



Mike Brofka
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MEMORANDUM

TO: Public Works Committee/ Administration and Finance Committee
FROM: Michael Brofka, Water Utility Superintendent
DATE: February 13, 2020
SUBJECT: Sole Source Purchase-Beacon Meter Reading Software and Hardware

This letter is to recommend the sole source purchase of Beacon software and hardware to update the outdated meter reading software from Badger Meter.

This is the only vendor that sells software that is compatible with our sole source Badger meters and endpoints along with Central Square financial software. The software that we currently utilize only reads CE Orion Endpoints for Badger meters, and the CE is no longer being manufactured by Badger Meter. We purchased ahead from Badger's remaining stock to prolong the purchase, but we now are at a point where we will be running out to the CE Orion endpoints. The new ME Orion Endpoints are not compatible with our current software or hardware. The new Beacon software and hardware will be able to read all of the endpoints in our system along with a more streamlined meter reading process.

The pricing is considered to be fair and reasonable compared to other vendors' products. I request your approval of this vendor, which is also a sole source vendor for the meters and endpoints, for the purchase of Beacon software and hardware.

The proposal price of **\$28,781.60 is for the software upgrade and hardware**. It should be noted that there will be a service fee the following year in the amount of \$9,360. It should also be noted that the proposal price is within the budgeted amount reflected in the 2020 approved budget.

Respectfully,

Mike Brofka
Water Utility Superintendent

cc: Dave Wepking