

## REQUEST FOR PROPOSAL

**Owner:** Orangeburg County

**Engineer:** Mr. Mike Lovoy, P.E., Senior Project Manager, Alliance Consulting Engineers, Inc.

**Orangeburg County Request for Proposal (RFP) Project Number:** FY 12-0125

Orangeburg County will receive Proposals from qualified vendors to provide a complete **Fixed-Base Network Advanced Metering Infrastructure (AMI) System**. The primary objective is to identify and implement the use of a Fixed-Based Network AMI System that will work for the Orangeburg County Water System and to take advantage of the most technologically advanced water meter reading system available.

The Proposals for the **Fixed-Base Network Advanced Metering Infrastructure (AMI) System** will be received at Orangeburg County, located at 1437 Amelia Street, Orangeburg County, South Carolina 29115 until **3:00 PM on January 26, 2012**.

Proposals may be mailed or hand delivered to:

Orangeburg County  
C/O Jannella Shuler, Purchasing Director  
1437 Amelia Street  
Third Floor Purchasing Office  
Orangeburg, South Carolina 29115

The work to be completed as part of this project consists of providing all required materials, equipment, related appurtenances, and labor necessary to complete the construction and training, which will include but is not limited to the following:

Fixed-Base Network Components (Including base, antennae and electrical) for service area, Propagation Study for service area, computer hardware and software, training and support, **two hundred and sixty-two (262)** 5/8-inch X 3/4-inch water meters with encoders and transmitters (**not installed**), and the necessary mobile programming equipment. **The Proposal price is to include design, installation, and training of all items excluding the installation of the water meters. Water meters are to be installed by others.**

Provide a Lump Sum Price with supporting documentation for a complete meter reading system capable of meeting the current and future meter reading needs within the subject service area from an authorized representative that is able to contract/bind the organization. The proposal shall include a signature and the title of the authorized representative. The scope of work involves, but is not limited to, providing and installing a fixed-base network meter reading system which includes software, hardware and all necessary training and installation support. The meter reading system shall be a fixed-base network system that will continually receive, store and communicate data to and from meters within range. The system shall also allow mobile and manual entry of meter readings.

All system parts furnished (reading equipment, RF transmitters, and meters with absolute encoders) shall be produced from an ISO 9001 rated manufacturing facility.

The service area of the AMI System will include the eastern portion of Orangeburg County (**See attached Map named "Potential Customer Map Over Proposed Water Service Area", dated December 2011, not to scale**) along US Highway 301 (From the Intersection with US Highway 176, west to the Intersection with Homestead Road), US Highway 176 (North of US 301 from the County Line to approximately one mile south of Interstate 95), Woolbright Road (S-38-1201, OC-3320), Cyclone Drive, Joy Drive (S-38- 2016), Johnson Drive (S-38- 2016), Nectarine Road, Maggie Lane (OC-3434), Mendelin Court (OC-3537), Nexus Court (OC-3538), Omega Court (OC-3539), Pine Street, Vincent Drive (OC-3307), Felder Road (OC-3541), Clark Street (S-38-1794, OC-3311), and Fludd Street (S-38-1794). The future Phase II service area (**Not depicted on attached Map**) will include SC Highway 210 (From Interstate 26 east to US Highway 15), US Highway 15 (From Intersection with Tee Vee Road south

approximately one mile past Interstate 95), and a loop around Mt. Olive Road (S-38-1166) and Jack Branch Road (S-38-1395).

The host software must be meter reading software that will transfer files between the Buyer's existing billing/customer information system and the data collection devices. The Service Provider shall be responsible for ensuring that the transfer files are compatible with the Buyer's existing billing/customer information system. The host software must be configurable for either a standalone installation or operate in a client/server environment.

For this Proposal the items of importance include but are not limited to the following:

- Accuracy of the data received, collected, and transmitted and minimized risk of lost data.
- Warranty and useful life of the equipment used.
- Ability to read meter data from a remote location.
- Price of the Complete Fixed-Base Network Advanced Metering Infrastructure (AMI) System.
- Potential for Expansion.
- Vendor's qualifications including years of experience with similar projects and past client references on similar projects.
- Operation and Maintenance requirements of the system.
- Training required to ensure that all personnel are fluent and well versed in both the operation and maintenance of the system.
- Customer service after the system is completed.
- Computer hardware and software for a fully operational AMI System.
- Antennas as necessary to provide radio read capabilities in the specified service area.
- Appurtenances as necessary to provide remote radio read capabilities for two-way communication in the specified service area.
- Willingness to hold the pricing for a period of one hundred and twenty (120) days in order to get the contract transferred to the Utility Contractor that is awarded the **Orangeburg County Phase I Water System Improvements Project**.

Each of the above items shall be included with the Proposal as part of the supporting documentation.

