

January 25, 2022

Subject: RFP #2000-P: Fayette County Water System Advanced Metering Infrastructure Addendum #2

Gentlemen/Ladies:

Below, please find responses to questions, clarification, or additional information for the above referenced Request for Proposals. You will need to consider this information when preparing your proposal.

1. Will Fayette County (GA), be deciding on a customer portal?

FCWS is interested in learning about customer portal solutions available through a turn-key solution including capabilities and pricing. The portal implementation will be a future phase of this initiative. A separate procurement will be required to procure and implement this solution.

If you wish to submit information regarding your customer portal offering, please attach a description, pricing, and other pertinent information. This customer portal information will not be considered during the evaluation and will not impact evaluation scores.

2. Revised Pricing Template Attachment G – On the AMI Software page of the Pricing Template, the customer portal section has been removed. Firms shall use the updated Pricing Template when submitting proposals.

3. In reference to Section 2.3. FCWS Data Release, the County will release data to firm's who have requested it by 3:00 p.m., Friday, February 4, 2022.

Received by (Name): _____ Company _____

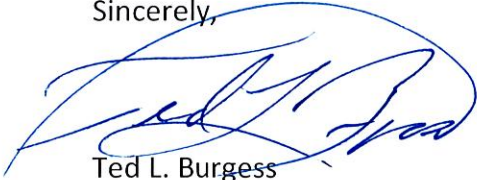
Note: If this addendum is not returned to the Fayette County Purchasing Department or if it is returned not signed, responding individuals, companies or other organizations will still be responsible for the requirements of this addendum and the specifications or changes herein.

The opening date for this RFP has not changed. **The opening time and date are 3:00 p.m., Wednesday, March 9, 2022.** Proposals must be received by the Purchasing Department at the address above, Suite 204, at or before the opening date and time.

Questions regarding this solicitation will be accepted until 3:00 p.m., Monday, February 7, 2022. After that, we will not be able to respond to any inquiries about this project.

If you have questions, please contact Natasha Duggan, Contract Administrator at (770) 305-5150, fax (770) 719-5534 or email at nduggan@fayettecountyga.gov.

Sincerely,

A handwritten signature in blue ink, appearing to read "Ted L. Burgess", is written over a faint, circular blue line.

Ted L. Burgess
Director of Purchasing



AMI Project

Price Proposal
updated 1/25/2022

[Add Respondent Firm]

Signature: _____

PRICE PROPOSAL SUMMARY

Item	Price Summary	Capital Cost
1	AMI Software	\$0, see Note 1 on 'AMI Software' tab
2	Project Implementation Services	\$ -
3	Installation Services	\$ -
4	AMI Network Equipment	\$ -
5	Water Meters & AMI Endpoints Installed	\$ -
	Total Capital Costs	\$ -

Item/Year	Price Summary	Annual Costs
1	Annual Costs Year 1	\$ -
2	Annual Costs Year 2	\$ -
3	Annual Costs Year 3	\$ -
4	Annual Costs Year 4	\$ -
5	Annual Costs Year 5	\$ -
6	Annual Costs Year 6	\$ -
7	Annual Costs Year 7	\$ -
8	Annual Costs Year 8	\$ -
9	Annual Costs Year 9	\$ -
10	Annual Costs Year 10	\$ -
11	Annual Costs Year 11	\$ -
12	Annual Costs Year 12	\$ -
13	Annual Costs Year 13	\$ -
14	Annual Costs Year 14	\$ -
15	Annual Costs Year 15	\$ -
	Total Annual Costs	\$ -

Advanced Metering Infrastructure Software

Instructions to Respondent: Complete the pricing for the proposed solution.

Section 1: For SaaS Deployment, provide the proposed pricing

Item #	Description of Services	Detailed Description	Proposed Annual Fee				Comments/Assumptions
			Year 0	Year 1	Annual Escalation (%)	Year annual escalation begins	
1	SaaS	AMI Software (2 environments, and Disaster recovery)	\$0, see Note 1				
2	Annual Technical Support & Maintenance	AMI Solution	\$0, see Note 1				
3							
4							
5							
6							

Note 1 - Year 1 starts at the Initial deployment Solution Acceptance

Section 2: Questions

Questions	
1	How does the proposed SaaS services increase with meter growth annually (e.g. per meter price, pricing tiers, etc.)? Provide any additional pricing tables.

AMI Implementation Services

Instructions to Respondent: Complete the pricing for the proposed services which meets FCWS requirements. It is expected that the Respondents break down their services pricing in the categories provided.

