

# EWEB Board Consent Calendar Request

For Contract Awards, Renewals, and Increases

The Board is being asked to approve a new contract with **Sensus USA Inc.** for the **purchase of Sensus OMNI water meters, 3” and larger.**

Board Meeting Date: October 7, 2014

Project Name/Contract#: Purchase of Sensus OMNI Water Meters/Contract 042-2014

Primary Contact: Brad Taylor Ext. 7385

Purchasing Contact: Cheryl Golbek Ext. 7389

### Action Requested:

Contract Award  
 Contract Renewal  
 Contract Increase  
 Other

### Funding Source:

Budget  
 Reserves  
 New Revenue  
 Bonding  
 Other

### Contract Amount:

Original Contract Amount: \$500,000 over 5 years

Additional \$ Previously Approved: \$N/A

Invoices over last approval: \$N/A

Percentage over last approval: 0%

Amount this Request: \$500,000 over 5 years

**Resulting Cumulative Total:** **\$500,000 over 5 years**

### Form of Contract:

Single Purchase  
 Services  
 Personal Services  
 Construction  
 IGA  
 Price Agreement  
 Other

### Contracting Method:

Method of Solicitation: Direct Negotiation

If applicable, basis for exemption: EWEB Rule 3-0275 Sole Source Procurements

Term of Agreement: October 7, 2014 through October 31, 2015

Option to Renew? Yes, annual renewal for up to 5 years total

Approval for purchases “as needed” for the life of the contract Yes

### NARRATIVE:

The Board is being asked to approve a new contract price agreement with **Sensus USA Inc.** for the **purchase of Sensus OMNI water meters 3” and larger**, as needed. The OMNI water meters are large meters used for commercial and industrial customers.

EWEB has been installing Sensus OMNI water meters since 2009. During that time period (2009 – present), EWEB has been evaluating the OMNI. The OMNI has proven to be the product that best meets EWEB’s needs based on low flow accuracy, high flow capability and durability. After thorough investigation and testing by EWEB staff, staff found no (known to staff) comparable alternative models available with any other brand water meter. Staff investigated other Oregon Water Utilities (Portland Water Bureau, Tualatin Valley Water) and found the OMNI to be their commercial and industrial meter of choice as well.

Staff believes that the continued purchase and use of the Sensus OMNI demonstrates efficient utilization of existing goods and is the most cost effective and reliable solution for EWEB to use for its commercial and industrial customers. Since Sensus USA Inc. does not have multiple resellers for Oregon, staff believes that competition will not be harmed or favoritism shown in awarding a price agreement to Sensus USA Inc.

If approved, the price agreement will be for one-year with an option, at EWEB’s discretion, to renew for four additional one-year periods (total potential term: 5 years). Omni water meters will be purchased on an “as needed” basis to replenish stock. Exact purchase amounts are unknown. No guarantee has been made with the supplier to purchase any specific annual quantity. Historical data indicates that EWEB will purchase approximately \$100,000 of product each year, a possible total amount of \$500,000 over the five-year contract. However, this is a requirements contract (price agreement); exact total amount of this contract is based on need and not on any specific dollar amount.

### ACTION REQUESTED:

Management requests Board approve a new price agreement with **Sensus USA Inc.** for the **purchase of Sensus OMNI water meters 3” and larger**. Funds for these purchases were budgeted for 2014 and will be budgeted annually.

**SIGNATURES:**

Project Coordinator: \_\_\_\_\_

LT Manager: \_\_\_\_\_

Purchasing Manager: \_\_\_\_\_

General Manager: \_\_\_\_\_

Board Approval Date: \_\_\_\_\_

Secretary/Assistant Secretary verification: \_\_\_\_\_