

## Sole Source Procurement Instructions

Department: Public Utilities - Billing

Date: 4-17-2025

Vendor: Ferguson

Product/Service: MXU's

It is the policy of the City of Harrisonburg that contracts/products be awarded on a competitive basis and that the use of a sole source procurement must be limited to those instances where only one source is practicably available. Per Virginia Code 2.2-4303 and 2.2-4360, the sole source document must be posted online for a minimum of ten (10) days before purchasing the product/service.

1. Explain why this is the only product or service that can meet the needs of the department making the purchase.

Meters, along with the MXU (radio reading device) to electronically read water meters have been sole source Sensus, now operating as Ferguson for greater than 20 years with the City of Harrisonburg. Sensus meters are compatible with our Sensus Autoread technology for AMR (Advanced Meter Reading). The City currently maintains 17,000 water meters, over 8,000 of these meters require a Sensus MXU to utilize the AMR system. The AMR technology means we can utilize an electronic device in the vehicle which allows us to drive by to read the consumption of a water meter rather than walk and manually touch each meter. There are no other radio device that can be used with the Sensus technology that 'speaks' the exact same language with full alarm capabilities such as excess consumption/high reads, no reads, low battery, meter tamper, etc.

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

Sensus meters and MXU's are approved by our Product Review Committee and is compatible with our reaching technology giving full alarm capabilities. Field personnel have specialized training with Sensus meters, MXU's and autoread technology to include programming, activation, and deactivation of the MXU's that read with the sole sourced Sensus VGB and VXU. There would be additional cost involved in training, software, billing system programming and interface should another system be considered.

3. Explain why the price is considered reasonable.

Sensus product representatives each have a territory. There is no other pricing options from other distributors to consider. This is this only transmitting radio device that is fully compatible with our water meter reading system.

4. Describe the efforts that were made to conduct a noncompetitive negotiation to get the best possible price for the taxpayers.

Other systems have been reviewed and trialed, such as a mi.net system from Mueller, who claimed they were fully compatible and the system was a fail requiring triple the devices stated in the prop study to get half functionality. The entire meter reading system will need to be reviewed and replaced with another system if the City of Harrisonburg decides not to continue with the sole sourced Sensus product with estimated cost in 2020 of 3.6 million dollars in asset replacement.

**Please attach this form to the Requisition and forward to Purchasing.**

Signature: Sherri L Barb-Sherman

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