



May 16, 2019

Honorable Mayor and Council
City of Hapeville
3468 N Fulton Avenue
Hapeville, Georgia 30354

Re: Water Meter Advanced Metering Infrastructure Improvements
Proposal Evaluation and Award
Our Reference No. 180138.00

Dear Mayor and Council Members:

We have reviewed the proposals received at City Hall, at 2:00 p.m., local time on April 16, 2019 for construction of the referenced project. Six (6) proposals were received. The following is a summary of the three highest scoring proposals.

<u>Ranking</u>	<u>Proposer</u>	<u>Base Bid Amount</u>	<u>Alternate No. 2 Bid Amount</u>	<u>Based Bid + Alternate No. 2 Bid Amount</u>
1.	Kendall Supply, Inc. 2941 Piedmont Road NE Suite D Atlanta, GA 30305	\$714,022.00	\$378,081.00	\$1,092,103.00
2.	Ferguson Enterprises, LLC 6145 Buffington Road College Park, GA 30349	\$707,357.00	\$604,992.00	\$1,312,349.00
3.	Fortiline, Inc. 7025 Northwinds Drive Concord, NC 28025	\$1,158,262.11	NA	\$1,158,262.11

A certified tabulation of all proposals received is attached along with the proposal evaluation scoring matrix. A copy of the tabulation and scoring matrix will be mailed to each proposer for their information.

Each proposer submitted a 5% proposal bond from a surety company listed on U. S. Treasury Circular 570 (07/01/18). The highest scoring proposal of \$1,092,103.00 for the Base Bid plus Alternate No. 2 is within the funds allocated for the project and below the engineer's opinion of probable construction cost. Alternate No. 2 includes the use of composite material meters rather than metallic material meters described in the base bid.

The highest ranking proposer, Kendall Supply, Inc. has satisfactorily completed numerous similar installations in the state of Georgia and is considered qualified to perform the required activities to successfully complete this project.

The City has a small amount of existing metering equipment that is compatible with the AMI system Kendall Supply will be providing. These meters can be reprogrammed to work with the AMI system at a cost saving compared to the purchase price of a new meter. By having existing meters reprogrammed the City can reduce the Contract amount by \$66,300.00.

At the City's request, we contacted Kendall Supply regarding adjusting quantities for pressure and leak sensors in the system for monitoring and recording events in certain areas of the City. These adjusted quantities would become part of the Contract after the Agreement has been executed. Kendall Supply provided the requested information and indicated that the additional cost would be \$170,566.00.

We reviewed the information and pricing with the City staff and recommend that the adjusted quantities be included in the Contract. The total price of the work will be \$1,196,369.00 and it will still be within the funding allocated for the project.

NGM, Insurance Company is the surety company for the recommended proposer's proposal bond and will likely be the surety company used for the payment and performance bonds on the project. In addition to being listed on the U.S. Treasury Department Circular 570, the surety is shown as being licensed in Georgia, having an Active/Compliance status, and with an underwriting limitation that is greater than the bond amount. Please note that in accordance with Georgia Law (OCGA 36-91-40 (a)(2)), the City must have an "officer of the government entity" to "approve as to form and as to the solvency of the surety" for the proposed surety company named above. We recommend that your legal counsel be contacted to handle or suggest the procedures necessary to comply with this Georgia law. We can provide additional information on this issue if needed.

Keck & Wood, Inc., therefore, recommends contract award to Kendall Supply, Inc. in the amount of \$1,196,369.00 for construction of the project. It must be noted that should the City of Hapeville accept this recommendation and award to Kendall Supply, Inc., the award should be contingent on concurrence in the award from the Georgia Environmental Facilities Authority (GEFA).

If there are any questions, please contact our office.

Very truly yours,
KECK & WOOD, INC.