Section 1: Implementation Services Fees - Provide annual project management fee and travel budget

Item #	Item/Service	Description	Price	Respondent Notes/Assumptions
1	Deployment Implementation Services (To encompass initial and full deployment of meters)	Overall Program and Project Management (incl subcontractor mgmt). This line item shall include: AMI Network Design, Requirements workshops, configuration documentation, setup and configuration of the AMI Software.		
		Integration Development and Testing for HES (Tyler CIS & Billing)		
		Integration Development and Testing with GIS		
		Testing Services (User Acceptance, System Acceptance)		
		Training		
2	Travel Budget	Expected travel costs, NTE		

AMI Implementation Services

Section 2: Hourly Rates - Add rows as needed

	Labor Description	Hourly Rate
1		
2		
3		
4		
5		

Section 2: Miscellaneous or Optional Implementation Services (such a supplemental training, etc) - Add rows as needed

Item #	Item/Service	Description	Price	Respondent Notes/Assumptions
1				
2				
3				

AMI Installation Services

Instructions: Provide pricing for the proposed services that meet the requirements as detailed in RFP Attachment D.

Section 1: Project Set-up

Item #	Item/Service	Description	Price	Notes
1	Installation Project Management	Oversight and management of the entire installation effort, working closely with the AMI Vendor lead and FCWS		
2	WOMs Implementation Services	Fixed price implementation shall include: setup, configuration, reporting, integrations, training, and testing		
3	Mobilization Fee	Mobilization of field services, staffing, call center, etc.		
4	Customer Communications	Postcards, door hangers, etc - see Attachment D - Meter Installation Services, Requirement #35		
5	Warehousing and Field Team Office Space	Warehouse and office space dedicated to store inventory of meters for the installation effort, old meters and network equipment (as applicable)		
6	Travel Budget	Not to exceed		

AMI Installation Services

Section 2: Other Itemized Installation Costs

Item #	Item/Service	Quantity	Price Type	Unit Price	Total Price	Notes
1	Water Meter box replacement (12x17x12) - includes labor for installation	633	Unit Cost		\$ -	
2	Water Meter box replacement (17x30x12) - includes labor for installation	633	Unit Cost		\$ -	
3	Water Shutoff Valve Replacement	1580	Unit Cost			
4	Check Valve Replacement	30220	Each premise		\$ -	
5	Lead and Copper Survey Data Collection	31517	Each premise		\$ -	
6	Meter Testing Bench equipment & Meter Testing Services for random testing of meter shipments	1	Fixed		\$ -	
7	Water Meter cover replacement (metal lid replacement) - 10.5" rectangular - Standard rated	500	Unit Cost		\$ -	
8	Water Meter cover replacement (metal lid replacement) - 12" rectangular - Standard rated	30,460	Unit Cost		\$ -	
9	Water Meter cover replacement (metal lid replacement) - 12" rectangular - Traffic rated	50	Unit Cost		\$ -	
10	Water Meter cover replacement (metal lid replacement) - 15" rectangular - Standard rated	679	Unit Cost		\$ -	

Questions	Response
1	Provide an estimate of salvage credit per meter type and size. Develop a separate table as needed.

Data Collection

Instructions: Provide pricing for the proposed goods that meet the requirements as detailed in Attachment B, Section (a)

Section 1: AMI Network Equipment & Deployment

Item #	Item/Service	Description	Price Type	Power Type	Quantity	Unit Price	Total Line Price	Respondent Notes/Assumptions
1	Collector Equipment - Initial Deployment	Network as a Service (NaaS) - Includes site acquisition and preparation (pole plant or tower construction, electric line install/extension) installation, startup	NaaS	Solar			\$0	
2	Repeaters - Initial Deployment (if applicable)	Network as a Service (NaaS) - Includes site acquisition and preparation (pole plant or tower construction, electric line install/extension) installation, startup	NaaS				\$0	
3	Collector Equipment - Full Deployment	Network as a Service (NaaS) - Includes site acquisition and preparation (pole plant or tower construction, electric line install/extension) installation, startup	NaaS	Solar			\$0	
4	Repeaters - Full Deployment (if applicable)	Network as a Service (NaaS) - Includes site acquisition and preparation (pole plant or tower construction, electric line install/extension) installation, startup	NaaS				\$0	

Backhaul Cellular Service

Item #	Item/Service	Telecomm Provider	# of Network Devices	Unit Price per month	Total Line Price per Month	Total Line Price per Year	Annual Escalation	Respondent Notes/Assumptions
1	Cellular Service for Backhaul				\$0	\$0		
2	Cellular Service for Backhaul (Alternative)				\$0	\$0		

Data Collection

If Proposing Cellular AMI, complete table. If not leave blank

Item #	Item/Service	Telecomm Provider	# of Endpoints (MIUs)	Unit Price per month	Total Line Price per month	Total Line Price per Year	Annual Escalation	Respondent Notes/Assumptions
1	Cellular Service for Endpoints				\$0	\$0		
2	Cellular Service for Endpoints (Alternative)				\$0	\$0		

