



**PUBLIC SERVICE BOARD MEETING
AGENDA ITEM
REGULAR MEETING**

Wednesday, March 09, 2022

SUBJECT

Sole Source Contract with Securevision of America, Inc. for the purchase of Smart Meters (AMI)

BACKGROUND

The November 2021 Public Service Board meeting had an agenda item that referenced meter lids and EPWater converting all meters into AMI/Smart Metering as part of the meter replacement program. The meters used for the smart metering system have been in the system for 3 years (approximately 15,700 meters) and the infrastructure is already in place, with 3 collectors installed on water towers at different locations in the city. EPWater plans on installing 20,000 residential 3/4" meters this upcoming fiscal year, as well as over 500 large commercial meters. The accuracy of these ultrasonic meters ensures accurate revenue capture plus the smart technology improves the effectiveness of billing and can be used as tools for water conservation efforts.

STRATEGIC OBJECTIVES SUPPORTED

Improve Infrastructure

EVALUATION PROCESS

Securevision of America, Inc. was awarded the bid in August 2018 and has supplied the Utility with Kamstrup Flow IQ Ultrasonic Water Meters for the past three years. These water meters currently used by the Utility are the only meters manufactured with acoustic leak detection encapsulated within the meter body to assist in finding service line leaks. The Flow IQ products are a sole source product, manufactured, exclusively by Kamstrup Metering for Securevision of America. No other company makes a similar or competing product. The Utility is standardizing all smart meters to Kamstrup meters to take advantage of the infrastructure already in place.

FINANCIAL IMPLICATIONS

Sufficient funds are available in Account Numbers 2815, 3115, 3522, 3535, and the funding source is the Improvement Fund.

PROPOSED ACTION REQUESTED

Consider and approve a sole source contract in accordance with Section 252.022(a)(7)(A) of the Texas Local Government Code with Securevision of America, Inc. for Kamstrup AMI/Smart Meters for the meter replacement program in the estimated annual amount of \$5,800,000, for a term of 10 years, contingent upon vendor providing annual documentation attesting to their sole source status.

SUPPORTING DOCUMENTATION PROVIDED

- Securevision of America, Inc. Sole Source Affidavit
- Securevision of America, Inc. Sole Source Letter
- Securevision of America, Inc. Quote



EL PASO WATER UTILITIES PUBLIC SERVICE BOARD

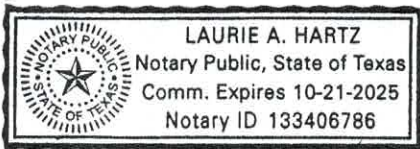
SOLE SOURCE AFFIDAVIT

Before me, the undersigned official, on this day, personally appeared a person known to me to be the person whose signature appears below, whom after being duly sworn upon his/her oath deposed and said:

- 1. My name is John Tracy Irwin. I am over the age of 18, have never been of a convicted crime and am competent to make this affidavit.
2. I am an authorized representative of the following company or firm: Securevision of America, Inc.
3. The above named company or firm is the sole source for the following item(s), product(s) or service(s): Water Meters and related items
4. Competition in providing the above named item(s) product(s), service(s) is precluded by the existence of a patent, copyright, secret process or monopoly as stated under Section 252.022, Subchapter A of the Local Governmental Code 7A or as provided for under 7B-F of the same section. Also, attached hereto is a sole source letter, which sets forth the reasons why this Vendor is a sole source provider (dated and signed).
5. There is/are no other like item(s) or product(s) available for purchase that would serve the same purpose or function.
6. Note: This Vendor understands that by providing false information on this Sole Source Affidavit, it may be considered a non-responsible Vendor on this and future purchases and may result in discontinuation of any/all business with the El Paso Public Utilities-Public Service Board.

