



Print Form

Sole Source Justification (Reference Article 6, Procurement Source Selection Methods and Contract Awards, § 1-10-56 SOLE SOURCE PROCUREMENT)

Vendor: Systems & Software E-Verify Number: 401203

Commodity: Software as a Service

Estimated annual expenditure for the above commodity or service: \$ 607,000

Initial all entries below that apply to the proposed purchase. Attach a memorandum containing complete justification and support documentation as directed in initialed entry. (More than one entry will apply to most sole source products/services requested).

- DM 1. SOLE SOURCE REQUEST IS FOR THE ORIGINAL MANUFACTURER OR PROVIDER, THERE ARE NO REGIONAL DISTRIBUTORS. (Attach the manufacturer's written certification that no regional distributors exist. Item no. 4 also must be completed.)
2. SOLE SOURCE REQUEST IS FOR ONLY THE AUGUSTA GEORGIA AREA DISTRIBUTOR OF THE ORIGINAL MANUFACTURER OR PROVIDER. (Attach the manufacturer's — not the distributor's — written certification that identifies all regional distributors. Item no. 4 also must be completed.)
3. THE PARTS/EQUIPMENT ARE NOT INTERCHANGEABLE WITH SIMILAR PARTS OF ANOTHER MANUFACTURER. (Explain in separate memorandum.)
DM 4. THIS IS THE ONLY KNOWN ITEM OR SERVICE THAT WILL MEET THE SPECIALIZED NEEDS OF THIS DEPARTMENT OR PERFORM THE INTENDED FUNCTION. (Attach memorandum with details of specialized function or application.)
5. THE PARTS/EQUIPMENT ARE REQUIRED FROM THIS SOURCE TO PERMIT STANDARDIZATION. (Attach memorandum describing basis for standardization request.)
6. NONE OF THE ABOVE APPLY. A DETAILED EXPLANATION AND JUSTIFICATION FOR THIS SOLE SOURCE REQUEST IS CONTAINED IN ATTACHED MEMORANDUM.

The undersigned requests that competitive procurement be waived and that the vendor identified as the supplier of the service or material described in this sole source justification be authorized as a sole source for the service or material.

Name: Dean Meyer Department: Utilities Date: 1/14/2025

Department Head Signature: [Signature] Date: 2/5/25

Approval Authority: [Signature] Date: 1/29/25

Administrator Approval: (required - not required) Date:

COMMENTS:



Utilities Department

Wes Byne, P.E.
Director

Steve Little, CPA
Assistant Director

MEMO

DATE: January 21, 2025
TO: Darrell White, Interim Director, Procurement Department
THRU: Wes Byne, P.E., Director, Utilities Department *sub*
FROM: Dean Meyer
SUBJECT: Sole Source Justification

AUD intends to purchase a Meter Data Management (MDM) solution to accompany our progression towards an AMI solution for water metering in Augusta Richmond County. An MDM is required to effectively use the variety of meter data that AMI makes available in order to help our own system monitoring as well as to more effectively help our customers. After significant time spent in research and discussions, both internal and external, we have determined that the SmartWorks MDM provided by Harris Utilities is the only viable option for AUD for several reasons.

First, the software is developed and maintained by the same parent company that we use for our billing software, enQuesta. This allows for SmartWorks to integrate with enQuesta in such a way that no other software solution is able to due to their internal knowledge of both products and how to effectively integrate them.

Second, because of the level of integration that can be accomplished, SmartWorks is the only solution identified which will allow for AUD Customer Service Representatives to seamlessly assist customers by providing near real-time consumption data along with historical consumption and billing data within one software tool, rather than having to switch between multiple; this will in turn streamline customer interactions allowing AUD CSRs to be more responsive to customer needs. This can only be accomplished through direct integration of the software tools, something that only SmartWorks can facilitate based on our research.

Finally, SmartWorks is the only software tool identified in our research that will allow us to integrate data from all AMI vendors at a whole of network level, which is critical as we move forward with modernization. With multiple AMI systems requiring interoperability, the ability to integrate this data regardless of vendor source is critical to ensure the future success of AMI in Augusta.

For the above reasons, AUD has identified that SmartWorks is the only solution that meets our requirements. This software is only sold by the vendor, Harris Utilities, as such this requires a sole source procurement.

cc: Steve Little, CPA *slj*