Pre-Proposal Conference

Solicitation # 2000-P Fayette County Water System AMI Project

February 2, 2022

Welcome to the Fayette County Water System Pre-proposal Conference!

If Attending via Microsoft Teams

- Please sign in by entering your name and the firm that you represent in the chat box to log your attendance.
- During the presentation, if you have a questions, please use the chat box or the hand raising feature.

If Attending in Person

Please be sure to sign the sign-in sheet.

Conference Agenda

1 Welcome & Introductions

2 Overview of Procurement Process

3 Fayette County Water and AMI Project Overview

4 Scope of Work

5 Q & A

Welcome and Introductions

Overview of Procurement Process

Procurement Timeline

Milestone	Date
Solicitation Released	January 19, 2022
Pre-Proposal Conference Meeting (Teams and In-Person)	February 2, 2022 (9 – 10 am EST)
Questions Due to Fayette County Purchasing	February 7, 2022 (3 pm EST)
Responses to Questions	February 18, 2022 (COB)
Proposals Due	March 9, 2022 (3 pm EST)

Any questions and/or requests for clarification should be addressed to Natasha Duggan, Contract Administrator, in writing via email to PurchasingGroup@fayettecountyga.gov.

Data Release

No NDA is required per Addendum 1

Fayette County will provide data to interested respondents that includes:

- Premise addresses (street address, city, state, zip code) for all water services
- Customer account (primary key – unique identifier)
- Customer type (residential / commercial / industrial)
- County asset file which includes location information for communications network infrastructure

Solicitation Overview & Proposal Submission Requirements

AMI Solution (Turnkey)

The County is seeking a turnkey, prime contract with a qualified Respondent who will deliver an AMI solution and **project management, integration, and installation services** for a successful deployment.

Goods: Meters, AMI Hardware, AMI HES, Miscellaneous appurtenances (field programmers, meter-box covers, meter boxes, and other consumables), meter test bench

Services: Project Management, Integration, Installation, Ongoing support and maintenance services (NaaS), Random meter testing for receiving of meter shipments, Service repair such as shut-off valve replacements (as needed), check valve replacement (all services), lead and copper inventory data collection

Proposal Submission Requirements

- **Official Proposal Submission:** One (1) signed original that includes the Technical Proposal and the Pricing Proposal
- **Number of Hard Copies:** Five (5) copies in separate three-ring binder
- **Electronic format:**
  - One (1) USB flash drive that contains the technical proposal and appendices including the propagation study (results to be provided as a kmz file format)
  - Second USB flash drive for the MS Excel formatted pricing proposal

AMI Proposal Response Format

Section	Contents
1	Cover Letter
2	Table of Contents
3	Executive Summary – Must contain a summary of the proposed solution, a summary of the Respondent's understanding of the project, and an overview of the Respondent's qualifications.
4	Respondent Qualifications (Key resources include Project Manager, Integration Lead, Network Design and Network Deployment Lead(s), Installation Lead
5	Solution Overview
6	Technical Proposal – Explain the proposed technical approach (initial deployment through full deployment) to deliver a fully tested and accepted AMI solution
7	High Level Project Schedule

AMI Proposal Response Format (cont'd)

Section	Contents
8	Technical Proposal Forms: • Attachment A – Minimum Qualifications • Attachment B – AMI System Requirements • Attachment C – Project Implementation Services • Attachment D – Meter Installation Services • Attachment E – Security • Attachment F – SaaS/NaaS and Technical Support Services
9	Pricing Proposal (Attachment G) – Submit in MS Excel format
10	County Procurement and Other Required Documents
11	Appendices: • A – Project Team (Key member resumes) • B – Propagation Study • C – Project Schedule (Detailed) • D – Product Sheets and Technical Specifications

Proposal Evaluation Rounds

Minimum Qualifications & Responsiveness

Technical Merit and Proposal Price

Interview, Demonstrations and Reference Calls (Technical Merit)

Best and Final Offer (Price Only)

Proposal Evaluation Summary

1. Evaluation Criteria

Category	Criteria	Weighting	Points
Technical Merit	Respondent Qualifications and Experience	20%	20
	Technical Proposal and Project Approach	35%	35
	Project Team Organization and Staffing	15%	15
Price	Pricing Proposal	30%	30
	Total	100%	100

2. Proposal Evaluation Summary

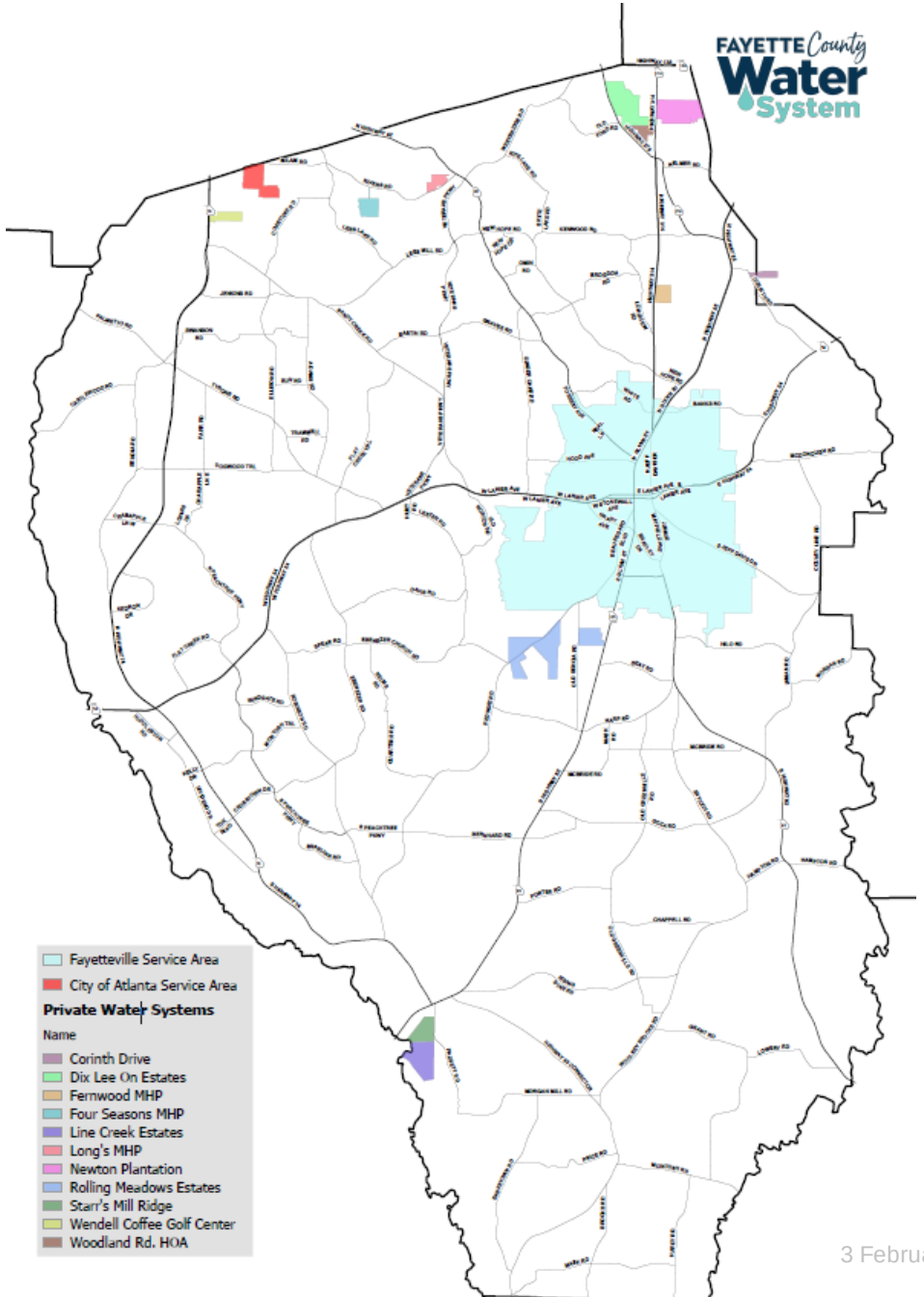
Round			**Part 1**	**Part 2**
Round Description	Minimum Quals & Responsive-ness	Proposal Evaluations	Demonstrations/ Presentations and Reference Checks	Best and Final Price Proposal
Maximum Total Points	Pass/Fail	100	70	30
		Top Responding proposals are short listed	Participants are invited to Part 2 based on scores from Part 1 - Demo and interview	

