

RFP-26-09

**WATER METERING UPGRADES
ADDENDUM #2**



TOWN OF AMHERST



Water Metering Upgrades

ADDENDUM #2

- Q1. Please confirm whether the successful proponent, Town staff, or another Town contractor will be responsible for installing the gateways, collectors, repeaters, antennas, mounting equipment, electrical supplies, and communication connections.

If this is the successful proponent's responsibility, should all related labour, equipment, travel, and commissioning costs be included in Schedule B?

- R1. The successful proponent shall be responsible for supplying, installing, configuring, testing, commissioning, and placing into service all communications infrastructure required for the operation of the proposed AML system, unless otherwise identified within the proposal and subsequently agreed to by the Town.

Proponents shall include all labour, equipment, mounting hardware, antennas, gateways, collectors, repeaters, commissioning services, travel, and associated implementation costs required to deliver a fully operational system within Schedule B.

Any exclusions, assumptions, or services proposed to be provided by the Town shall be clearly identified within the proposal

- Q2. Please confirm whether a propagation study or field coverage survey is required as part of the proposal submission.

If required, will the proposal deadline be extended?

Please also confirm:

- Required coverage levels;
- Acceptable read success rates; and
- Whether meters outside a fixed-network coverage area may be read using mobile AMR without reprogramming or replacing endpoints.

- R2. A propagation study or field coverage survey is **not required** as part of the proposal submission.



Proponents shall provide sufficient information to demonstrate the viability of their proposed communications architecture and identify all assumptions used in developing their network design.

The Town is not prescribing a specific minimum coverage percentage, read success rate, or communications methodology. Evaluation will focus on the overall reliability, functionality, scalability, and suitability of the proposed solution.

Proponents shall identify expected system performance metrics, including coverage expectations, read success rates, data collection frequency, and any limitations associated with the proposed solution.

The Town will consider AMI, AMR, and hybrid solutions as identified in the RFP.

Q3. Could the Town further clarify how it expects proponents to meet the open architecture requirement and how this requirement will be evaluated?

R3. The Town recognizes that communications networks, endpoints, and software platforms may be proprietary to individual manufacturers or solution providers.

For purposes of this RFP, an open architecture solution does not require interoperability between competing manufacturers' communications networks. Rather, the Town's objective is to minimize future vendor lock-in and ensure long-term access to Town-owned data.

Proponents shall clearly identify:

- Proprietary components of the proposed solution;
- Data ownership provisions;
- Available APIs, interfaces, and integration tools;
- Supported import and export formats;
- Integration capabilities with third-party systems; and
- Any limitations that could restrict future expansion, migration, equipment replacement, software replacement, or data extraction.

Evaluation will consider the degree to which the proposed solution provides data portability, integration capability, flexibility, and reduced vendor lock-in risk.



Q4. Please confirm how pricing will be evaluated.

R4. The Cost and Overall Value evaluation will consider the overall financial impact of the proposed solution, including:

- Meter and endpoint costs;
- Communications infrastructure costs;
- Software and licensing costs;
- Implementation and commissioning costs;
- Annual recurring costs;
- Warranty provisions; and
- Other costs identified within the proposal.

Evaluation will consider the pricing submitted together with the proposed implementation approach, anticipated operating costs, functionality, scalability, and overall value offered by the solution.

Proponents shall clearly identify all recurring costs, subscription fees, communication fees, maintenance fees, software fees, and any other ongoing financial commitments associated with the proposed solution.

Q5. The RFP states that approximately 330 existing services have MXU capability.

Please confirm whether these services are included in the meters to be replaced under this RFP.

R5. Yes. The approximately 330 services identified as having MXU-capable equipment are included within the scope of this RFP and will be replaced as part of the phased implementation program.

Proponents shall base their submissions on the quantities identified within the pricing schedules and the implementation approach described in the RFP.

Q6. Schedule A requests pricing for approximately 330 meters while the RFP describes a five-year implementation program covering approximately 3,669 accounts.

Should Schedule B be based on:

1. A fixed-network infrastructure installed in Phase 1 and sized for the eventual Town-wide deployment; or



2. A phased infrastructure approach that expands as additional meters are deployed?

R7. The Town will accept either:

1. A fixed-network communications infrastructure solution installed during the initial phase and sized to support the ultimate Town-wide deployment; or
2. A phased implementation approach that allows communications infrastructure to be expanded as additional meters are deployed.

Proponents shall clearly describe their recommended implementation strategy and identify all assumptions used in developing pricing.

Schedule B shall include all infrastructure, hardware, software, configuration, commissioning, and implementation costs associated with the proposed communications approach.

Where a phased implementation strategy is proposed, proponents may identify future infrastructure expansion costs separately, provided the approach is clearly described and all pricing assumptions are disclosed.

The Town reserves the right to evaluate scalability, implementation strategy, lifecycle cost considerations, and overall value when comparing proposals.

Q8. The following items or questions do not apply to a SUPPLY ONLY tender:

10.0 INSURANCE REQUIREMENTS

10.1 The Successful Proponent shall provide proof of Commercial General Liability Insurance and Automobile Liability Insurance covering owned, leased, rented, and non-owned vehicles.

Coverage shall be maintained at a minimum value of Two Million Dollars (\$2,000,000 CAD) per occurrence. The Town of Amherst shall be named as Additional Insured.

10.2 The Successful Proponent shall provide Professional Liability / Errors & Omissions Insurance with minimum coverage of Two Million Dollars (\$2,000,000 CAD) per claim.

