

From: Colton.Dinsdale@ferguson.com
To: [Mick Michel](#); [Lori Panton](#); [Terry Recker](#)
Subject: AMI Metering System Information/Quotes (Ferguson Waterworks)
Date: Thursday, August 28, 2025 9:42:07 AM
Attachments: [AMI Gateway Materials Quote \(Ferguson Waterworks\).pdf](#)
[AMI Gateway Installation Quote \(Ferguson Waterworks\).pdf](#)

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Mick, Lori, & Terry,

I want to start off by saying thank you for taking the time out of your busy schedules to meet with me and Bradley Klein to further discuss our Neptune AMI Meter Reading System for the city of Dyersville. We discussed this type of system in great detail, and I am going to do my best to relay all of that information in the email below!

Currently the city of Dyersville has a Neptune AMR (drive-by) meter reading system where the city staff goes out and captures the meter readings once a month for billing purposes. The city can still detect leaks, reverse flows, and more by utilizing this AMR system, but again this information is based on meter readings that are captured once of month or every 30 days. If there are leaks that are detected, the city can also go to a resident's home and complete a data log on that specific water meter. On our newer R900 v4 MIU/endpoints, the city is able to complete a data log and capture 96-days of data in the past (roughly the last 3 months of consumption by the hour). The only reoccurring fee for the city's current AMR (drive-by) system is the Neptune 360 software annual fee which is \$2.15 per service per year. So, in February 2025 the city's Neptune 360 software renewal was up and the city paid a Neptune 360 Annual Fee of \$4,876.20 (2,268 services x \$2.15 = \$4,876.20).

AMR Pros:

1. Least expensive radio read meter reading system in regard to the AMR N360 annual software fee
2. The city is able to data log the majority of your current meters if a customer or city feels a leak has occurred
3. This system can be upgraded/transitioned to an AMI system without having to change out meters already deployed

AMR Cons:

1. Truck rolls/City staff needed to go out and capture meter readings, data logs, RF Tests
2. Readings are captured once a month

As discussed today, the AMI (Collector Based) meter reading system is an automated system where our Gateway Collectors will send meter readings to our Neptune 360 software every

hour of the day. So, instead of capturing meter readings once a month via AMR, the AMI system will capture readings every hour throughout the day with no city staff members needing to go out and capture the readings. This type of system is beneficial because the city staff can monitor our Neptune 360 software on a daily basis to catch potential leaks, reverse flows, and no flows (tampering). All of this information is more visible and more quickly found than an AMR system giving the city the option to let residents know right away if something has occurred. This can ideally prevent the homeowner from having a high water bill and this type of system also helps with the conservation of the city's water. The city will not have to go out and capture data logs or move-in/move-outs as that data will be captured through our AMI Gateway's and sent to our N360 software hourly. The only reoccurring fee for the AMI system is the AMI Neptune 360 annual software fee. The AMI Neptune 360 annual software fee is slightly higher than the AMR fee as the data is coming in hourly rather than once a month causing more storage space needed within the software. The AMI Neptune 360 Annual Fee will be \$5.00 per service. So, in other words, the AMI N360 Software Annual fee would be \$11,340.00 per year (2,268 services x \$5.00 = \$11,340.00).

AMI Pros:

1. The city can utilize assets already deployed (all current water meters/radios can be captured by our AMI system and AMR system).
2. Hourly readings
3. No truck rolls/city staff needing to capture readings, data logs, RF Tests
4. AMR can be utilized if Gateway goes down for some reason (backup plan if needed)
5. Can be a "build-on" approach, meaning you can start with one Gateway Collector to see what gets captured. Then the city can add another Gateway location at a later date if a second or third Gateway seems to be needed in order to get full coverage

AMI Cons:

1. Infrastructure needed to be installed
2. Slightly more expensive on an N360 Annual Fee basis

As mentioned in our meeting, the city can utilize all of our system options under our Neptune 360 software. If the city installs one AMI Gateway unit and it captures 50% of the city's water meters, the city can then capture the other 50% of the system utilizing their current AMR system. Another example, if the city installs two AMI Gateway units and they capture 98% of the city's water meters, the city could either capture the other 2% of the system by utilizing the AMR system or the city could install our R900 Cellular endpoints in those locations. Our cellular endpoints can be used to "fill in the gaps" of the services that are not being collected by the AMI Gateway units. Instead of the city having to install a third AMI Gateway unit to capture a small amount of services not hitting the Gateway units, the city can always utilize our cellular endpoints to help capture these services with minimizing the cost of an additional

Gateway/infrastructure. With discussing our R900 Cellular endpoints, these units are “multi-carrier” units that have four providers built into one radio (AT&T, Verizon, US Cellular, and T-Mobile). These units will be captured by the nearest Cellular provider in your area and will read back to our Neptune 360 software four times per day. The only reoccurring fee with the R900 Cellular Endpoint is the N360 Software Cellular annual fee which is \$17.00 per Cellular endpoint deployed.

Lastly, attached is the AMI Material Quote and AMI Gateway Installation quote. On the material quote, you will see all the Gateway materials needed and the AMI Annual N360 Software Fee at the bottom. Please note, the AMI N360 Software Fee listed on the quote is based on if all services are reading via AMI. If only 1,000 meters are being captured via AMI, the city will only be charged for 1,000 AMI services on the Neptune 360 annual fee. The Installation Quote is if the city would like Ferguson to help install the AMI Gateway unit at the Water Tower location. If the city has another contractor that they would like to work with that has experience installing this type of equipment, we would be more than happy to work with them to make sure the Gateway unit gets installed correctly!

I understand this is a lot of information in a brief email, but please let me know if you have any other questions or would like more detailed information!

I look forward to hearing from you soon.

Thank you,

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