

# Fairfax Water

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

January 9, 2023

## MEMORANDUM

To: Jamie Bain Hedges, General Manager

From: Donald R. Legg, CPPO, Procurement Manager *DRL*

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. These meters have previously been purchased under a City of Falls Church contract that was assigned to Fairfax Water as part of the acquisition and, subsequently, through a sole source contract that was awarded by Fairfax Water.
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 Core and Main. Staff has negotiated a four-year contract with four additional one-year renewal options with Core and Main to provide various RF water meters on an as-needed basis. Fairfax water expects to spend \$1,300,000 on Neptune water meters during the first year of the contract.
3. Recommendation: I have reviewed contract pricing and believe it to be in the best interest of Fairfax Water to award a one-year Sole Source contract for the purchase of Neptune Radio Frequency Water Meters to Core and Main for \$1,300,000.
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.

  
Jamie Bain Hedges, General Manager

*2/2/2023*  
Date