

Folsom City Council Staff Report

MEETING DATE:	4/14/2026
AGENDA SECTION:	Consent Calendar
ITEM TITLE:	Resolution No. 11585 – A Resolution Authorizing the City Manager to Execute an Agreement with Ensure Utility Inc. dba Phoenix Water Solutions for \$282,422.50 from the Water Operating Fund (Fund 520) for the Water Meter and End Point Replacement Project
FROM:	Utilities Department

RECOMMENDATION / CITY COUNCIL ACTION

The Utilities Department recommends that the City Council pass and adopt Resolution No. 11585 – A Resolution Authorizing the City Manager to Execute an Agreement with Ensure Utility Inc. dba Phoenix Water Solutions for \$282,422.50 from the Water Operating Fund (Fund 520) for the Water Meter and End Point Replacement Project.

BACKGROUND / ISSUE

The Utilities Department purchases 1-inch water meters for installation on new homes and to replace older water meters that may be reaching the end of their serviceable life. As required by State Law, water meters have been installed on all new homes since 1992, with metered rate billing for all the City’s water customers beginning in 2013. Water meters are used for water metering, water conservation and are an integral part of the water billing process.

In 2021 the City Council approved Resolution No. 10638 and Resolution No. 10659 to execute an agreement with Badger Meter, Inc. for the purchase of 1-inch water meters to meet the anticipated demands of new residential construction and the necessary residential meter replacements. The resulting agreement allowed for the purchase of up to 2,250 1-inch water meters per year for the five years from FY2021-22 through FY2025-26.

In 2024 the City Council approved Resolution No. 11176 to execute Amendment No. 1 to the agreement with Badger Meter, Inc. for the purchase of an additional 5,000 1-inch water meters to proactively replace smaller meters that had reached the end of their serviceable life.

In February 2026, to help complete installation of the additional 5,000 meters while continuing meter division operations, the Utilities Department issued a request for proposals for the Water Meter and Endpoint Replacement Project. The project scope includes replacing approximately 2,950 smaller meters with City-supplied one-inch Badger water meters, replacement of associated endpoints, customer notification, and data collection.

This Resolution will authorize the City Manager to execute an agreement with Ensure Utility Inc. dba Phoenix Water Solutions for \$282,422.50 from the Water Operating Fund (Fund 520) for the Water Meter and End Point Replacement Project

POLICY / RULE

Section 2.36.120 of the Folsom Municipal Code states, in part, that contracts for supplies, equipment, services, and construction with an estimated value of \$77,426 or greater shall be awarded by the City Council.

ANALYSIS

On February 10, 2026, the Utilities Department publicly advertised a request for bids for the Water Meter and End Point Replacement Project in the Sacramento Bee with bid documents made available on Virtual-Bid.com and PublicPurchase.com. On March 18, 2026, the Utilities Department received the following bids for the Water Meter and End Point Replacement Project.

Company Name	Bid Total	Corrected Total
DB Utility LLC	\$236,096.00	\$236,089.50
Ensure Utility Inc. dba Phoenix Water Solutions	\$282,422.50	
LaFleur Engineering, Inc.	\$404,300.00	
C.E.Cox Engineering, Inc.	\$430,700.00	
Professional Meters, Inc.	\$440,741.00	\$440,691.00
Volition, Inc.	\$460,500.00	
Utilities One, Inc.	\$546,842.00	
Swierstok Enterprise, Inc. DBA Pro Builders	\$808,250.00	
Concord Environmental Energy, Inc. dba Concord Utility Services	\$965,000.00	
Flowline Contractors, Inc.	\$2,879,792.00	

On review, staff found a discrepancy between the unit price bid and the total bid price submitted by DB Utility LLC and by Professional Meters, Inc. The City’s General Provisions Section 2.01.A states,

“In case of a discrepancy between the total bid price for an item of work and the unit price for that item of work, the unit price will control.”

Since unit price governs, a corrected total bid price is provided for these two companies.

Additional review, in coordination with the City Attorney's office, identified that the lowest bid, submitted by DB Utility LLC, is non-responsive and should be rejected. The bid documents required each bidder to confirm receipt of appropriate addenda and incorporation of the addenda into the bid. DB Utility LLC did not acknowledge receipt of the three addenda issued for this project as required, so the bid is rejected as it is non-responsive.

Ensure Utility Inc. dba Phoenix Water Solutions was the next lowest responsive and responsible bidder at \$282,422.50.

The Utilities Department recommend that the City Council authorize the City Manager to execute an agreement with the lowest responsive and responsible bidder, Ensure Utility Inc. dba Phoenix Water Solutions for the Water Meter and End Point Replacement Project for a total not to exceed amount of \$282,422.50.

FINANCIAL IMPACT

If approved the agreement with Ensure Utility Inc. dba Phoenix Water Solutions, would be in the amount of \$282,422.50 for the Water Meter and End Point Replacement Project funded from the Water Operating Fund (Fund 520). Sufficient funds are budgeted and are available in the Water Operating Fund (Fund 520) in FY 2025-26 for this agreement.

ENVIRONMENTAL REVIEW

This action is exempt from environmental review under the California Environmental Quality Act (CEQA).

ATTACHMENTS

1. Resolution No. 11585 – A Resolution Authorizing the City Manager to Execute an Agreement with Ensure Utility Inc. dba Phoenix Water Solutions for \$282,422.50 from the Water Operating Fund (Fund 520) for the Water Meter and End Point Replacement Project
2. Bid submitted by Ensure Utility Inc. dba Phoenix Water Solutions

Submitted,

Marcus Yasutake, Director
UTILITIES DEPARTMENT

Attachment 1

RESOLUTION NO. 11585

A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE AN AGREEMENT WITH ENSURE UTILITY INC. DBA PHOENIX WATER SOLUTIONS FOR \$282,422.50 FROM THE WATER OPERATING FUND (FUND 520) FOR THE WATER METER AND END POINT REPLACEMENT PROJECT

WHEREAS, water meters are installed on homes as required by State Law; and

WHEREAS, staff has identified a need to replace smaller meters that are reaching the end of their serviceable life; and

WHEREAS, on February 10, 2026, the city publicly advertised a request for bids for the Water Meter and End Point Replacement Project; and

WHEREAS, on March 18, 2026, the city received bids for the Water Meter and End Point Replacement Project; and

WHEREAS, in coordination with the City Attorney’s office, staff identified that the lowest bid, submitted by DB Utility LLC, is non-responsive and should be rejected; and

WHEREAS, Ensure Utility Inc. dba Phoenix Water Solutions was the next lowest responsive and responsible bidder; and

WHEREAS, sufficient funds are budgeted and available in the FY 2025-26 Water Operating Fund (Fund 520); and

WHEREAS, the agreement will be in a form acceptable to the City Attorney.

NOW, THEREFORE, BE IT RESOLVED that the City Council of the City of Folsom authorizes the City Manager to execute an agreement with Ensure Utility Inc. dba Phoenix Water Solutions for the Water Meter and End Point Replacement Project for an amount not to exceed \$282,422.50.

PASSED AND ADOPTED this 14th day of April, 2026, by the following roll-call vote:

- AYES:** Councilmember(s):
- NOES:** Councilmember(s):
- ABSENT:** Councilmember(s):
- ABSTAIN:** Councilmember(s):

Justin Raithel, MAYOR

ATTEST:

Christa Freemantle, CITY CLERK

Attachment 2



City of Folsom

Water Meter & Endpoint Replacement Project

Bid Due Date: 03/18/2026, 10:00 AM

Submitted by:

Ensure Utility Inc
dba Phoenix Water Solutions
1606 E University Dr Suite 109
Phoenix, AZ 85034
(602) 445-3943

Prepared for:

City of Folsom
Robert Lane
50 Natoma Street
Folsom, CA 95630
(916) 461-6184

Table of Contents

Title Page	3
Cover Letter	4
Compliance Statements	5
Sealed Proposal	6
Addenda Acknowledgment	7
Bidders Checklist	8
Certificate of Authorization	10
Sub-Bidder Form	11
Noncollusion Affidavit	12
Bid Bond	14
Workers' Compensation Insurance Certification	17
Resolution of Disputes	18
Guarantee Form	19
Addenda	21
Introduction	36
Corporate Hierarchy	37
Resumes	38
Qualifications & References	39
Management Approach	40
Acceptance Testing	40
Employee Background Checks	40
Meter & Endpoint Installation SOP	41
QA & QC Process	42
Data File Transfer	43
Field Data & Mobile App	44
Reporting	44
Project KPIs	46
Statement of Work	48
Timeline & Installation Capacity	50

Customer Success	51
Service Agency & Service Agents	52
Communication & Management Process	53
Daily Reporting Examples	54
PWS Commitment to Safety & Quality	55
Exclusions List	56

Title Page

City of Folsom, California
Water Meter and Endpoint Replacement Project
RFP No. WM01

Name of Proposer:

Ensure Utility Inc dba Phoenix Water Solutions
1606 E University Dr, Ste 109
Phoenix, AZ 85034

Primary Contact:

Kyler Colin
President & CEO
kyler@phoenixwatersolutions.com
(602) 680-0496

Contractor Information:

CSLB License: C-36 Plumbing Contractor
License No. 1126003
DIR Registration Number (PWCR): 2000004378

March 18, 2026
City of Folsom
50 Natoma Street
Folsom, CA 95630

Re: Water Meter & Endpoint Replacement Project

To the City of Folsom Evaluation Team,

Phoenix Water Solutions is proud to submit our proposal in response to the Water Meter & Endpoint Replacement Project. We appreciate the City's efforts to ensure a competitive, qualified process and a clear path for successful execution.

Phoenix Water Solutions is a specialized utility contractor focused on water metering and AMR/AMI field deployment. We have installed and replaced more than 100,000 water, electric, and gas meters, executed under disciplined field controls, clean documentation, and predictable production.

PWS has structured its project team specifically to meet City of Folsom stated timeframes. Our field management plan, internal scheduling systems, and staffing levels are designed to ensure that both phases are completed efficiently, safely, and well within the identified timeline.

