


CITY OF MARYSVILLE AGENDA BILL

EXECUTIVE SUMMARY FOR ACTION

CITY COUNCIL MEETING DATE: 03/26/2018

AGENDA ITEM:	
Automated Meter Reading System Upgrade	
PREPARED BY:	DIRECTOR APPROVAL: 
Karen Latimer, Utility Manager	
DEPARTMENT:	
Public Works	
ATTACHMENTS:	
Sole Source Letter from Aclara Technologies LLC	
BUDGET CODE:	AMOUNT:
40140480.541000.1828	\$126,334.31
SUMMARY:	

Over the past three years the automated meter reading system (AMR) system has struggled to achieve a normal average meter reading rate of 95%. We have seen a steady decline and are currently achieving an 85% average meter reading rate. Consequently meter reader/repair staff must manually collect hundreds of meter readings each month.

Aging technology and equipment is the primary cause of the declining meter reading rate. Verizon is discontinuing support of 3G cellular service in 2019. Aclara has discontinued support and sales of legacy series meter transmission units (MTU). Ninety percent of installed MTU are legacy series, are at least half way through the expected 20 year life cycle, and have declining battery strength. And the network control computer (NCC) software is out of date and will not communicate with the newest series 3400 MTU that allow for two-way and extended range communication with the MTU. All of these conditions must be corrected in order to restore the average 95% meter reading rate.

There are 28 data collection units (DCU) installed throughout the city. Each will be upgraded to LTE cellular communication, retrofitted with new main T-boards, receive new batteries and preventive maintenance service, and issued a renewed warranty. The NCC server will be updated with new software. And we will receive two toughpads and USB field programming kits for in-field installation and programming of series 3400 MTU.

Aclara Technologies LLC is the sole source provider of this equipment.

RECOMMENDED ACTION:

Staff recommends that Council Authorize the purchase of equipment and upgrade of the City's AMR system by Aclara Technologies LLC in the amount of \$126,334.31.



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St. Louis, MO 63146
www.AclaraTech.com

314.895.6425
314-895-7373 fax

February 5, 2018

Karen Latimer
Operations Manager
City of Marysville
80 Columbia Avenue
Marysville, WA 98270

RE: STAR Fixed Network System

Dear Ms. Latimer:

This letter is to confirm that Aclara Technologies LLC is the sole source manufacturer of the STAR® Fixed Network Automatic Meter Reading System which is currently installed throughout the City of Marysville's service territory.

The STAR® Network, its STAR NCC Software, Meter Transmission Unit (MTU), Data Collector Unit (DCU), and Meter Transmission Unit (MTU) Programmer software are proprietary products of Aclara which are not compatible with any other Automatic Meter Reading System. In addition, Aclara is the only provider of STAR Software and System Maintenance Services.

We look forward to the opportunity to continue to support the City of Marysville with our STAR® products.

Should you have any questions or require additional information regarding this matter, please feel free to contact me on my office telephone at (314) 895-6436 or by email at renyard@aclara.com

Sincerely,

A handwritten signature in black ink, appearing to read "Robert Enyard".

Robert Enyard
VP, Patent and Legal Counsel
Aclara Technologies LLC



Pricing Schedule

Confidential for City of Marysville, WA
Job DCU Upgrades - LTE & T-Boards; NCC Upgrade

STAR® Fixed Network AMI System

February 5, 2018

Item	Description	Part Number	Quantity	Price		Notes
				Each	Extended	
Project Year One						
1	DCU Upgrade to LTE Communications & T-Board Retrofit- Aclara DCU Renewal Program Includes Upgrade to LTE Communications, T-Board Retrofit, New DCU Battery, Preventative Maintenance Service, Renewed Warranty, Installation & Shipping		28	\$ 4,030.00	\$ 112,840.00	
2	3400 MTU	3421-012-DBW	1,344	\$ 88.00	\$ 118,272.00	
3	NCC Upgrade		1		No Charge	
4	Panasonic Toughpad	100-7001	2		No Charge	
5	USB Field Programmer Kits	510-6820	2		No Charge	
	Handling & Freight				\$ 2,956.80	
	Subtotal				\$ 234,068.80	
	Sales Tax @ 9.1%				\$ 21,300.26	
	Year One Total				\$ 255,369.06	
Project Year Two						
	3400 MTU	3421-012-DBW	1,344	\$ 88.00	\$ 118,272.00	
	Handling & Freight				\$ 2,956.80	
	Subtotal				\$ 121,228.80	
	Sales Tax @ 9.1%				\$ 11,031.82	
	Year Two Total				\$ 132,260.62	
Project Year Three						
	3400 MTU	3421-012-DBW	1,344	\$ 88.00	\$ 118,272.00	
	Handling & Freight				\$ 2,956.80	
	Subtotal				\$ 121,228.80	
	Sales Tax @ 9.1%				\$ 11,031.82	
	Year Three Total				\$ 132,260.62	

General Note: This Proposal/Quotation is based upon the terms and conditions set forth in the Aclara Standard Terms and Conditions of Sales for Equipment and Certain Services that are available on Aclara's website at:

<http://www.aclara.com/terms-and-conditions/>

Any conflicting or additional terms and conditions contained in any resulting purchase order are hereby rejected unless agreed to in writing by Aclara.

Additional Terms:

- A. **Payment Terms Net 30 Days**
- B. **Prices Firm 60 days from the date of quotation.**
- C. **All Items CPT Destination**

Notes

Dave LaJeunesse
 Sales Director - Water - Western US
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