

**ADVANCED METERING INFRASTRUCTURE
BEST AND FINAL OFFERS (BAFO) - 8/2/18**

	Itron	Core & Main (Sensus)	Honeywell	Landis+Gyr	Graybar (SSN)
Project Area	Total Cost	Total Cost	Total Cost	Total Cost	Total Cost
Total Capital Cost	\$21,179,057	\$20,013,385	\$21,428,838	\$23,372,918	\$32,400,537
Total SaaS and Managed Service Expenses for 10 Years	\$6,774,053	\$7,300,008	\$9,026,891	\$6,074,971	\$8,917,740
TOTAL COMBINED COST	\$27,953,110	\$27,313,394	\$30,455,729	\$29,447,890	\$41,318,277

Installation Contractor:	PMI	Vanguard	Second Sight Systems	TMD	NexGen
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AMI Best and Final Offer Notes:

Core & Main:

- BAFO with accuSTREAM water meters and Sensus Electric Meters is \$27,313,394 (\$251,040 lower than last offer)
- Alternate Bid – upgrade water meter to iPerl is \$29,447,627 (\$251,040 lower than last offer)
- Alternate Bid – accuStream meters w/o installation is \$20,901,280
- Alternate Bid – iPerl meters w/o installation is \$23,035,514
- Core & Main was 96% compliant with the City's proposed technical requirements.

Honeywell:

- BAFO with Elster AMCO water meters and Honeywell electric meters is \$30,455,729 (\$4,475,127 lower than last offer)
- Alternate Bid – Pricing w/o water meters included: \$24,814,573. With this option, IPL can choose and source its own water meters. Since the Honeywell HEMS solution is an agnostic water meter solution, Honeywell's water MIU's can be integrated to virtually any water meter encoder allowing IPL to retain its current relationship with a particular water meter vendor. Please note, pricing for this option includes installation and integration of all water meters, regardless of source.
- Honeywell changed their installer from Professional Meters Inc. to Second Sight Systems.
- Honeywell was 97% compliant with the City's proposed technical requirements.

Itron:

- BAFO with Neptune water meters and Itron electric meters is \$27,953,110 (\$3,338,794 lower than initial bid)
- Itron included an extensive list of exceptions under the pricing assumption tab.
- Itron assumes integration between Itron solution and other utility systems will be performed by the City or other third party.
- Itron was 77% compliant with the City's proposed technical requirements.

Landis+Gyr:

- BAFO with Master Meter BLMJ water meters and Landis+Gyr electric meters is \$29,447,890 (\$6,126,850 lower than initial bid)
- Landis+Gyr did not include customer engagement services in their proposal.
- Landis+Gyr was 90% compliant with the City's proposed technical requirements.

Graybar:

- BAFO with Master Meter BLMJ water meters and Aclara electric meters is \$41,318,277 (\$1,059,730 lower than initial bid)
- Graybar was 85% compliant with the City's proposed technical requirements.