Each submitted Proposal shall include the following:

- Title Page that includes the Orangeburg County Project Number FY 12-0125, company name, address, and the authorized representative's contact information, signature and title. Organization shall disclose any past litigation within the past ten (10) years if any.
- Proposal Supporting Documentation
- Code and Articles of Acknowledgement
- Certification of Exceptions
- Certification of Preferences
- Addendum Acknowledgement (signed) if applicable

The RFP Documentation may be obtained via email ([mlovoy@alliancece.com](mailto:mlovoy@alliancece.com)), from the office of Alliance Consulting Engineers, Inc., Post Office Box 8147, Columbia, South Carolina 29202-8147 upon written request, or from the Orangeburg County website at <http://www.orangeburgcounty.org/Purchasing/solicitations.html> . When requesting documentation, provide the following information about your company: Company Name, mailing address; street (UPS) address; telephone number; email address; and FAX number (if applicable).

Questions are allowed and encouraged in writing via email to clear up any misconceptions or to offer any proposed changes, etc. These questions shall be submitted no later than January 18, 2012 at 5:00 p.m. and shall be addressed to Mr. Mike Lovoy, P.E., of Alliance Consulting Engineers, Inc. at [mlovoy@alliancece.com](mailto:mlovoy@alliancece.com).

Proposal must be concise but thorough and address all aspects of the vendor's ability to perform the work as outlined by the specific categories listed below.

## Evaluation Criteria

RFP No. FY12 - 0125 Fixed-Base Network Advanced Metering Infrastructure (AMI) System

If Orangeburg County decides to go forward with the procurement, the award shall be made to the vendor whose request for proposal it determines to be the most advantageous to the County taking into consideration the evaluation factors stated in this section. The following person is hereby designated as the County's designee, the Project Engineer to substitute for the Procurement Director in the evaluation and ranking duties. The factors to be considered in evaluating are as follows, and are listed in order of relative importance: (see note below)

- Overall System Suitability/Capability
- Vendor Qualifications
- Price
- Proof of System Reliability
- Ease of Operation and Maintenance
- Willingness to hold the pricing for a period of one hundred and twenty (120) days

Note: The method of selection, Request for Proposal, does not require a numerical weighting for each factor See Code 5-304.7

## Additional Information, Including Special Conditions

To the extent the Procurement Code requires the Procurement Director to take certain action regarding the evaluation of proposals, recommendations, and award for this RFP, the Project Engineer shall be deemed to have the duties otherwise assigned to the Procurement Director. Procurement Code Section 1-302.3.a. applies to this procurement. The funding agency's procurement requirements will govern the procurement in any instance in which those requirements conflict with the Orangeburg County Procurement Code. To the extent that is the case, this procurement is exempt from the conflicting provisions of the Orangeburg County Procurement Code.

The funding agency for this Project requires that the contract include a List of Proposed Suppliers including iron, steel, and United States manufactured goods in accordance with Section 1605 of the American Recovery and Reinvestment Act (ARRA) of 2009 must be submitted within five (5) days of award.

**This contract is expected to be funded in whole or in part using funds from the American Recovery and Reinvestment Act (ARRA). Section 1605 of the ARRA prohibits the use of these funds unless all iron, steel, and manufactured goods are produced in the United States. All iron and steel manufacturing processes must take place in the United States, except for metallurgical processes involving refinement of steel additives. There is no requirement for the origin of components and subcomponents of manufactured goods. Products listed at 48 CFR 25.104(a) have been determined to be unavailable in the United States and if required for the project may be purchased from foreign sources. No unauthorized use of foreign iron, steel, and/or manufactured goods will be allowed on this project.**

NOTICE TO BIDDERS: Each bidder shall fully acquaint themselves with the conditions relating to the scope and restrictions attending the execution of the work under the conditions of this Proposal. The failure or omission of a bidder to acquaint himself with existing conditions shall in no way relieve him of any obligation with respect to this Proposal or to the contract. All amendments to and interpretations of this solicitation shall be in writing and issued by Alliance Consulting Engineers, Inc. Orangeburg County or Alliance Consulting Engineers, Inc. shall not be legally bound by any amendment or interpretation that is not in writing.

The Owner reserves the right to waive any informality or to reject any or all proposals. Orangeburg County reserves the right to accept or reject any, all or any part of proposals received as a result of this request, to waive any informalities or to cancel in part or in its entirety this request, if it is in its best interest

to do so. Orangeburg County will be sole judge as to whether proposals submitted meet all requirements. All proposals submitted shall become the property of Orangeburg County. This solicitation does not commit Orangeburg County to award a contract, to pay any cost incurred in the preparation of proposals or to procure or contract for goods or services. Orangeburg County is an Equal Opportunity Employer.

ENGINEER

Alliance Consulting Engineers, Inc.  
Post Office 8147  
Columbia, South Carolina 29202-8147

OWNER

Orangeburg County  
1437 Amelia Street  
Orangeburg, South Carolina 29115



Code and Articles Acknowledgement

Request for Proposal (RFP) FY 12-0125 Fixed-Base Network Advanced Metering Infrastructure (AMI) System

Incorporation by Reference.

