

SOLE SOURCE REQUEST AND DETERMINATION FORM

This form must be forwarded to the Purchasing Officer for the City of Santa Fe Purchasing Office for processing.

Date: 4/3/23

Prepared By: Nancy L Jimenez

Title: Utility Billing Division
Director

Vendor Name: Badger Meter

Address: P.O. Box 245036

City: Milwaukee

State: WI

Zip Code: 53224-9536

Description of Good/Service to be Procured:

Estimated Cost:

3,241,200.00

Term of Contract:

July 2023-June 2033

1. Explain why this is the only available source that can be meet the needs of your department.

The City of Santa Fe Water Meters were all upgraded in 2015-2016 to Beacon Mobile Reading Solutions with Orion endpoints. These meters and endpoints are only compatible with the current system the City of Santa Fe has installed throughout the whole City of Santa Fe.

The current system has cost over 10 million dollars over the last 8 years and it would not be cost effective or a good use of time to start over with a different company, brand of water meters, or endpoint devices to read our water meters.

The equipment in the ground is reliable, has already been installed, we have purchased additional equipment that is the same equipment that will be placed in the ground as the City of Santa Fe grows whether that is for new single family homes, apartments, hotels, businesses, etc. This infrastructure allows for accurate water meter reads monthly for billing for all residences and commercial locations. To change vendors or equipment would not be in the best interest of the City of Santa Fe.

2. Explain why this vendor is the only available source from which to obtain this product of service.

The company has affirmed (memo from vendor is attached) that there is no other source for this item. Our search for possible vendors proved unsuccessful; or

Other reason, please explain in full. Attach additional sheets, if necessary.

See above. This is the only organization for this purpose.

3. Explain why the price is considered fair and reasonable.

The City of Santa Fe is currently at \$0.73 per endpoint per month and will not be increased for 10 years.

4. Describe the efforts made to obtain the best possible price from this sole source vendor for the taxpayers. What (if any) is the total cost savings from the original quote? (Attach additional sheets, if necessary.)

With agreeing to a 10 year contract we will not incur a price increase, and cost will remain at the current rate of .73 cents per endpoint per month. 37,000 endpoints * .73 per endpoint * 12 months per year * 10 years, totally \$3,241,200.00.

Approvals:

Based on the above facts, the Purchasing Office has made the determination that the justification for the Sole Source procurement is in accordance with Section 13-1-126, NMSA 1978 and will be posted for a 30-day period prior to award.

Travis Dutton-Leyda

Apr 24, 2023

Travis Dutton Leyda
Purchasing Officer

Date

Pursuant to Section 13-1-126, NMSA 1978, the 30-day posting period of the Notice of Intent to Award this Sole Source request was met and no obligation to the award to the above referenced contractor were received. This Sole Source determination will be valid for a period of one (1) year from the date of the award.

Travis Dutton Leyda, **Date**
Purchasing Director
City of Santa Fe

Required Attachments:

***Letter from Contractor, if applicable**

***Agenda Item to be presented to City Council if over \$50,000 for Professional Services and \$50,000 for Goods and Non-Professional Services**



4545 W Brown Deer Road
PO Box 245036
Milwaukee, Wisconsin 53224-9536
414-355-0400 | 800-876-3837
www.badgermeter.com

March 13, 2023

**Nancy Jimenez
City of Santa Fe
801 W. San Mateo Road
Santa Fe, NM 87505**

RE: Sole Source Letter

Dear Ms. Jimenez:

This letter will confirm that Badger Meter is the sole source of BEACON® SaaS, BEACON Mobile Reading Solutions, and ORION® endpoints for the City of Santa Fe.

In the event you have any questions regarding this correspondence, we can be reached by telephone at 800-876-3837 or by email at proposals@badgermeter.com.

Sincerely,

BADGER METER INC.

A handwritten signature in black ink, appearing to read 'Charla Dury'.

**Charla D. Dury
Assistant Secretary and Proposal Lead**



Domestic Quotation
Quotation No. 3481746

Badger Meter Inc.
4545 W Brown Deer Road Milwaukee WI 53223
PO Box 245036 Milwaukee WI 53224-9536

Created Date 04-10-2023

Customer ID 00016760

To Nancy Jimenez
CITY OF SANTA FE
801 W SAN MATEO ROAD
SANTA FE
New Mexico 875053923

Effective Dates 04-10-2023 - 10-09-2023

Salesperson	Proposal Subject	Shipping Terms / INCO Terms	Payment Terms
005809	CELLULAR SERVICE UNITS (68886-104)	PREPAY/NO CHARGE FCA FACTORY	NET 30 DAYS

Line #	Description	Qty	Unit Net Price USD	Line Totals USD
1	BMI Part No.: 68886-104 Description: ORION CELLULAR LTE SERV UNIT	37000	0.730	27,010.00

Subtotal - USD	27,010.00
Total Price - USD	27,010.00

Notes and Assumptions

If applicable, sales tax and freight, if included on the proposal, is an estimate and will be recalculated based on rates and tax status in effect at the time of invoicing.

Actual lead time to be provided at time of order.

To aid in processing your order, please include the Quote number on the PO that is submitted for this proposal.

If you would like to place an order, please contact us at Utilityorders2@badgermeter.com or by calling 1-800-876-3837.

Thank you for your business!

Estimated ship dates subject to change based upon component availability, as a result of global supply chain constraints, or credit review.
This acknowledgment is made subject to the terms & conditions found on our web-site: <https://www.badgermeter.com/terms-and-conditions>.
Terms and conditions related to service units, training, and professional services can be found here: <https://badgermeter.com/service-units-terms-and-conditions>



**THE CITY OF
SANTA FE**

MEMORANDUM

DATE: April 13, 2023
TO: Travis Dutton-Leyda, Chief Purchasing Officer
FROM: Nancy L Jimenez, Utility Billing Division Director *NLJ*

ITEM

Sole Source for Badger Meter

BACKGROUND AND SUMMARY

The Public Utility Department has had a partnership with Badger Meter since 2014 when all water meters throughout the City of Santa Fe were switched out and new ones were installed. The system and the endpoint is the device that reads the water flow and reports these flows to the Badger Meter Reading Software System which allows Utility Billing a current and accurate meter read to bill our customers for the water they use.

This software system is proprietary and we are asking to declare Badger Meter a Sole Source so we can continue this partnership for the next 10 years. All endpoints have been upgraded and switched out due to the 5G cellular upgrade requirements and now need to finalize a monthly rate moving forward with Badger Meters.

The Sole Source declaration of Badger Meter will assist the Utility Billing Division to be able to negotiate the same rate per endpoint per month moving forward as to keep costs at today's level over the next 10 years.

ACTION REQUESTED

Approved:

See Attached Request.

Disapproved: _____

Travis Dutton Leyda, Chief Purchasing Officer

_____ Date

ATTACHMENTS: