00 one-time cost, using funds transferred from Water/Sewer Admin & Billing (52316) to the Water Distribution Cost Center (52100), as considered by the Budget and Finance Advisory Committee on February 4, 2019.

Passed and Adopted by the Board of Mayor and Aldermen of the City of Spring Hill, Tennessee on the 19th day of February, 2019.

_____
Rick Graham, Mayor

ATTEST:

_____
April Goad, City Recorder

LEGAL FORM APPROVED:

_____
Patrick Carter, City Attorney

SUBJECT: Resolution to approve meter reading software and equipment upgrade

DATE: January 29, 2019

ATTENTION: Board of Mayor and Aldermen

STAFF: Missy Stahl, Senior Project Manager
T.C. Norman, Water Distribution
Superintendent

City of
SPRING HILL
TENNESSEE
est. 1809

STAFF MEMORANDUM

Background:

The city currently utilizes National Meter & Automation for the water meter reading software and equipment that we have used since 2004. National Meter is a sole source vendor for what we currently have in place. The current software will become obsolete in June 2020 and the equipment is obsolete currently (no replacements can be bought nor can they be repaired).

The cost to upgrade the equipment and software for (4) mobile reading units and front office software is $32,680.00. This is a one-time fee from National Meter & Automation. There is also a one-time fee from Tyler Technologies to integrate the new software into our current accounting system at a cost of $3,250.00. These costs would be recognized in the current budget year. Additionally there is an annual maintenance fee of $11,100.00 from National Meter & Automation that would be recognized in future budget years.

Per National Meter, there is a four month lead time to order and receive all equipment and have the software tested. Tyler Technologies will also need time for the integration.

Total expense for FY 2018-2019 is $35,930.00. Expenditure will be from line item 410-52100-392 (Water Distribution – Fire Hydrants for Resale). This currently has a budget of $80,000.00 with none being expensed YTD. Purchases from this line item are only made as needed when contractors purchase fire hydrants from the city. Staff has 19 available hydrants on hand which will suffice for needs for the remaining budget year with an additional $44,070.00 left in the budget if needed.

Staff recommends approval of Resolution 19-24.

NATIONAL
— METER & AUTOMATION —

QUOTATION

5215 Linbar Drive, Suite 201
Nashville, TN 37211
Phone: 615.459.8288
Fax: 615.459.8898

DATE:	January 29, 2019
QUOTED BY:	Don Roeder
CUSTOMER EMAIL:	tcnorman@springhilltn.org
	TC Norman

BILL TO: Spring Hill Water

SALESPERSON	PAYMENT TERMS	SHIPPING METHOD	SHIPPING TERMS	SUBJECT TO REVIEW	
Duke Julian	Net 30 Days	Best Way	FOB Nashville, TN	6/30/19	

QTY	Product Description	UNIT PRICE	1st Year	Subsequent Years
1	BEACON ENGAGEMENT FEE - One-time fee billed by National Meter, for up to 25,000 Services	$5,500.00	$5,500.00	
120000	Hosting Fee Service Units (A hosting fee service unit consists of one month of hosting per account). Hosting fee qty listed is one year (15,000 Services x 12 Months of service), due at time of order. **TO BE BILLED BY BADGER METER PN 68886-301 ORI-MP-02238-EN-03 Promo -120,000 units included 1st year.**	$0.00	$0.00	$4,800.00
60000	Hosting Fee Service Units (A hosting fee service unit consists of one month of hosting per account). Hosting fee qty listed is one year (15,000 Services x 12 Months of service), due at time of order. **TO BE BILLED BY BADGER METER PN 68886-301 ORI-MP-02238-EN-03 Promo -120,000 units included 1st year.**	$0.04	$2,400.00	$2,400.00
12	Mobile Read Module Software License, required for vehicle/drive-by meter reading. Purchased in multiples of twelve Service Units per License. **Year 1 net price** for up to 25,000 Services. **TO BE BILLED BY BADGER METER PN 68886-301 ORI-MP-02238-EN-03 Promo - 50% off first year.**	$175.00	$2,100.00	
12	Mobile Read Module Software License, required for vehicle/drive-by meter reading. Purchased in multiples of twelve Service Units per License. **Year 2 & 3 RENEWAL** price for up to 25,000 Services. **TO BE BILLED BY BADGER METER PN 68886-501**	$175.00		$2,100.00
24	Beacon AMA Field Application Suite - Mobile Read Module User Login License (One annual user login license required for each ORION Mobile Reade or Field Director Login. Year 1 price for up to 25,000 Services. **TO BE BILLED BY BADGER METER PN 68886-301 ORI-MP-02238-EN-03 Promo - 24 months included for 1st year.**	$0.00	$0.00	$720.00

