

SUBJECT

BOARD RESOLUTION NO. 26-240

Pertaining to a Professional Services Agreement with Ferguson Enterprises, LLC to provide Automated Metering Infrastructure equipment and installation services.

2026 STRATEGIC PLAN GOALS: Customer and Community – Centered Service

Staff is seeking approval to enter into a Professional Services Agreement with Ferguson Enterprises, LLC to provide Advanced Metering Infrastructure (AMI) equipment and installation services in support of the Board's Leak Audit Program.

At its August 9, 2022 meeting, the Board directed staff to implement a leak audit program utilizing an integrated system of smart meters, communications networks, and data management, commonly referred to as Advanced Metering Infrastructure (AMI), which enables two-way communication between Saint Paul Regional Water Services (SPRWS) and its customers. This technology is a critical tool for identifying water loss, improving operational efficiency, and enhancing customer service.

The Board entered into Contract 3928 with Ferguson Enterprises, LLC on August 21, 2023 for the provision of AMI equipment and installation services. That contract was subsequently amended on February 8th, 2024 to include additional services and again on July 29th, 2024 to extend the contract term for one additional year. Contract 3928 expired on August 21, 2025. Throughout the term of the original contract and its amendments, Ferguson Enterprises, LLC has provided satisfactory services and developed significant institutional knowledge of SPRWS's AMI system, installation practices, and operational requirements.

With the expiration of Contract 3928, staff has determined that continued access to AMI equipment and installation services remains necessary to support ongoing leak detection efforts, system expansion, and operational continuity. Rather than pursuing a third amendment to the expired contract, staff followed best contracting practices by negotiating a new agreement to ensure continuity of services while maintaining compliance with procurement and contracting standards.

Staff has negotiated a new agreement with Ferguson Enterprises, LLC for a three (3) year period, at a cost not to exceed \$399,144.50. This agreement will allow SPRWS to continue procuring AMI equipment and related installation services as needed to support the Leak Audit Program and related AMI initiatives. Ferguson Enterprises, LLC is uniquely qualified to continue providing these services due to being the sole distributor of the AMI system, prior performance under Contract 3928, and established coordination with SPRWS staff.

The scope of work covered under this agreement includes:

1. Gateway R900 Cellular V4
2. R900 Gateway RF Antenna
3. Outdoor UPS System Assy
4. Siren Pole Installation
5. Water Tower Installation
6. PHA Installation

RECOMMENDATION

Approval