Max Points is 100. Round 2 Points will not be added to Round 3.

Fayette County Water and the AMI Project Overview

Fayette County Water System – Project Overview

- Fayette County, a suburban county within the Atlanta Metropolitan region, has a population of nearly 120,000 people.
- Fayette County Water System has close to 32,000 water service connections across its 199 square mile service area.
- Total water meters: 31,660
  - 31,399 – Small meters (3/4" – 2")
  - 122 – large meters (≥3")
  - 6 wholesale meters with plans for a 7th by December 2022



Vision and Goals

FCWS Vision

Strive to provide customers with the highest quality sustainable water in the region.

Strategies

- Advance FCWS metering technology with Advanced Metering Infrastructure
- Enhance customer engagement using self-serve customer portal
- Using digital solutions and advanced business visualizations to empower FCWS employees and customers with data driven insights

Goals

- Increase reliability and accuracy of water metering
- Reduce water loss system wide
- Streamline meter-to-cash process
- Improve customer field services
- Improve consumer engagement by providing self-serve tools for managing water usage and detecting leaks

Project Phasing Strategy

Phase 1 Scope – Initial Deployment

- 500 meters with an initial system acceptance (within 12 months)
- Initial deployment area will be spread throughout the eight FCWS reading cycles
- Agreed upon population of collectors installed to cover test area(s)
- All software installed and interfaces completed
- Initial deployment training program completed for test group

Phase 2 – Full Deployment

- Full deployment of the remaining meter population concluding with a final system acceptance
- 18 months (or less) following initial system acceptance
- AMI Data Analytics

Anticipate ARPA Funding from State of Georgia.
Project must conclude before the end of 2026.

Scope of Work

Metering Technology and Existing Inventory

Replace or Retrofit	Meter size	Desired New Meter Type	Total Quantity
Replace	3/4"	Mechanical	27,997
Replace	1"	Mechanical	548
Replace	1-1/2"	Static	242
Replace	2"	Static	354
Retrofit	3/4"	Mechanical	2,072
Retrofit	1"	Mechanical	97
Retrofit	1-1/2"	Static	40
Retrofit	2"	Static	43
Replace	3"	Static	3
Replace	4"	Static	42
Replace	6"	Static	25
Replace	6"	Static	7
Retrofit	6"	Static	4
Replace	8"	Static	22
Replace	8"	Static	16
Replace	8"	Static	1
Retrofit	8"	Static	3
Replace	10"	Static	1

- See Section 1 on “Meters” Tab of Pricing Template
- Small meter candidates for retrofitting have ages ≤ 5 years and are compatible with the AMI network
- Large meter candidates for retrofitting have ages ≤ 8 years and are compatible with the AMI network
- Final decisions on retrofit candidates will be made after the contract award

AMI Solution

The County is seeking the best AMI solution at the best price that meets or exceeds the AMI Solution Requirements. AMI Solution includes all hardware, software and professional services to implement and deploy a successful AMI Solution.

