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July 18, 2019

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TO: All Potential Respondents
RFP 1910 – Dover/Plant City Water Use Caution Area Automatic Meter Reading (AMR) Program

FROM: Nikitra King, Procurement Specialist II

SUBJECT: Response to Questions

QUESTION: Will the District accept quotes for alternative AMR product? McCrometer manufactures a FlowCONNECT AMR system that can be easily retrofitted onto any existing McCrometer or Water Specialties brand meter? Many line items here reference Campbell Scientific products which limit the ability for anyone but a Campbell Scientific Distributor to enter a proposal.

ANSWER: The District has standardized the communications technology utilized within the AMR Initiative utilizing Sierra-Wireless 4G RV50 IP Gateways and Campbell Scientific data loggers. Standardization of this technology provides increased benefits for the management and maintenance of this equipment including but not limited to:

1. Standardized baseline configuration template
2. Standardized management interface either endpoint or enterprise management platforms
3. Standardized features and functionality across all systems
4. Single Vendor point of contact for technical assistance and repair maintenance

With nearly 850 sites configured within this program, standardization increases the ease of management and support responsibilities for these systems. Additionally, if these responsibilities are transitioned back to the District in the future and these systems are integrated into the District's other remote monitoring systems, standardization provides consistency across all environments.

While the District is open to opportunities for improvement with new technology and services, clearly defined benefits must be identified and verified then presented to the IT & Data Governance committee for approval before being implemented.

The following criteria is **required** before the introduction of new technology will be considered:

1. **Equivalent features and functionality** – Vendor requesting consideration for new technology will be required to develop a cross matrix that maps the existing features and functionality of the current technology to the proposed technology without any loss of these features and functionality present in the existing platform.

2. **Equivalent management and support capabilities** - Vendor requesting consideration for new technology will be required to demonstrate the management and configuration capabilities of the proposed technology. District Subject Matter Experts (SME) supporting this existing technology within the District's environment will assess these capabilities to determine if they meet equivalent capabilities of the current systems.
3. **Additional features and functionality** - Vendor requesting consideration for new technology will be required to identify any additional features and functionality of the proposed technology that would present opportunities for improvement over the existing technology. Some of these enhancements may include increased security, life-time warranty, etc. Vendor requesting consideration for new technology will be required to demonstrate these enhancements or provide documentation that supports these claims such as warranty information.

QUESTION: Is it possible to separate new installations and maintenance of existing AMR devices into separate proposals? It seems to us this is more of a proposal for maintenance on the existing Campbell Scientific equipment that has already been installed, please confirm.

ANSWER: The majority of this RFP is ongoing maintenance of the currently installed AMR devices, however, there will be limited new AMR device installation throughout the contract period. Being the new installations are so limited, one RFP is requested for the new installations as well as the ongoing maintenance to ensure program consistency.

QUESTION: Can you clarify if all 961 AMR devices have been installed or will be installed by September 30, 2019? The language under section 3.1.1 is vague so that we are unclear if the District requires additional new AMR equipment.

ANSWER: The number of sites installed during the first phase (ending September 30, 2019) of the program was 848 with a total number of 873 sites requiring AMR devices. In the second phase of the program (RFP 1910) the remaining AMR device sites will need to be installed along with any additional sites with new permit withdrawals that meet the requirements to receive an AMR device.