



Water and Wastewater Utility Operations, Maintenance, Engineering, Management, Construction

December 21, 2018

Dennis Rick, Utility Billing and Customer Service Manager  
Village of Tequesta  
345 Tequesta Drive  
Tequesta, FL 33469  
561-768-0430

**RE: Proposal to provide meter change out services for approximately 4,000 meters**

Mr. Rick:

Thank you for allowing US Water Service Corporation (USWSC) the opportunity to provide the Village of Tequesta with a proposal to provide meter change out services utilizing the City of Diana Beach Utility Annual Meter Reading Service Contract to Piggyback (RFP 16-001 Annual Meter Reading Services).

USWSC is able to supply labor, supervision and vehicles to change out approximately 4,000 meters over a 5 month period. Our estimate based on utilizing 2 field technicians changing out on average 2.5 meters per hour per technician. Our estimate also includes providing supervision at an average rate of 1 hour per day. We estimate that there will be approximately 107 meter change out days. Meter change out days is based on 7.5 hours each day changing out meters. USWSC will also provide the Village with GPS coordinates as requested by the village.

Our estimate is based on our experience providing these services. Actual amounts may vary. Invoicing will be based on actual hours worked and in accordance with the fee schedule.

4939 Cross Bayou Boulevard \* New Port Richey \* Florida \* 34652  
Tel: 727-848-8292 Fax: 727-848-7701 Toll Free: 866-753-8292

Our Estimate is based on the follows:

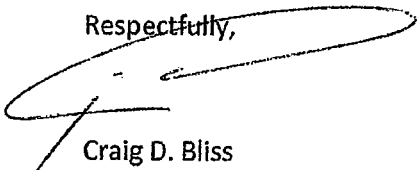
Based on hourly rate of technician and Supervisor	
18.75	Meters changed per day per technician based on average of 2.5 meters per hour ( 7.5 hours of actually changing meters)
37.5	Meters changed per day based on 2 technicians
107	107 days to change out 4000 based on 37.5 per day
\$ 55.00	Fee schedule B for Field technician per hour rate
\$ 440.00	Cost of tech for 8 hours per day
\$ 880.00	Cost of 2 techs 8 hours per day
\$ 94,160.00	Cost of 2 techs for 107 days
\$ 6,319.42	Cost of Supervisor 1 hour per day for 107 days
\$ 100,479.42	Total Cost of Technicians and Supervisor

Additionally, the City must acknowledges that U.S. Water Services incurs substantial recruitment, screening, training, administrative, and marketing expenses with respect to their operators, and that the identity, telephone number, address, skills, qualifications, preferences, and work history of the operators constitute trade secrets of U.S. Water Services. Accordingly, City agrees not to directly or indirectly utilize, offer to hire, hire on a permanent or part time basis, or engage as an independent contractor or free-lancer any operator employed or previously employed by USWSC during the period of this agreement, or within 2 years of termination of this Agreement without the expressed prior written consent of U.S. Water Services.

If additional operator labor is needed the same rates will apply.

If you have any questions, please feel free to give me a call at (727) 389-7698.

Respectfully,



Craig D. Bliss  
Business Development  
4939 Cross Bayou Blvd  
New Port Richey, FL 34652  
[cbliss@uswatercorp.net](mailto:cbliss@uswatercorp.net)

# Meter Inventory and order needs

Meter Size	DESCRIPTION	QTY	Meters needed	COST	Cost of New Meters
6"	Omni C2 Compound meter	0	2	\$4,652.66	\$9,305.32
4"	Omni C2 Compound meter	2	0	\$2,693.64	\$0.00
3"	Omni C2 Compound meter	5	12	\$1,550.89	\$18,610.68
2"	Omni C2 Compound meter	11	80	\$1,224.39	\$97,951.20
1 1/2"	Omni C2 Compound meter	10	45	\$1,061.14	\$47,751.30
1"	lpearl smart meter	185	134	\$166.43	\$22,301.62
3/4"	lpearl smart meter	2294	2265	\$118.43	\$268,243.95
	Radio Touch Pods	1518	2150	\$135.00	\$290,250.00
			4688		\$754,414.07

## Pricing - Hardware



### Network Hardware

			Price	
Quantity	Part Number	Description	Unit Price2	Extended3
2	M400B2	Base Station	\$ 28,000	\$ 56,000
1		Base Station Installation - Rooftop	\$ 10,500	\$ 10,500
1		Base Station Installation - Tower	\$ 13,500	\$ 13,500
				<b>\$ 80,000</b>