AMI Hardware

- AMI Communications Network Equipment
- Meter Interface Units (MIU) for water meters

AMI Software

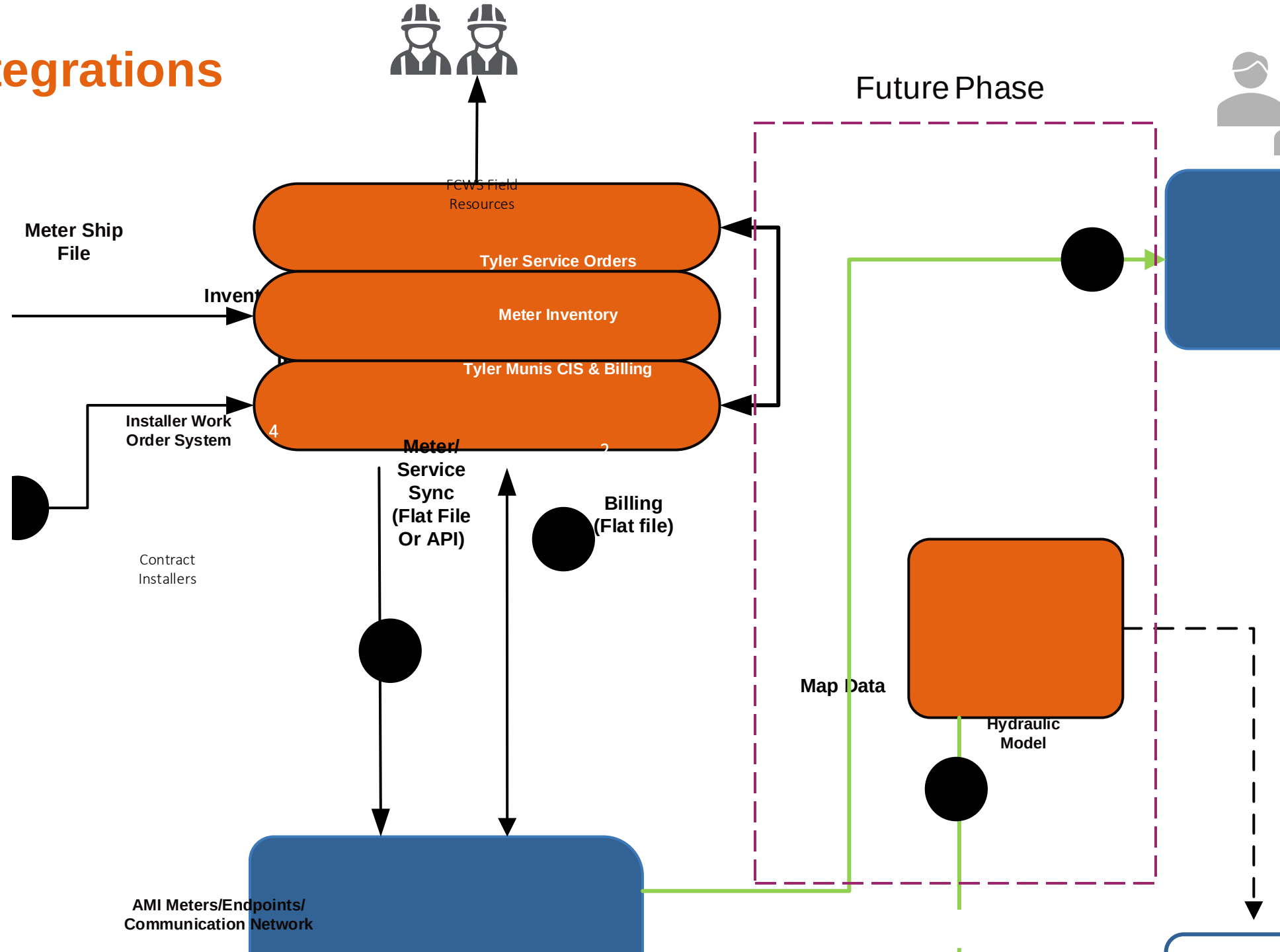
- AMI Head End System (HES)
- Reporting and Data Analysis Tools

Fayette County prefers a hosted or cloud-based solution (Network-as-a-Service) which the Respondent owns the network infrastructure and is responsible for installation, maintenance, etc. The solution could be cellular, RF, or hybrid. The AMI solution will provide for a 99.5% read success, 100% coverage, and 2:1 redundancy.