10.3 Proof of insurance shall be provided within ten (10) business days following award.



No contract shall be executed without satisfactory proof of insurance.

10.4 Written notification of policy cancellation, material change, or lapse shall be provided to the Town a minimum of thirty (30) days prior to change taking effect.

10.5 All required insurance shall remain in force until completion of all work, commissioning, deficiencies, warranty obligations, and final payment.

11.0 WCB AND OHS COMPLIANCE

11.1 The Successful Proponent shall provide proof of current standing with the Workers Compensation Board of Nova Scotia.

11.2 If the Successful Proponent does not currently maintain WCB coverage, coverage shall be established prior to project commencement.

11.3 Good standing with WCB shall be maintained for the full duration of the Contract.

12.0 PERMITS, LICENSES & REGULATORY COMPLIANCE

12.1 The Successful Proponent shall obtain, coordinate, and pay for all permits, licenses, approvals, inspections, certifications, and professional registrations required to execute the work.

12.2 The Proponent shall indemnify and save harmless the Town from damages, claims, penalties, delays, or liabilities arising from failure to obtain or maintain required approvals.

13.0 USE OF SUB-CONTRACTORS / SUB-CONSULTANTS

13.1 Sub-contractors and sub-consultants shall be permitted provided they are clearly identified within the submission package together with:

- Company name • Scope of responsibility • Qualifications • Relevant experience

13.2 The Successful Proponent shall remain fully responsible for:

- Quality of work
- Coordination
- Scheduling



- Safety
- Technical compliance
- Performance of all sub-contractors.

13.3 The Town reserves the right to review references for named subcontractors.

13.4 Substitutions following award shall require prior written approval from the Town.

13.5 Use of apprentices is encouraged where appropriate, provided all applicable supervision requirements are maintained.

17.0 INFRINGEMENTS & INDEMNIFICATIONS

17.1 The Proponent shall protect, defend, indemnify, and save harmless the Town, its representatives, employees, agents, and project stakeholders from all claims, liabilities, damages, losses, costs, or actions arising from:

- Patent infringement
- Copyright infringement
- Use of proprietary equipment, software, controls, processes, or materials
- Personal injury
- Property damage
- Commissioning failures
- Regulatory violations
- Contractor negligence
- Subcontractor negligence.

17.2 The Successful Proponent shall remain responsible for all damages, losses, liabilities, or claims resulting from the work, equipment, materials, engineering, controls, commissioning, or associated services supplied under this Contract.

18.0 REQUIREMENTS AND RESPONSIBILITIES OF THE PROPONENT – This section has parts that the wording is not part of a supply only tender.

- R9. This procurement is not a supply-only procurement. In addition to supplying meters and related equipment, the successful proponent will be responsible for providing communications infrastructure, software, system integration, configuration, commissioning, training, technical support, warranties, documentation, and other implementation services required to deliver a complete and operational solution.**



Accordingly, Sections 10.0, 11.0, 12.0, 13.0, 17.0, and 18.0 remain applicable to the extent relevant to the products, services, personnel, and subcontractors involved in the successful proponent's work.

The Town anticipates completing most individual water meter installations using Town staff. This does not relieve the successful proponent of its responsibilities for communications infrastructure, software, integration, commissioning, training, technical support, documentation, or other services required by the RFP.

Q10. Are there any holdbacks?

22.4 A statutory holdback or project holdback structure may apply as defined within the Contract.

R10. The Town does not intend to impose a separate contractual or project holdback on amounts payable solely for the supply and delivery of meters, endpoints, software, or other equipment.

The Town reserves the right to withhold payment for incomplete work, deficiencies, missing documentation, unresolved testing or commissioning requirements, warranty issues, or other amounts permitted under the final contract.

Q11. Can you define what is meant by your wording "Leak Detection"

"Leak Detection" means the ability of the proposed system to identify continuous flow conditions, abnormal consumption patterns, or other indicators of potential water leakage.

All industry standard meters provide leak detection. Are you only asking for leak detection on the outlet side of the meters only? Or are you asking for leak detection on the outlet side of meters as well as service lines and water mains in the street? I would assume there would be extra points given to the meters that provide the most leak detection capabilities.

R11. The mandatory leak detection requirement does not require the proposed system to locate or identify leaks within municipal water mains or the municipal portion of water service laterals.



Proponents may identify distribution-system or water-main leak detection capabilities as optional or value-added features.

No separate or predetermined additional points will be awarded solely because a proposal includes broader leak detection functionality.

- Q12. On Page 30 of the Proposal Form, under Schedule “A” – Unit Pricing, the tender requests pricing for the current tranche of meters. However, the Town’s overall objective is to replace approximately 3,669 meters over the next five years.

Can the Town please clarify whether proponents are expected to provide unit pricing for the remaining years of the five-year replacement program (i.e., 2027, 2028, 2029, and 2030), or if pricing is required only for the current 2026 tranche?

- R12. Schedule A unit pricing is required for the current tranche of approximately 330 meters.

Proponents are not required to provide firm annual unit prices for 2027, 2028, 2029, and 2030. Proponents shall identify any price-hold period offered beyond the proposal-validity period and describe any proposed escalation formula, index, or other pricing adjustment mechanism for future implementation phases.

Future-phase purchases will be subject to annual budget approval, product availability, the final agreement, and any agreed pricing adjustment provisions.