James A. Brenton, P.E.
Associate Vice President

Enclosure

PROPOSAL PRICE TABULATION
WATER METER ADVANCED METERING INFRASTRUCTURE IMPROVEMENTS
CITY OF HAPEVILLE, GEORGIA

RECEIVED BY: CITY OF HAPEVILLE, GEORGIA
 AT HAPEVILLE CITY HALL
 2:00 P.M., LOCAL TIME, APRIL 16, 2019

				PROPOSER NO. 1 Utility Solutions & Automation, LLC P.O. Box 425 Rockville, TN 37153		PROPOSER NO. 2 Kendall Supply, Inc. 2941 Piedmont Road NE, Suite D Atlanta, GA 30305		PROPOSER NO. 3 Delta Municipal Supply, Inc. 408 Jesse Cronin Road Braselton, GA 30517	
ITEM NO.	ITEM DESCRIPTION	QUANTITY	UNIT	UNIT PRICE	AMOUNT	UNIT PRICE	AMOUNT	UNIT PRICE	AMOUNT
A	Propagation Study	1	LS	\$1.00	\$1.00	NA	NA	NA	NA
B1.1	5/8" Water Meter Installation - Metallic	508	EA	NA	NA	NA	NA	\$216.00	\$109,728.00
B1.2	3/4" Water Meter Installation - Metallic	1,700	EA	NA	NA	NA	NA	\$252.00	\$428,400.00
B1.3	1" Water Meter Installation - Metallic	10	EA	\$358.62	\$3,586.20	NA	NA	\$332.00	\$3,320.00
B1.4	1 1/2" Water Meter Installation - Metallic	10	EA	\$894.25	\$8,942.50	\$1,640.00	\$16,400.00	\$742.00	\$7,420.00
B1.5	2" Water Meter Installation - Metallic	50	EA	\$949.43	\$47,471.50	\$1,850.00	\$92,500.00	\$862.00	\$43,100.00
C	Radio Units	2,208	EA	NA	NA	\$144.00	\$317,952.00	NA	NA
D1	Meter Boxes - Residential	220	EA	\$119.44	\$26,276.80	\$452.50	\$99,550.00	\$350.00	\$77,000.00
D2	Meter Boxes - Non-Residential	5	EA	\$155.56	\$777.80	\$275.00	\$1,375.00	\$190.00	\$950.00
E	Extend Water Service Piping	220	EA	\$116.67	\$25,667.40	\$150.00	\$33,000.00	\$114.00	\$25,080.00
F	Curb Stops	55	EA	\$140.94	\$7,751.70	\$70.00	\$3,850.00	\$140.00	\$7,700.00
G	Service Tubing System	275	LF	\$42.06	\$11,566.50	\$14.00	\$3,850.00	\$38.49	\$10,584.75
H	Data Collection Network	1	LS	\$23,055.56	\$23,055.56	\$65,980.00	\$65,980.00	\$58,500.00	\$58,500.00
I	Data Collection Devices Replacement	2	EA	\$6,500.00	\$13,000.00	NA	NA (12)	\$7,500.00	\$15,000.00
J	Meter Reading - Host Software	1	LS	\$17,049.42	\$17,049.42	NA	NA (13)	\$15,000.00	\$15,000.00
K	Training and Support	1	LS	\$4,500.00	\$4,500.00	NA	NA (14)	\$1,500.00	\$1,500.00
L	Support Services	1	LS	\$14,283.00	\$14,283.00	\$5,000.00	\$5,000.00	NA	NA
M	Installation and Training	1	LS	\$1.00	\$1.00	\$12,565.00	\$12,565.00	NA	NA
N	System Maintenance Support - Hardware	4	YR	NA	NA	\$1,500.00	\$6,000.00	\$3,150.00	\$12,600.00
O	System Maintenance Support - Software	4	YR	\$4,816.42	\$19,265.68	\$14,000.00	\$56,000.00	\$14,250.00	\$57,000.00
TOTAL BASE BID AMOUNT					\$223,196.06	\$714,022.00	\$872,882.75		
A1	Alternate No. 1 - Data Repository and Customer Web Portal	1	LS		\$14,500.00 (3)		\$21,800.00		\$55,500.00 (4)
TOTAL ALTERNATE NO. 1 BID AMOUNT					\$14,500.00	\$21,800.00	\$55,500.00		
B2.1	5/8" Water Meter Installation - Composite	508	EA	\$248.28	\$126,126.24	\$170.00	\$86,360.00	NA	NA
B2.2	3/4" Water Meter Installation - Composite	1,700	EA	\$252.87	\$429,879.00	\$170.00	\$289,000.00	NA	NA
B2.3	1" Water Meter Installation - Composite	10	EA	NA	NA	\$272.10	\$2,721.00	NA	NA
B2.4	1 1/2" Water Meter Installation - Composite	10	EA	NA	NA	NA	NA	NA	NA
B2.5	2" Water Meter Installation - Composite	50	EA	NA	NA	NA	NA	NA	NA
TOTAL ALTERNATE NO. 2 BID AMOUNT					\$556,005.24	\$378,081.00	NA		
TOTAL BASE BID & ALTERNATE NO. 2 BID AMOUNT					\$779,201.30	\$1,092,103.00	\$872,882.75		
BID BOND				5%		5%		5%	
NOTE REFERENCE				(1)(2)(5)		(1)(2)(6)		(1) (2)	
LICENSE NUMBER				UC301271		Not Provided		UC301271	

