

**INDIAN RIVER COUNTY, FLORIDA  
DEPARTMENT OF UTILITY SERVICES**

**DATE:** October 10, 2017

**TO:** Jason E. Brown, County Administrator

**FROM:** Vincent Burke, P.E., Director of Utility Services

**THROUGH:** Jennifer Hyde, Purchasing Manager

**SUBJECT:** Reject All Proposals for RFP 2017041 - AMI and MDM Solution for Indian River County Department of Utility Services

**BACKGROUND**

The Indian River County Purchasing Division, on behalf of the Indian River County Department of Utility Services (IRCDUS), issued a Request for Proposals (RFP) for an Advanced Metering Infrastructure (AMI) and Meter Data Management (MDM) Solution. The solicitation requested a complete, turn-key solution that would include all supporting equipment, hardware, infrastructure, software and services.

**RFP RESULTS**

Advertising Date	April 2, 2017
Mandatory Pre-Bid	April 18, 2017
RFP Opening Date	June 28, 2017
DemandStar Broadcast To	633 Subscribers
RFP Documents Requested By	39 Firms
Replies	6 Firms
Price Proposal Range	\$13 - \$22.3 Million

**ANALYSIS**

A selection committee comprised of Vincent Burke, P.E., Utilities Director; Lisa Patton, Customer Service Manager; Cindy Corrente, Utilities Finance Manager; Mike Smykowski, Budget Director; and Basil Dancy, Computer Services Manager, independently evaluated and scored the received proposals in accordance with the Indian River County Purchasing Manual. These scores were compiled by the committee, and an overall ranking of the submittals developed. The top three firms were short-listed for a demonstration phase held September 25 and 26, 2017. The demonstration phase was an opportunity for each firm to introduce team members, showcase their technology, and describe the implementation approach and software systems. After the conclusion of the demonstration phase, the selection review committee expressed concern that none of the qualified solutions are the right fit for the County's needs.

**FUNDING**

Funding for the project is available in the meter replacement account (471-169000-16505). Funds for the project are in the operating fund. Operating funds are generated from water and sewer sales.

There is no funding required for the rejection of the proposals. A minimal funding investment of approximately \$90 would be needed to cover the cost of advertising a re-issued RFP.

**RECOMMENDATION**

Staff recommends the Board of County Commissioners reject all proposals received in response to RFP 2017041, and authorize staff to revise the scope of work and selection criteria in order to reissue a new solicitation that will afford solutions more in line with the needs of the Indian River County Department of Utility Services.