



The Corporation of the District of Saanich

Report

To: Mayor and Council

From: Harley Machielse, Director of Engineering

Date: March 11, 2025

Subject: Award of Request for Proposal (RFP) 22-113 – Water Meter AMI – Data Collection, Storage and Management

RECOMMENDATIONS

That Council approve the award, plus change orders within budget, of **RFP 22-113 – Water Meter AMI – Data Collection, Storage and Management** to **KTI Ltd.**

PURPOSE

The purpose of this memo is to request approval to award RFP 22-113 – Water Meter AMI – Data Collection, Storage and Management for a period of 5 years, with an option to extend the agreement for 5 additional 5-year terms.

DISCUSSION

A request for proposal was issued for the purposes of the future supply, installation, and operational support of an Advanced Metering Infrastructure (AMI) system for the District's water utility, including supporting the District with billing system integration and training.

Three compliant responses were received from the following vendors:

- Neptune Technology Group Canada
- Metercor Inc.
- KTI Ltd.

Proposals were evaluated on Pilot Study Proposal, Pilot Study Implementation/Outcome, and Pricing, as per the RFP.

KTI Ltd. scored the highest on the combined criteria with a thorough proposal and Pilot Study.

FINANCIAL IMPLICATIONS

The estimated total cost for the initial five (5) year term is \$3,924,845.80 based on estimated quantities and excluding taxes.

Funding for this supply is available through the Water Utility Fund five-year Capital Budget.

Prepared by: Scott Jamieson, Manager of Infrastructure Planning and Analysis

Reviewed by: Harley Machielse, Director of Engineering

Approved by: Paul Arslan, Director of Finance

ADMINISTRATOR'S COMMENTS:

I endorse the recommendation from the Director of Engineering.

Brent Reems, Chief Administrative Officer