NATIONAL
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Duke Julian	Net 30 Days	Best Way	FOB Nashville, TN	6/30/19	

QTY	Product Description	UNIT PRICE	1st Year	Subsequent Years
36	Beacon AMA Field Application Suite - Mobile Read Module User Login License (One annual user login license required for each ORION Mobile Reade or Field Director Login. Year 1 price for up to 25,000 Services. **TO BE BILLED BY BADGER METER PN 68886-301 ORI-MP-02238-EN-03 Promo - 24 months included for 1st year.**	$30.00	$1,080.00	$1,080.00
4	Trimble T10 Tablet BEACON AMA Mobile Solutions (includes 3 years of maintenance)	$4,500.00	$18,000.00	
1	3-Day on-site training to cover: Beacon AMA Intro, Beacon Data Exchange, Beacon Mobile Data Sync, Beacon AMA Field Application Suite, ORION Field Application and ORION Endpoint Utility for Handheld	$3,600.00	$3,600.00	

Sales Tax: To be quoted at time of order
Est. Lead Time: TBD

SUBTOTAL	$ 32,680.00	$ 11,100.00
SALES TAX	#VALUE!	-
FREIGHT	Add	Add
TOTAL	#VALUE!	$ 11,100.00

THANK YOU FOR YOUR BUSINESS!!
This quotation is an offer subject to the Terms and Conditions available on our website:
www.nationalmeter.com/legal

tyler
technologies

Sales Quotation For
City of Spring Hill
199 Town Center Pkwy
Spring Hill , TN 37174-2460
Phone: +1 (931) 486-2252

Quoted By: Dylan Schwantes
Quote Expiration: 7/22/2019
Quote Name: City of Spring Hill-LGD-Handheld Definition
Quote Number: 2019-65041
Quote Description:

Tyler Software and Related Services

Description	License	Impl Hours	Impl Cost	Data Conversion	Module Total	Maintenance
Customer Relationship Management Suite						
Utility Handheld Meter-Reader Interface	$2,200	4	$500	$0	$2,700	$550
Sub-Total:	$2,200		$500	$0	$2,700	$550
TOTAL:	$2,200	4	$500	$0	$2,700	$550

Summary	One Time Fees	Recurring Fees
Total Tyler Software	$2,200	$550
Total Tyler Services	$500	$0
Total Third Party Hardware, Software and Services	$0	$0
Summary Total	$2,700	$550
Contract Total	$3,250	

Benefits of moving to Beacon Mobile from Connect/ReadCenter

1. **Web-Hosted software.** Software is not downloaded locally, therefore it is not as dependent on windows versions and hardware functionality. Beacon is simply a website.

2. **Automatic software updates and Communication.** Software updates will be sent overnight and new Beacon information pushed through "What's New".

3. **Security.** Cloud-based – ISO 27001 certified and SOC 2 examined for security, availability and confidentiality

4. **Multiple people can access the general Beacon software no charge.** This is not including Orion Mobile Reading or Field Director access.

5. **Customizable.** API, Work Order and Data Exchange modules, Inventory/Asset Management, GIS, etc.

6. **More information available to analyze.** Dependent on what Billing can send down. District Metering, Vacant Properties, High/Low Audit, etc.

7. **Quicker return on Reading Data.** No jump drives needed to transfer data. Even quicker transfer if Wi-Fi is present throughout the entire reading process, however not required.

8. **Quicker return on Reading Analysis.** Leaks, Non-Usage can be determined quicker if reads are received real-time. Via constant Wi-Fi connection.

9. **Reading progress linked to Username and not device.** Seamless transfer of work items to different equipment if needed.

10. **Communication to field users via OMR software.** Dependent on constant Wi-Fi connection.

11. **Visual Display of Reading Progress in Office.** Dependent on constant Wi-Fi connection and gps.

12. **Manipulation of Data Reports.** All exporting of data is in .csv format.

13. **Seamless transition to Beacon Cellular.** Only slight difference in data exchange for new technology installation. Same software with more available features.