



The Corporation of the City of Cornwall
Regular Meeting of Council
Report

Department: Financial Services
Division: Purchasing
Report Number: 2022-78-Financial Services
Prepared By: Nicole Robertson, Supervisor, Purchasing
Meeting Date: August 8, 2022
Subject: RFP 22-P12 Universal Water Metering AMI Consulting & Project Management

Purpose

To obtain costing associated with the provision of consulting and project management services to design, procure and oversee installation of a universal water metering system for all service connections throughout the City.

Recommendation

That RFP 22-P12 be awarded to Diameter Services Incorporated from Pickering, Ontario, at a total bid price of \$1,692,615.70 (Net Cost to Corporation - \$1,524,252.86) as being the best Proposal meeting specifications.

Financial Implications

The Corporation has budgeted \$1,300,000 in the 2022 Capital Budget. This project is being financed and it is recommended that additional funds required also be financed.

Strategic Priority Implications

This report addresses Council's strategic priority entitled "*Being leaders in sustainability and climate change impact.*" Under this heading, more specifically it has been clearly identified that "*Water Meters*" is a directive of strategic importance to be considered for achievement during the tenure of this Council.

Background / Discussion

The Corporation invited proposals from qualified Proponents with substantial experience and specialized subject matter expertise in municipal water meter technology. The successful Proponent will provide consulting and project management services to design, procure, and install a universal water metering system throughout the City. The system must include Advanced Metering Infrastructure, Meter Installation Software, a Customer Information System and Meter Data Management Software as defined in Article 4 of the RFP.

The goals of this project are to:

- standardize and update city-wide water meter infrastructure,
- streamline billing and payment collection,
- improve customer communication regarding water consumption
- promote water efficiency,
- rapidly detect damaged/ leaking infrastructure,
- reduce operational costs, and
- strengthen asset management.

The proposals were evaluated against the following Criteria:

- (1) Experience of Proponent
- (2) Experience and Qualification of Personnel Assigned to the Project
- (3) Understanding of Objectives, Schedule, and Project Risks
- (4) Cost

The following Requests for Proposals were received and opened by Purchasing Services and evaluated by the Selection Committee:

Diameter Services Incorporated, Pickering, Ontario

Bid Price:	\$1,497,890.00
HST:	\$194,725.70
Total Bid Price:	\$1,692,615.70



E Source Companies LLC, Boulder, Colorado

Bid Price: \$2,703,292.00

HST: \$351,427.96

Total Bid Price: \$3,054,719.96

A Proposal was also received from Green PI Incorporated; however, it did not meet the minimum required score to be evaluated for pricing.

Document Title:	RFP 22-P12 Universal Water Metering AMI Consulting - 2022-78-Financial Services.docx
Attachments:	
Final Approval Date:	Aug 3, 2022

This report and all of its attachments were approved and signed as outlined below:

Diane Leduc - Aug 3, 2022 - 10:56 AM

Stephen Romano - Aug 3, 2022 - 11:26 AM

Bill de Wit - Aug 3, 2022 - 11:47 AM

Tracey Bailey - Aug 3, 2022 - 2:40 PM

Maureen Adams - Aug 3, 2022 - 7:33 PM