



## AGENDA REPORT

**Meeting Date:** September 20, 2012  
**Item Number:** F-10  
**To:** Honorable Mayor & City Council  
**From:** Kevin Watson, Water Operations Manager  
**Subject:** APPROVAL OF A PURCHASE ORDER IN THE AMOUNT OF \$300,000 TO EQUARIUS WATERWORKS FOR THE PURCHASE OF NEPTUNE WATER METERS AND PARTS

**Attachments:** 1. Letter from Neptune Technology Group

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### **RECOMMENDATION**

It is recommended that the City Council move to approve a purchase order with Equarius Waterworks, currently the only authorized distributor in the State of California for Neptune RF meter reading equipment, in the amount of \$300,000 for the purchase of water meters and parts.

### **INTRODUCTION**

The City of Beverly Hills standardized on Neptune water meters in 2007. Staff recommends the continued use of Neptune water meters and that City Council approve a purchase order with Equarius Waterworks in the amount of \$300,000 to continue with the Neptune product.

### **DISCUSSION**

On January 29, 2008, City Council approved the award of a contract with Measurement Control Systems, Inc., for purchase and installation of Neptune smart water meters using Aclara transmitters and data collectors creating a fixed network system for automatic water meter reading.

The City of Beverly Hills had been purchasing the Neptune water meters and parts directly from Neptune Technology Group through June 30, 2012. On January 10, 2012, the City of Beverly Hills received a letter from Neptune Technology Group Inc., stating

that Equarius Waterworks is currently the only authorized distributor in the State of California for Neptune RF meter reading equipment, Neptune water meters and parts.

The purchase order is for new installations, upgrades of existing accounts as well as repair and/or replacements of Neptune water meters. This will purchase approximately 1,100 water meters of various sizes.

**FISCAL IMPACT**

The cost for this purchase order is included in the Water Enterprise Fund. Funding for this purchase order has been budgeted for in the FY2012-13 budget approved by the City Council.

  
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Scott G. Miller  
Finance Approval

  
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David D. Gustavson  
Approved By

# **Attachment 1**

January 10, 2012

To Whom It May Concern:

EQUARIUS Waterworks is currently the only authorized distributor in the State of California for Neptune RF meter reading equipment, Neptune water meters and parts.

EQUARIUS Waterworks is authorized by Neptune to submit an offer for Neptune water meters and related products.

Thanks you for your interest in Neptune products. If you have any questions, please contact your local representative, Eric Tracy at 415-309-2702 or your local Neptune representative Andy Bohn, at 415-710-2046.



Regards,

A handwritten signature in cursive script that reads "Chris Knapp".

Chris Knapp  
Field Support Manager