

# Fairfax Water

FAIRFAX COUNTY WATER AUTHORITY  
8570 Executive Park Avenue, Fairfax, Virginia 22031-2218  
www.fairfaxwater.org

June 22, 2017

## MEMORANDUM


To: Charles M. Murray, General Manager

From: Donald R. Legg, CPPO, Procurement Manager *DRL* *E 6/26*

Subject: Sole Source Contract Award – Neptune Radio Frequency Water Meters

1. **Background:** With the acquisitions of the water systems of Fairfax and Falls Church, Fairfax Water inherited those cities' drive-by Automatic Meter Reading (AMR) systems that employ Neptune radio frequency (RF) water meters. There are approximately 47,000 meters in both jurisdictions. These meters have been purchased under a City of Falls Church contract that was assigned to Fairfax Water as part of the acquisition. That contract is due to expire on June 30, 2017.
2. **Justification:** In order to maintain the current operational efficiency of these systems, Fairfax Water must continue to utilize the same RF water meters and they can only be purchased from Neptune or an authorized distributor. The authorized distributor for the Neptune RF water meters for this area is H.D. Supply Waterworks. Staff has negotiated a one-year contract with four additional one-year renewal options with H.D. Supply Waterworks to provide various RF water meters on an as-needed basis. The rates are the same as the previous year's pricing in the City of Falls Church contract. Fairfax Water expects to spend \$500,000 on Neptune RF water meters during the first year of the contract, July 1, 2017 – June 30, 2018.
3. **Recommendation:** I believe it to be in the best interest of Fairfax Water to award a one-year Sole Source contract with up to four one-year renewal options for the purchase of Neptune Radio Frequency Water Meters to H.D. Supply Waterworks in the estimated amount of \$500,000. This was approved by the Board on June 22, 2017.
4. **Determination**

In accordance with Section 2.2-4303(E) of the Code of Virginia, as amended, it is my determination that the above named vendor is the only known source practicably available to obtain the goods and/or services specified above.

  
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Charles M. Murray, General Manager

*6/26/17*  
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Date