Signature [Handwritten Signature]

SUBSCRIBED AND SWORN to before me on this 21st day of December 20 21



Laurie A. Hartz
NOTARY PUBLIC
PRINTED NAME Laurie A. Hartz
MY COMMISSION EXPIRES 10.21.2025

COMPANY NAME: Securevision of America, Inc.
ADDRESS, CITY, STATE & ZIP CODE: P.O. Box 218, Fentress, Texas 78622
PHONE: 512-815-7505 FAX NUMBER: N/A
CONTACT NAME AND TITLE: John Tracy Irwin, President
WEB ADDRESS: securevisionofamerica.com EMAIL: tracy@securevisionofamerica.com
FEDERAL TAX ID NUMBER: 26-1677677 TEXAS SALES TAX NUMBER: 1-26-1677627-4



SecureVision of America, Inc.

PO Box 218

Fentress, Texas 78622

December 21, 2021

To: El Paso Water

Attn: Marla Jo St. Leon

6400 Boing

El Paso, Texas 79925

Re: Kamstrup Flow IQ 2200, 2250, 3200, and 3250 Ultrasonic Water Meters

To Whom It May Concern,

This letter is to confirm that the Flow IQ 2200, 2250, 3200, and 3250 Ultrasonic water meters currently used by El Paso Water are the only meters manufactured with the following items encapsulated within the meter body, Ultrasonic measurement starting at .01 GPM, acoustic leak detection to assist in finding infrastructure leaks. The Flow IQ products are a sole source product, manufactured, exclusively by Kamstrup Metering for Securevision of America. No other company makes a similar or competing product.

If you need any additional information, please contact me at tracy@securevisionofamerica.com.

Sincerely,

John Tracy Irwin, President

Securevision of America, Inc.



SecureVision of America, Inc.

SecureVision of America, Inc
 PO Box 218
 Fentress TX 78622
 United States

Quote

Page 1 of 3

Date 2/18/2022
Quote # 2389
Expires 12/31/2022
Sales Rep
Memo Meter Contract

Accepted By:

Bill To

El Paso Water
 PO Box 511
 El Paso TX 79961-0511
 United States

Ship To

El Paso Water
 9751-B Pan American Dr.
 El Paso TX 79927
 United States

Acceptance Date:

Item	Quantity	Description	Rate	Amount	Tax Rate
Flow IQ 2200 5/8" X 3/4" ALD	20,000	02-K-02-D-1-8B-8-UB, Flow IQ 2250 (25 GPM 5/8" x 3/4" x 7.5") - 801-24-002-0000-5-3-3-6-01-240-1-3-01-002, Cubic Foot, Mountain Time. A 2% discount shall be provided for minimum orders of 20,000 meters of any size. Meters can be shipped to customer on a monthly basis or in full. Meters contain Acoustic Leak Detection to assist in infrastructure leak locating.	222.00	4,440,000.00	
Flow IQ 2200 1" ALD	200	02L-02-D-1-8D-8-UB, Flow IQ 2200 (55 GPM 1" x 10-3/4") - 801-24-002-0000-5-3-3-6-01-240-1-3-01-002, Cubic Foot, Mountain Time. A 2% discount shall be provided for minimum orders of 20,000 meters. Meters can be shipped to customer on a monthly basis or in full.	337.00	67,400.00	
Flow IQ 3200 1.5" ALD	300	02-L-02-D-1-8F-8-UB, Flow IQ 3200 (120 GPM 1.5" x 13") -801-24-002-0000-5-3-3-6-01-240-1-3-01-002, Cubic Foot, Mountain Time. A 2% discount shall be provided for minimum orders of 20,000 meters. Meters can be shipped to customer on a monthly basis or in full.	887.25	266,175.00	
Flow IQ 3200 2" ALD	300	02-L-02-D-1-8H-8-UB, Flow IQ 3200 (160 GPM 2" x 17") -801-24-002-0000-5-3-3-6-01-240-1-3-01-002, Cubic Foot, Mountain Time. A 2% discount shall be provided for minimum orders of 20,000 meters. Meters can be shipped to customer on a monthly basis or in full.	971.25	291,375.00	
Flow IQ 3200 3" ALD	60	02-L-02-D-1-8K-8-UB, Flow IQ 3200 (350 GPM 3" x 12") -801-24-002-0000-5-3-3-6-01-240-1-3-01-002, Cubic Foot, Mountain Time. A 2% discount shall be provided for minimum orders of 20,000 meters. Meters can be shipped to customer on a monthly basis or in full.	1,943.50	116,610.00	
Flow IQ 3200 4" ALD	80	02-L-02-D-1-8P-8-UB, Flow IQ 3200 (700 GPM 4" x 14") -801-24-002-0000-5-3-3-6-01-240-1-3-01-002, Cubic Foot, Mountain Time. A 2% discount shall be provided for minimum orders of 20,000 meters. Meters can be shipped to customer on a monthly basis or in full.	2,788.50	223,080.00	