PROPOSAL PRICE TABULATION
WATER METER ADVANCED METERING INFRASTRUCTURE IMPROVEMENTS
CITY OF HAPEVILLE, GEORGIA

RECEIVED BY: CITY OF HAPEVILLE, GEORGIA
 AT HAPEVILLE CITY HALL
 2:00 P.M., LOCAL TIME, APRIL 16, 2019

				PROPOSER NO. 4 Fortiline, Inc. 7025 Northwinds Drive Concord, NC 28025		PROPOSER NO. 5 Ferguson Enterprises, LLC 6145 Buffington Road College Park, GA 30349		PROPOSER NO. 6 Consolidated Pipe & Supply Company, Inc. 194 Hurricane Shoals Road Lawrenceville, GA 30046	
ITEM NO.	ITEM DESCRIPTION	QUANTITY	UNIT	UNIT PRICE	AMOUNT	UNIT PRICE	AMOUNT	UNIT PRICE	AMOUNT
A	Propagation Study	1	LS	NA	NA	\$0.00	\$0.00	\$500.00	\$500.00
B1.1	5/8" Water Meter Installation - Metallic	508	EA	\$134.68	\$68,417.44	\$274.00	\$139,192.00	\$325.00	\$165,100.00
B1.2	3/4" Water Meter Installation - Metallic	1,700	EA	\$160.14	\$272,238.00	\$274.00	\$465,800.00	\$360.00	\$612,000.00
B1.3	1" Water Meter Installation - Metallic	10	EA	\$348.43	\$3,484.30 (11)	\$387.00	\$3,870.00	\$425.00	\$4,250.00
B1.4	1 1/2" Water Meter Installation - Metallic	10	EA	\$899.35	\$8,993.50 (11)	\$1,021.00	\$10,210.00	\$1,045.00	\$10,450.00
B1.5	2" Water Meter Installation - Metallic	50	EA	\$921.43	\$46,071.50 (11)	\$1,075.00	\$53,750.00	\$1,365.00	\$68,250.00
C	Radio Units	2,208	EA	\$120.69	\$266,483.52	Included in Meter Pricing		\$225.00	\$496,800.00
D1	Meter Boxes - Residential	220	EA	\$527.48	\$116,045.60	\$339.00	\$74,580.00	\$325.00	\$71,500.00
D2	Meter Boxes - Non-Residential	5	EA	\$226.00	\$1,130.00	\$350.00	\$1,750.00	\$350.00	\$1,750.00
E	Extend Water Service Piping	220	EA	\$246.45	\$54,219.00	\$1,047.00	\$230,340.00	\$350.00	\$77,000.00
F	Curb Stops	55	EA	\$387.12	\$21,291.60	\$790.00	\$43,450.00	\$95.00	\$5,225.00
G	Service Tubing System	275	LF	\$72.05	\$19,813.75	\$47.00	\$12,925.00	\$25.00	\$6,875.00
H	Data Collection Network	1	LS	\$26,929.27	\$26,929.27	\$68,225.00	\$68,225.00	\$93,235.00	\$93,235.00
I	Data Collection Devices Replacement	2	EA	\$3,747.88	\$7,495.76	\$17,244.00	\$34,488.00	\$38,000.00	\$76,000.00
J	Meter Reading - Host Software	1	LS	NA	NA	\$39,349.00	\$39,349.00	\$18,500.00	\$18,500.00
K	Training and Support	1	LS	\$143,715.37	\$143,715.37	\$66,000.00	\$66,000.00	\$3,508.12	\$3,508.12
L	Support Services	1	LS	\$27,250.00	\$27,250.00	Included in Line Item O		\$9,839.55	\$9,839.55
M	Installation and Training	1	LS	\$53,571.50	\$53,571.50	Included in Line Item K		\$7,000.00	\$7,000.00
N	System Maintenance Support - Hardware	4	YR	\$1,800.00	\$7,200.00	\$5,256.00	\$21,024.00	\$5,350.00	\$21,400.00
O	System Maintenance Support - Software	4	YR	\$3,478.00	\$13,912.00	\$11,849.00	\$47,396.00	\$3,508.12	\$14,032.48 *
TOTAL BASE BID AMOUNT				\$1,158,262.11		\$1,312,349.00		\$1,763,215.15 *	
A1	Alternate No. 1 - Data Repository and Customer Web Portal	1	LS	\$22,311.47 (7)		\$5,402.00 (8)		NA	
TOTAL ALTERNATE NO. 1 BID AMOUNT				\$22,311.47		\$24,902.00		NA	
B2.1	5/8" Water Meter Installation - Composite	508	EA	NA	NA	\$274.00	\$139,192.00	NA	NA
B2.2	3/4" Water Meter Installation - Composite	1,700	EA	NA	NA	\$274.00	\$465,800.00	NA	NA
B2.3	1" Water Meter Installation - Composite	10	EA	NA	NA	NA	NA	NA	NA
B2.4	1 1/2" Water Meter Installation - Composite	10	EA	NA	NA	NA	NA	NA	NA
B2.5	2" Water Meter Installation - Composite	50	EA	NA	NA	NA	NA	NA	NA
TOTAL ALTERNATE NO. 2 BID AMOUNT				NA		\$604,992.00		NA	
TOTAL BASE BID & ALTERNATE NO. 2 BID AMOUNT				\$1,158,262.11		\$1,312,349.00 (10)		\$1,763,215.15	
BID BOND				5%		5%		5%	
NOTE REFERENCE				(1)(2)(9)		(1) (2)		(1)(2)(9)	
LICENSE NUMBER				UC301271		UC302241		UC300837	

