Saint Paul Regional Water Services

STAFF REPORT

July 14, 2026

SUBJECT

BOARD RESOLUTION NO. 26-1132

Pertaining to Amendment No. 1 to Contract 4889 with Waterfall Security Solutions Ltd. to establish a five-year term and add support for the OPC-UA connector module.

2026 STRATEGIC PLAN GOALS: Infrastructure Strategy & Performance

The Board of Water Commissioners of the City of Saint Paul (Board) entered into Contract 4889 with Waterfall Security Solutions Ltd. ("Waterfall") effective October 1, 2024, for the Waterfall Unidirectional Security Gateway, including professional services for installation and an Annual Standard Support Plan covering the WF-500 Unidirectional Security Gateway with Microsoft SQL Server connector. As executed, the Agreement did not include a fixed term or end date.

On January 13th, 2026, the Board adopted Resolution 26-77 directing staff to issue a competitive Request for Proposal (RFP) for a secure OT to IT data transfer solution and return to the Board of Water Commissioners with a recommendation for award or other appropriate action at a future meeting.

In accordance with the City of Saint Paul procurement policies and standards, Waterfall Security Solution Ltd. ("Waterfall") received the event award based on the proposal being the most advantageous to the City, based on the RFP criteria.

Therefore, staff is seeking approval of Amendment No. 1 to Contract 4889 with Waterfall Security Solutions Ltd., which establishes a five-year term for the Agreement, ending August 31, 2031, and adds Annual Standard Support Plan coverage for the OPC-UA connector module (Waterfall for OPC UA). The OPC-UA connector enables SPRWS to replicate SCADA tags from the operational technology (OT) network to an information technology (IT) server, providing the business unit with real-time access to operational data while preserving the unidirectional security boundary between OT and IT systems.

Under the Amendment, Waterfall will provide Annual Standard Support Plan coverage for both the existing SQL Server connector and the new OPC-UA connector for the period September 1, 2026, through August 31, 2031. Compensation is lump-sum and invoiced annually in advance at a combined annual cost of $14,075.25 ($4,875.00 for OPC-UA support and $9,200.25 for SQL Server support), for a total amendment cost of $70,376.25 over the five-year term. All other terms and conditions of Contract 4889 remain in effect.

See attached Amendment No. 1 to Contract 4889.

RECOMMENDATION

Approval