The following articles of the Code are incorporated by reference as if set forth verbatim in this RFP ("Incorporated Code Provisions"):

- Article 1, including §§1-302.3.a. and 1-303-.2.a.
- Article 2
- Article 3; however, modified to Project Engineer as designee for Procurement Director regarding evaluation of bids, recommendations, and award for this RFP.
- Article 4
- Article 5 §§5-101 and 5-304
- Article 7

By submitting a proposal, the contractor/vendor agrees that Incorporated Code Provisions govern this procurement from solicitation through completion of the full execution of the resulting contract.

ACCESS TO CODE. On November 16, 2009, Orangeburg County Council, the governing body of Orangeburg County, repealed all aspects of its procurement policy and enacted the **Orangeburg County Procurement Code** (the "Code"). The Code may be accessed online without charge at <http://www.orangeburgcounty.org/Purchasing/code.html>. In addition; a copy of the Code is available for review without charge at the Office of the Procurement Director. If neither of those options meets your needs, a hard-copy of the Code is also available for purchase at the Office of the Procurement Director.

<http://www.orangeburgcounty.org/> or

Method of Source Selection.

The source selection method applicable to this procurement is Competitive Sealed Proposal Services, see Code §5-304.

The undersigned vendor understands and agrees to be bound to the Code regarding all matters arising from the RFP identified above.

\_\_\_\_\_  
Printed Vendor Name

\_\_\_\_\_  
Signature of Vendor's Authorized Agent

\_\_\_\_\_  
Printed Name of Vendor's Authorized Agent

\_\_\_\_\_  
Title with Vendor of Vendor's Authorized Agent

CODES AND ARTICLES ACKNOWLEDGEMENT

**Certification of No Exceptions**

RFP No. FY12-0125 Fixed-Base Network Advanced Metering Infrastructure (AMI) System

The Code requires vendors to give written notice with a submission if vendor will not accept a term of the Request for Proposal and the incorporated Code as a contract term. See Code §5-304. In connection with that requirement, a vendor must complete this certification and include it in its submission.

Vendor certifies the following regarding its bid:

Vendor AGREES to all of the terms of the Invitation to Bid (including the incorporated Code terms) and takes NO EXCEPTIONS:  Yes  No

Vendor does NOT AGREE to all of the terms of the Invitation to Bid (including the incorporated Code terms), and a COMPLETE LIST OF VENDOR'S EXCEPTIONS to same are listed and described below:

Yes  No

| Identification<br>Of Excepted<br>Term | Description of vendor's substituted term | Vendor's<br>Initials |
|---------------------------------------|--|----------------------|
|---------------------------------------|--|----------------------|

Exception 1:

Exception 2:

Exception 3:

Exception 4:

The undersigned vendor hereby certifies that the above-listed exceptions comprise the only exceptions contract/vendor has to the Invitation to Bid (including the incorporated Code terms). The undersigned vendor understands and agrees that if it is the successful vendor, its attempt to claim any exceptions other than those listed above, shall result in the County having the right to claim the bid security bond, retract the intent to award or award, award to another vendor, and suspend and/or debar the vendor.

\_\_\_\_\_  
Printed Vendor Name

\_\_\_\_\_  
Signature of Vendor's Authorized Agent

\_\_\_\_\_  
Printed Name of Vendor's Authorized Agent

\_\_\_\_\_  
Title with Vendor of Vendor's Authorized Agent

**CERTIFICATION NO EXCEPTIONS**

### Certification of Preference(s)

RFP No. FY 12-0125 Fixed-Base Network Advanced Metering Infrastructure (AMI) System

The Code authorizes specific preferences. See Article 3. If a vendor is qualified for one or more preferences and desires to exercise the preference(s), then the vendor must complete and submit this form with its proposal. If a vendor is either (1) not qualified for any preference OR (2) is qualified, but does not desire to exercise any preference, then the vendor does not need to complete or submit this form with its proposal.

Vendor is qualified for and desires to exercise the following preference(s) as vendor has marked, below:

|  |                              |                             |
|--|------------------------------|-----------------------------|
| Preference 1. Vendor is a resident of the State of South Carolina: | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| Preference 2. Vendor is a resident of Orangeburg County, SC:       | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| Preference 3. Vendor is an MBE:                                    | <input type="checkbox"/> Yes | <input type="checkbox"/> No |

The undersigned vendor hereby certifies that vendor is qualified for the preference(s) above to which the vendor has indicated "Yes". In addition, the undersigned contractor/vendor understands and agrees that if it is not qualified for a preference, but claims to be qualified for a preference on this form, the County shall have the right to suspend and/or debar the vendor in accordance with the Code.

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Printed Vendor Name

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Signature of Vendor's Authorized Agent

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Printed Name of Vendor's Authorized Agent

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Title with Vendor of Vendor's Authorized Agent

CERTIFICATION OF PREFERENCE(S)

FY 12-0125