- Electric Service to be provided by the Village
- Cellular Backhaul will be set up by Core and Main – Monthly Service Costs to be paid by Village



## Pricing Software – First Year

### RNI

Quantity	Part Number	Description	Unit Price2	Extended3
1	SSX41XXXXXXXXXX	Annual RNI SaaS Fee	\$ 9,375	\$ 9,375
1	MS SU RNI SaaS1	RNI SaaS Setup Fee	\$ 8,775	\$ 8,775
1		Billing Integration Fee*	\$ 2,500	\$ 2,500
1	ED VAR EUTRNG	Training (AMI FlexNet® Core Education -performed by VARs)	\$ 3,000	\$ 3,000
			<b>Subtotal</b>	<b>\$ 23,650</b>

### Sensus Analytics

Quantity	Part Number	Description	Unit Price2	Extended3
1	539.63.837.00535A	Sensus Analytics Enhanced - Water	\$ 9,375	\$ 9,375
1	539.63.837.00521A	Sensus Analytics Setup Fee - Water	\$ 11,000	\$ 11,000
1	SA GA SU-5K	Billing Integration Fee*	\$ 2,500	\$ 2,500
			<b>Subtotal</b>	<b>\$ 22,875</b>

### Customer Portal

Quantity	Part Number	Description	Unit Price2	Extended3
1	SA WTR CP 1.5	Customer Portal Core - Annual	\$ 7,100	\$ 7,100
1	SA SU WTR CP	Customer Portal System Setup	\$ 7,100	\$ 7,100
1	PS SA CIS CP	Customer - Integration Fee		
1	PS SA CP TRAIN	Customer Portal Training	\$ 2,500	\$ 2,500
			<b>Subtotal</b>	<b>\$ 16,700</b>



## Pricing -- Summary

Item	Year 1	Year 2	Year 3	Year 4	Year 5
Hardware	\$ 80,000	\$ -	\$ -	\$ -	\$ -
RNI	\$ 23,650	\$ 9,656	\$ 9,946	\$ 10,244	\$ 10,552
Sensus Analytics	\$ 23,000	\$ 9,785	\$ 10,079	\$ 10,381	\$ 10,692
Customer Portal	\$ 15,500	\$ 6,695	\$ 6,896	\$ 7,103	\$ 7,316
<b>Annual Total</b>	<b>\$ 142,150</b>	<b>\$ 26,136</b>	<b>\$ 26,920</b>	<b>\$ 27,728</b>	<b>\$ 28,560</b>



## Installation Services

- Replacement of Meter and addition of SmartPoint \$45.25
- SmartPoint Addition to Existing Meter \$26.50



Meter reads in thousands by month.

New Meter		18948	7	17320	103	106	4368
		0 Homewood	River	Conch Bar	Magnolia	Magnolia	Collette
1/19/2019	Outlier not used	77	14	5	20	31	24
12/15/2018		19	12	12	14	25	17
11/15/2018		17	8	5	22	23	11
10/15/2018		14	9	4	19	18	20
8/15/2018		4	9	5	20	20	50
7/15/2018		25	6	4	18	22	3
6/15/2018		10	10	4	22	27	55
5/15/2018		7	3	4	19	25	46
4/15/2018		6	9	3	15	24	63
3/15/2018		8	6	0	17	22	12
2/15/2018		6	4	0	20	37	6
1/15/2018		5	7	0	22	38	2
12/15/2017		8	7	0	18	31	3
11/15/2017		7		0	17	29	1
10/15/2017		4		0	23	27	4
9/15/2017		4		1	20	20	15
					15	5	16
					22	7	14
					22	4	16
					21	1	17
					23	1	22
					19		10
					21		1
					9		3
					3		1
					2		
					4		
					8		
					1		
Monthly Avg Before		6	6	0.5	4.5	3.6	2
Monthly Avg after		15	8	5	20	26	19
		145%	33%	900%	344%	622%	1040%
Monthly Avg Difference		9	2	4.5	15.5	22.4	17
Rate per 1000		3.03	3.03	3.03	3.03&5.1	3.03&5.1	3.03&5.1
Increase monthly	\$	27.27	\$ 6.06	\$ 13.64	\$ 54.21	\$ 89.40	\$ 61.86
Increase Annually	\$	327.24	\$ 72.72	\$ 163.62	\$ 650.52	\$ 1,072.80	\$ 742.32