Section 2: Field Programming Equipment (add rows as needed)

	Item/Service	Description - Provide description	Quantity	Unit Price	Total Line Price	Respondent Notes/Assumptions
1	Field Programmer Unit				\$0	
2	Field Programmer Puck and Cabling				\$0	
3	Field Programmer Software				\$0	
4					\$0	

Other Optional Pricing Items (add rows as needed)

Item #	Item/Service	Description - Provide description	Quantity	Unit Price	Total Line Price	Respondent Notes/Assumptions
1	Collector Equipment	A/C powered data collector	1		\$0	
2	AMI Mobile Solution	Collection of reads using a mobile solution in the event the fixed network is unable to collect and transmit data.	1		\$0	

Water Meters, MIUs, and Installation

Instructions: Provide pricing for the proposed goods that meet the requirements as detailed in Attachment B, Section (b),(c),(d)

Section 1: Water Meters - Base

Item #	Replace or Retrofit	Meter size	Existing Meter	Desired New Meter Type	Total Quantity	Specify Proposed Meter Make & Model	Unit Price				Total Price	Respondent Comments
							Meter	Encoder Register (as applicable)	MIU	Install (labor, pit debri removal & parts)		
1	Replace	3/4"	Badger M25, M70, M170	Mechanical	27997						\$ -	
2	Replace	1"	Badger M25, M70	Mechanical	548						\$ -	
3	Replace	1-1/2"	Badger M120, M170	Static	242						\$ -	
4	Replace	2"	Badger M25, M170	Static	354						\$ -	
5	Retrofit	3/4"	Badger M25, M70, M170	Mechanical	2072						\$ -	
6	Retrofit	1"	Badger M25, M70	Mechanical	97						\$ -	
7	Retrofit	1-1/2"	Badger M120	Static	40						\$ -	
8	Retrofit	2"	Badger M170	Static	43						\$ -	
9	Replace	3"	Recordall I, Recordall II, Recordall Turbo II	Static	3						\$ -	
10	Replace	4"	Recordall I, Recordall II, Recordall Turbo II, MFM II/MCT II	Static	42						\$ -	
11	Replace	6"	Recordall	Static	25						\$ -	
12	Replace	6"	Hersey MFM II	Static	7						\$ -	
13	Retrofit	6"	Octave	Static	4						\$ -	
14	Replace	8"	Hersey MFM II/MCT II	Static	22						\$ -	
15	Replace	8"	Hersey MFM II/MCT II	Static	16						\$ -	
16	Replace	8"	Recordall II Compound	Static	1						\$ -	
17	Retrofit	8"	Octave	Static	3						\$ -	
18	Replace	10"	Recordall	Static	1						\$ -	

Water Meters, MIUs, and Installation

Section 2: Alternative Meter Option

Item #	Replace or Retrofit	Meter size	Alternative New Meter Type	Total Quantity	Specify Proposed Meter Make & Model	Unit Price				Total Price	Respondent Comments
						Meter	Encoder Register (as applicable)	MIU	Install (labor, pit debris removal & parts)		
1	Replace	3/4 in	Static	30069		\$ 70.00	\$ 25.00	\$ 100.00	\$ 70.00	\$ 7,968,285	
2	Replace	1 in	Static	645		\$ 70.00	\$ 25.00	\$ 100.00	\$ 70.00	\$ 170,925	
3	Replace	3/4 in	Mechanical with Shutoff	1		\$ 70.00	\$ 25.00	\$ 100.00	\$ 70.00	\$ 265	
4	Replace	1 in	Mechanical with Shutoff	1		\$ 70.00	\$ 25.00	\$ 100.00	\$ 70.00	\$ 265	
5	Replace	1-1/2 in	Mechanical	282		\$ 70.00	\$ 25.00	\$ 100.00	\$ 70.00	\$ 74,730	
6	Replace	2 in	Mechanical	397		\$ 70.00	\$ 25.00	\$ 100.00	\$ 70.00	\$ 105,205	
7	Replace	3"	Mechanical	3		\$ 70.00	\$ 25.00	\$ 100.00	\$ 70.00	\$ 795	
8	Replace	4"	Mechanical	42		\$ 70.00	\$ 25.00	\$ 100.00	\$ 70.00	\$ 11,130	
9	Replace	6"	Mechanical	32		\$ 70.00	\$ 25.00	\$ 100.00	\$ 70.00	\$ 8,480	
10	Replace	8"	Mechanical	39		\$ 70.00	\$ 25.00	\$ 100.00	\$ 70.00	\$ 10,335	
11	Replace	10"	Mechanical	1		\$ 70.00	\$ 25.00	\$ 100.00	\$ 70.00	\$ 265	