SecureVision of America, Inc.

SecureVision of America, Inc
 PO Box 218
 Fentress TX 78622
 United States

Quote

Page 2 of 3

Date
Quote #

2/18/2022
 2389

Item	Quantity	Description	Rate	Amount	Tax Rate
Flow IQ 3200 6" ALD	80	02-L-02-D-1-8P-8-UB, Flow IQ 3200 (1500 GPM 6" x 14") -801-24-002-0000-5-3-3-6-01-240-1-3-01-002, Cubic Foot, Mountain Time. A 2% discount shall be provided for minimum orders of 20,000 meters. Meters can be shipped to customer on a monthly basis or in full.	4,825.50	386,040.00	
Kamstrup AMI Collector 450 mhz	4	Kamstrup AMI Collector, RF450, including cellular modem for back haul. Collector to be mounted on utility owned structure. Electrical service to be provided by city to include one weatherproof 110, 20 amp dedicated circuit. Kamstrup AMI Collector, RF450, including cellular modem for back haul. Customer to provide cellular sim card with 5GB available date per month The READy Collector standard set includes the following: Type no: 6696100020 READy collector top Type no: 6696200000READy collector base without modem Type no. 1653104AMI antenna (2 pieces) Type no. 5000 3986.5â€™™ cable between READy Collector top and AMI antennas (2 pieces) Type no. 5000 484200â€™™ Ethernet cable to READy collector from top to base (1 piece) Type no. 5000 485200â€™™ Power cable between collector top and base Type no. 5000 472Bracket for READy collector top (1 piece) Type no. 5000 473Adapter plate for READy top collector (1 piece) Type no. 50-00-474Antenna beam 39â€™™ Type no. 50-00-475Bracket for antenna beam	0.00	0.00	
Kamstrup Collector Implementati on	4	To install and integrate Kamstrup 450 MHz collector in place complete upon FCC License approval. Install Communication Device Box on top of customer owned structure. To test and record grounding as required per Kamstrup warranty process. To test and route Kamstrup communication cables from lower control panel mounted to existing utility owned mounting structure. To power device from utility furnished 110 dedicated circuit. To test configuration and communication with Kamstrup servers and READy Manager while on-site. Requires a 2250 meter from the utility in order to confirm reading and actual propagation	0.00	0.00	



SecureVision of America, Inc.

SecureVision of America, Inc
PO Box 218
Fentress TX 78622
United States

Quote

Page 3 of 3

Date
Quote #

2/18/2022
2389

Item	Quantity	Description	Rate	Amount	Tax Rate
		radius. To provide "as built package" to owner, engineer, and distributor to include, Comtrain certifications, Safety Schedule signed by all parties, photo's of top mount, bottom mount, certified weatherproofing on all exterior connections, grounding records of both top and bottom boxes, both boxes in operation with a green lights illuminated, including modem and top box serial number for future reference.			

Total \$5,790,680.00