AMI Integrations

Integrations with the following interfaces will be required:

1. Meter/Service Sync
2. Billing interface (Munis)
3. Inventory interface
4. Installed meter data
5. AMI usage presentment
6. Map data



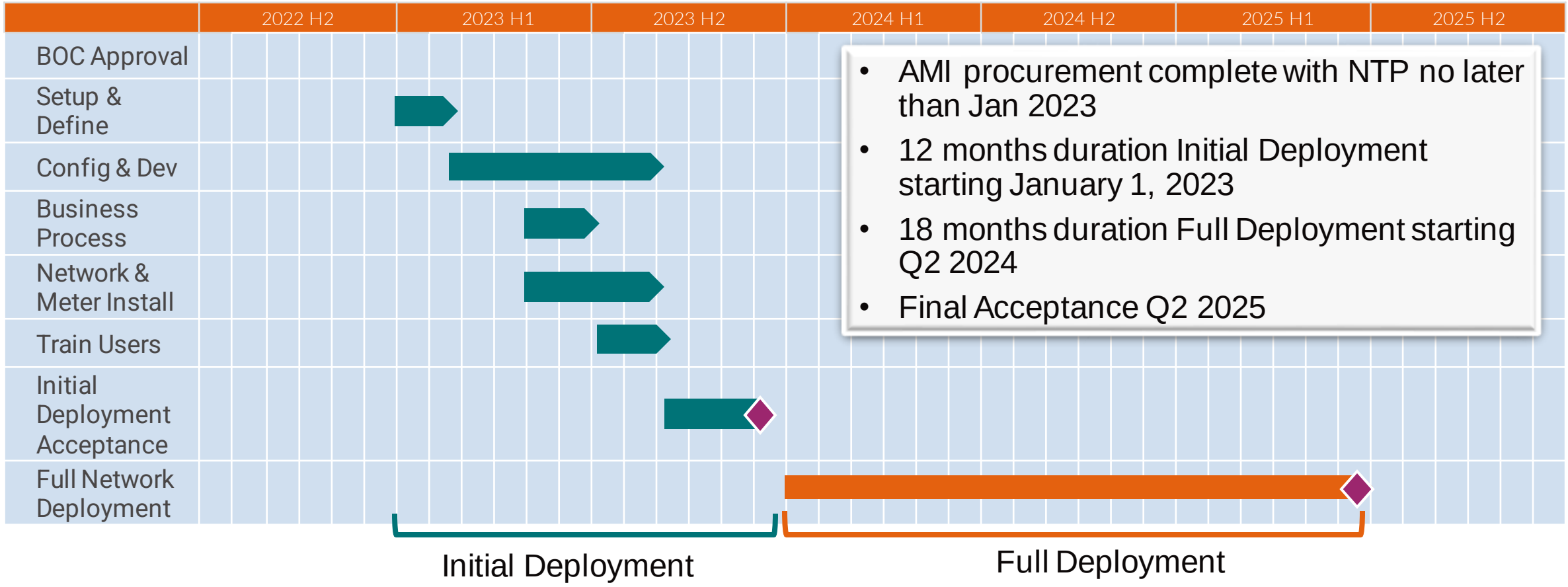
AMI Support Services

Support services will be necessary for a smooth transition to AMI both FCWS customers and utility staff. FCWS expects the following support services from the selected Respondent:

Ongoing solution support & maintenance:

- Annual maintenance, patches, and upgrades
- Software and firmware fixes and upgrades
- Helpdesk support
- Component Warranties & RMA process
- System Manuals & Documentation

Project Timeline (Estimated)



- AMI procurement complete with NTP no later than Jan 2023
- 12 months duration Initial Deployment starting January 1, 2023
- 18 months duration Full Deployment starting Q2 2024
- Final Acceptance Q2 2025

Questions?


STARR'S MILL