**PROPOSAL PRICE TABULATION
WATER METER ADVANCED METERING INFRASTRUCTURE IMPROVEMENTS
CITY OF HAPEVILLE, GEORGIA**

RECEIVED BY: CITY OF HAPEVILLE, GEORGIA
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NOTES:

* DENOTES CORRECTED VALUE

- (1) SURETY COMPANY LISTED ON U. S. TREASURY CIRCULAR 570 (7/1/18).
- (2) BIDDER ACKNOWLEDGED RECEIPT OF ADDENDUM NO. 1, NO. 2, AND NO. 3.
- (3) FIRST YEAR ONLY. \$8,500 ANNUAL FEE THEREAFTER.
- (4) COVERS 5 YEAR PERIOD. YEAR 1 = \$19,100, YEARS 2 THRU 5 = \$9,100 PER YEAR.
- (5) 5/8" AND 3/4" METALLIC METERS NOT PROVIDED.
- (6) 5/8" THRU 1" METALLIC METERS NOT PROVIDED.
- (7) FIRST YEAR ONLY. \$3,644.80 ANNUAL FEE THEREAFTER.
- (8) ANNUAL FEE ONLY. IF SELECTED, IMPLEMENTATION FEE OF \$19,500 ALSO APPLIES.
- (9) COMPOSITE METERS NOT PROVIDED.
- (10) USED BASE BID TOTAL PRICE SINCE ALTERNATE NO. 2 PRICES ARE THE SAME AS BASE BID AND COMBINED TOTAL IS NOT APPLICABLE FOR THIS PROPOSER.
- (11) PRICE INCLUDES RADIO UNITS NOT PART OF BID ITEM C FOR THIS METER SIZE.
- (12) REPLACEMENTS COVERED UNDER WARRANTY AT NO EXTRA COST.
- (13) ADAPT EXISTING SOFTWARE USED BY CITY AT NO EXTRA COST.
- (14) PROVIDED AT NO EXTRA COST.

THIS IS TO CERTIFY THAT THIS IS A TRUE AND CORRECT TABULATION OF PROPOSALS RECEIVED AT THE TIME AND PLACE STATED ABOVE. PROPOSALS WERE SEALED WHEN RECEIVED. PROPOSALS WERE OPENED AND THE NAMES OF PROPOSERS READ ALOUD IN THE PRESENCE OF THE OWNER'S REPRESENTATIVE.



KECK & WOOD, INC. 4-26-19
DATE

PROPOSER EVALUATION MATRIX
WATER METER ADVANCED METERING INFRASTRUCTURE IMPROVEMENTS
CITY OF HAPEVILLE, GEORGIA

Criterion No.	Criterion	Points Value	Utility Solutions & Automation, LLC		Kendall Supply, Inc.		Delta Municipal Supply, Inc.		Fortiline, Inc.		Ferguson Enterprises, LLC		Consolidated Pipe & Supply Company, Inc.	
			Rank Score	Weighted Score	Rank Score	Weighted Score	Rank Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score
1	Project Understanding, Approach, and Management Plan	10	3.40	34	4.48	44.75	3.80	38	4.00	40	4.20	42	2.80	28
2	Firm Experience - Installing and Deploying AMI Systems	20	2.80	56	4.60	92	4.20	84	3.80	76	3.80	76	3.20	64
3	Specific Staff Experience and Qualifications	10	3.10	31	4.30	43	3.00	30	3.60	36	4.30	43	2.40	24
4	Specific Project Manager Qualifications and Experience	10	2.40	24	4.30	43	2.40	24	3.40	34	4.00	40	2.40	24
5	Team's Ability to Meet Schedule	12.5	4.00	50	4.20	52.5	2.40	30	3.00	37.5	4.40	55	3.00	37.5
6	Ability to Demonstrate Best Overall Value	12.5	3.20	40	4.20	52.5	3.40	42.5	3.40	42.5	4.20	52.5	2.20	27.5
Total Score		75		235		327.75		248.5		266		308.5		205
Ranking (best = 1 = highest score)			5		1		4		3		2		6	

Ranking Score Basis:

- 5 = Highly Advantageous
- 4 = Advantageous
- 3 = Not Advantageous
- 2 = Disadvantageous
- 1 = Unacceptable