

Replacement Water Meters & Meter Reading System												
Request for Proposals (RFP) # 1748												
Augusta County Service Authority												
Friday, February 24, 2017												
2:00 PM												
Opened By: Casey McCracken												
Witness: William Monroe												
Estimated Quantities												
Meter Size	Meters	Read System (New Meter)	Read System (Retrofit)									
5/8"	14328	14620	223									
3/4"	78											
1"	214											
BID TABULATION												
	Atlantic Utility Solutions, Inc. (HotRod)	Atlantic Utility Solutions, Inc. (Mi.Net)	Carolina Meter & Supply, Inc.	Carolina Meter & Supply, Inc. (Fully Loaded Cellular)	Consolidated Pipe & Supply	Consolidated Pipe & Supply (Under the Glass)	Fortiline Waterworks	HD Supply (Neptune)	HD Supply (Sensus)	Itron, Inc.	Miller Supply Company, Inc	RG3 Meter Company
Meter Manufacturer	Hersey	Hersey	Badger	Badger	MasterMeter	MasterMeter	Zenner	Neptune	Sensus	Badger	Zenner	RG3
5/8" Meter Unit Cost	\$ 84.70	\$ 84.70	\$ 84.95	\$ 84.95	\$ 85.42	\$ 141.71	\$ 69.17	\$ 90.00	No Bid	\$ 94.44	\$ 70.55	\$ 31.00
3/4" Meter Unit Cost	\$ 109.00	\$ 109.00	\$ 84.95	\$ 84.95	\$ 85.42	\$ 141.71	\$ 74.14	\$ 130.00	No Bid	\$ 117.78	\$ 70.55	\$ 31.00
1" Meter Unit Cost	\$ 155.00	\$ 155.00	\$ 178.00	\$ 178.00	\$ 135.08	\$ 192.55	\$ 107.21	\$ 170.00	No Bid	\$ 153.33	\$ 101.46	\$ 96.41
Estimated Total Meter Cost	\$ 1,255,253.60	\$ 1,255,253.60	\$ 1,261,881.70	\$ 1,261,881.70	\$ 1,259,467.64	\$ 2,082,679.96	\$ 1,019,793.62	\$ 1,336,040.00	No Bid	\$ 1,395,135.78	\$ 1,038,055.74	\$ 467,217.74
New Meter Drive-By Unit Cost	\$ 56.80	\$ 70.50	\$ 67.55	No Bid	\$ 83.12	\$ -	\$ 95.00	\$ 90.00		\$ 62.20	\$ 87.45	\$ 113.00
Retrofit Meter Drive-By Unit Cost	\$ 56.80	\$ 70.50	\$ 67.55	No Bid	\$ 76.54	\$ 76.54	\$ 84.00	\$ 90.00	No Bid	\$ 62.20	\$ 83.09	\$ 113.00
Drive-By Estimated Total Cost	\$ 843,082.40	\$ 1,046,431.50	\$ 1,002,644.65	#VALUE!	\$ 1,232,282.82	\$ 17,068.42	\$ 1,407,632.00	\$ 1,335,870.00	No Bid	\$ 923,234.60	\$ 1,297,048.07	\$ 1,677,259.00
Read Equipment Cost	\$ 7,500.00	\$ 7,500.00	\$ 7,250.00	No Bid	\$ 10,441.86	\$ 10,441.86	\$ 8,448.61	\$ 10,000.00	No Bid	\$ 16,078.27	\$ 9,570.00	\$ 9,000.00
Read Software & Billing Interface & Training	\$ 14,400.00	\$ 14,400.00	\$ 5,250.00	No Bid	\$ 4,989.13	\$ 4,989.13	\$ 12,066.67	\$ 5,000.00	No Bid	\$ 14,190.00	\$ 11,880.00	\$ 1,500.00
Yearly Annual Support Cost	\$ 3,850.00	\$ 3,850.00	\$ 7,124.64	No Bid	\$ 3,250.00	\$ 3,250.00	\$ 1,680.00	\$ 2,000.00	No Bid	\$ 2,520.00	\$ 1,680	\$2,500 (1st year free)
New Meter Cellular Unit Cost	No Bid	No Bid	\$ 107.55	\$ 107.55	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Retrofit Cellular Unit Cost	No Bid	No Bid	\$ 107.55	\$ 107.55	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Cellular Estimated Total Cost	No Bid	No Bid	\$ 1,596,364.65	\$ 1,596,364.65	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Read Software & Billing Interface & Training	No Bid	No Bid	\$ 5,250.00	\$ 5,250.00	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Yearly Annual Support Cost	No Bid	No Bid	\$ 158,523.24	\$144,273.96 (Purchase 10 Years Up Front)	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Total Captial Cost (Drive-By)	\$ 2,120,236.00	\$ 2,323,585.10	\$ 2,277,026.35	No Bid	\$ 2,507,181.45	\$ 2,115,179.37	\$ 2,447,940.90	\$ 2,686,910.00	No Bid	\$ 2,348,638.65	\$ 2,356,553.81	\$ 2,154,976.74
Total Yearly Annual Support Cost (Drive-By)	\$ 3,850.00	\$ 3,850.00	\$ 7,124.64	No Bid	\$ 3,250.00	\$ 3,250.00	\$ 1,680.00	\$ 2,000.00	No Bid	\$ 2,520.00	\$ 1,680.00	\$ 2,500.00
Total Captial Cost (Cellular)	No Bid	No Bid	\$ 2,863,496.35	\$ 2,863,496.35	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Total Yearly Annual Support Cost (Cellular)	No Bid	No Bid	\$ 158,523.24	\$ 144,273.96	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Meet Spec	Yes	Yes	Yes	Yes	Yes	Yes	No	No	No	Yes	Yes	No