



Watsonville
CALIFORNIA

CITY COUNCIL AGENDA REPORT

MEETING DATE: Tuesday, May 27, 2025
TO: CITY COUNCIL
WRITTEN BY: Maxwell Brandenburg, Water Division Project Manager
RECOMMENDED BY: PUBLIC WORKS & UTILITIES DIRECTOR LINDBERG
APPROVED BY: TAMARA VIDES, CITY MANAGER
SUBJECT: PURCHASE ORDER WITH AQUA-METRIC SALES COMPANY FOR THE PURCHASE OF SENSUS FLEXNET RNI-ANALYTICS, SOFTWARE AS A SERVICE, IN THE TOTAL AMOUNT OF \$296,413.81 OVER A FIVE-YEAR PERIOD

RECOMMENDATION:

It is recommended that the City Council adopt a resolution authorizing the establishment of a purchase order with Aqua-Metric Sales Company, a sole source vendor for Sensus Metering Systems, Inc., for Sensus FlexNet RNI-Analytics, Software as a Service (SaaS), for a total of \$296,413.81 over five years.

BACKGROUND:

Water Meters. The City's water system has approximately 15,000 water meter connections to measure water used and bill customers. At the beginning of 2025, all the City's water system's meters were equipped with Sensus FlexNet Advance Meter Infrastructure (AMI) attached to the water meters, allowing real-time electronic access to view and monitor water meter readings hourly. AMI allows staff to better support and aid customers with inquiries regarding water usage. The Advanced Meter Reading Infrastructure is a critical tool in water conservation and helps prevent high water bills if leaks go undetected.

DISCUSSION:

Proposed Meter Reading Software Update. The City's current contract for the Sensus FlexNet meter reading software needs renewal. Staff recommend continuing to use Sensus FlexNet RNI-Analytics SaaS (Analytics). Over a decade ago, the City selected the Sensus complete AMI system (radio transmitters,

reading towers, and software) through a request for proposal process as the most cost-effective product that would meet the City's needs for this type of application. The meters communicate with a wireless communication system of radio towers located strategically throughout the City's water service area. The AMI system allows staff to perform monthly water meter readings remotely and automatically. Without the complete AMI system, it would take dedicated staff members to manually read water meters. The AMI system expedites the billing process and allows staff to focus on other infrastructure improvements in the water system. The City's existing Sensus AMI system is valued at 2.5 million dollars in infrastructure (radio transmitters and reading towers) and would not be able to be utilized without Analytics SaaS. The cost of \$296,413.81 for 15,000 meters equates to \$19.76/meter. Spread over 5 years, this is \$3.95/meter/year, which averages 33 cents/meter/month for each of the 15,000 meters.

CALIFORNIA ENVIRONMENTAL QUALITY ACT (CEQA) DETERMINATION:

Approval of a SaaS contract is not a project pursuant to the California Environmental Quality Act (CEQA) because it can be seen with certainty based on substantial evidence in the record that the approval constitutes a government fiscal activity that does not involve any commitment to any specific project that may result in a potentially significant physical impact on the environment (CEQA Guidelines section 15378(b)(4)).

STRATEGIC PLAN:

This purchase order supports the following Strategic Plan
Infrastructure & Environment.

FINANCIAL IMPACT:

Funding for the Sensus Analytics SaaS is currently budgeted in the Water Enterprise Fund, budget account number 720-597-7226 for year one and will be budgeted and forecasted for the subsequent fiscal year(s).

ALTERNATIVE ACTION:

No reasonable alternatives are known at this time.

ATTACHMENTS AND/OR REFERENCES (IF ANY):

1. "Aqua-Metric Sole Source Letter"
2. "Sensus FlexNet RNI-Analytics" (SaaS) Quote