





MEMORANDUM CITY STANDARD APPROVAL

TO: Jennifer Alvarez, Purchasing Director
THROUGH:  Marjorie G. Craig, P.E., Utilities Director
FROM:  Victor Majtenyi, Deputy Director of Utilities
SUBJECT: Approval of Innovative Metering Solutions, Inc. to Purchase Badger Meter Products
DATE: March 8, 2018

Background: In 2013, the City initiated the procurement and installation of a comprehensive \$7.74 million, multiyear, Advanced Metering Infrastructure and Water Meter Replacement project; City Project No. 12-013. The project was competitively bid through Bid No. 2013-17, with Innovative Metering Solutions being awarded the contract to supply Badger Meter, Inc. products, including but not limited to meters, meter components, and customer service software and hardware (Read Center). Staff requests Innovative Metering Solutions, Inc. to be deemed a City Standard for all Badger Meter product.

Justification: The City has made a considerable investment of nearly \$8 million in water metering technology using Badger Meter products over the last five years, including replacing meters and upgrading the customer data system with Badger Meter components. Innovative Metering Solutions, Inc. is the sole distributor authorized to sell Badger Meter, Inc. products to State of Florida customers.

Market Research:

The Utilities Department has performed internet research to ensure Badger Meter products can't be obtained through any other authorized distributor. Staff also connected with other municipalities who use Badger Meter products to ensure there were no other sources. Lastly, Badger Meter, Inc. has provided a letter stating that Innovative Metering Solutions, Inc. has been given the sole responsibility to quote and supply Badger Meter products.

Quote or Proposal is attached: ☐ Yes ☒ No

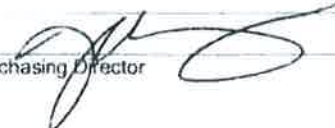

Comments: _____

☒ Approved. This City Standard approval is valid for 24 months from date of approval. Attach this City Standard Approval to all Acquisition Approval Memos and/or requisitions for this item.

☐ Need Additional Information

☐ Not Approved

Comments: _____

 Purchasing Director	3/9/18 Date	 Information Technology (IT) Director	3-14-2018 Date
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Update: Badger Meter Inc. DBA Nationl Meter and Automation has acquired Innovative Metering Solutions, Inc. This City Standard justification memo remains valid through 3/8/2020. - Ryan Lingholm