PWS operates on a self performed workforce model. Every technician, supervisor, and data specialist assigned to this project is a PWS employee trained in house under standardized procedures for municipal meter replacement programs. This allows for consistency, accountability, and direct communication between field operations and City of Folsom representatives throughout every phase and stage of the project.

Our team has extensive experience with Badger systems and recognizes the importance of preserving returned equipment for scrap credit. We're prepared to support in every step of the process, from pre-construction coordination through daily data uploads, QA documentation, and final reporting. As outlined in the following pages, we are confident in our ability to meet the requirements of your RFP and deliver results that exceed expectations throughout the project's duration.

Phoenix Water Solutions values the opportunity to serve City of Folsom and is fully prepared to deliver a safe, timely, and high quality project outcome that reflects our experience, professionalism, and long-standing dedication to public utility partners.

Thank you for the opportunity to participate in this important project. If you have any questions or need additional information, please contact me at (602) 680-0496 or Kyler@phoenixwatersolutions.com.

Sincerely,



Kyler Colin, President & CEO

Ensure Utility Inc dba Phoenix Water Solutions

Compliance Statements

Compliance with RFP Terms and Conditions

Ensure Utility Inc dba Phoenix Water Solutions (PWS) hereby affirms that, if awarded the contract, it will comply with all terms, conditions, specifications, and requirements set forth in the Request for Proposals & Addendums issued by the City of Folsom.

Bonding & Guarantees

PWS affirms that, if awarded the contract, it will provide performance & payment bonds, along with a complete guarantee form of warranty of work for two years following notice of completion for any work under this contract.

Proposal Validity Period

PWS affirms that this proposal shall remain valid and binding for a period of ninety (90) days following the proposal submission deadline.

Employee Background Checks

Prior to hiring, PWS personnel are vetted through background screening processes that includes national criminal searches, multi-state criminal history checks, national sex and violent offender registries, terrorist watch list checks, and motor vehicle record (MVR) reviews, as applicable to job duties.

Insurance Compliance Statement

PWS affirms that it will comply with all insurance requirements set forth in the RFP. PWS maintains required insurance coverage, including general liability, automobile liability, and workers' compensation, in accordance with applicable regulations and contract requirements.

CITY OF FOLSOM
SEALED PROPOSAL

(MUST BE SIGNED BY BIDDER)

Sealed Proposals will be received not later than **10:00 A.M. on Wednesday, March 11, 2026** at the Office of City Clerk, 50 Natoma Street, Folsom, California and opened at **10:05 A.M.**, or as soon thereafter as business allows at Folsom City Hall in the City Council Chambers, 50 Natoma Street, Folsom, California.

TO THE HONORABLE CITY COUNCIL:

The undersigned hereby proposes and agrees to furnish any and all required labor, material, transportation, and services for

CITY OF FOLSOM
WATER METER AND ENDPOINT REPLACEMENT PROJECT

in the City of Folsom, County of Sacramento, California.

The work is to be done in strict conformity with the Contract Documents, at the following Lump Sum Prices:

ITEM NO.	ITEM	EST. QTY	UNIT	UNIT PRICE	TOTAL
1	Mobilization / De-mobilization	1	LS	\$67,400.00	\$67,400.00
2	Replace existing 5/8" x 3/4" Sensus water meter with 1-inch Badger water meters	2,950	EA	\$59.93	\$176,793.50
3	Replace existing Zenner endpoints with Badger endpoints	2,950	EA	\$10.62	\$31,329.00
4	Project Documentation	1	LS	\$6,900.00	\$6,900.00

Total Project Bid (Item Nos. 1 through 4) shall be (spell out):

Two Hundred Eighty-Two Thousand Four Hundred Twenty-Two Dollars and Fifty Cents Dollars.

If awarded the contract, the undersigned shall execute said Contract and furnish the necessary bonds within **ten (10) calendar days** after the Notice of Award of said Contract and begin work within **ten (10) calendar days** from and after receipt of written Notice to Proceed from City to Contractor.

In determining the amount bid by each bidder, the City of Folsom (City) shall disregard mathematical errors in addition, subtraction, multiplication, and division that appear obvious on the face of the Proposal. When such a mathematical error appears on the Proposal, the City shall have the right to correct such error and to compute the total amount bid by said bidder on the basis of the corrected figure or figures.

When an item price is required to be set forth in the Proposal, and the total for the item set forth separately does not agree with a figure which is derived by multiplying the item price times the Engineer's estimate of the quantity of work to be performed for said item, the item price shall prevail over the sum set forth as the total for the item unless, in the sole discretion of the City, such a procedure would be inconsistent with the policy of the bidding procedure. The total paid for each such item of work shall be based upon the item price and not the total price. Should the Proposal contain only a total price for the item and the item price is omitted, the City shall determine the item price by dividing the total price for the item by Engineer's estimate of the estimated quantities of work to be performed as items of work.




If the Proposal contains neither the item price nor the total price for the item, then it shall be deemed incomplete and the Proposal shall be disregarded.

It is understood that this bid is based upon completion of the work within a period of **one-hundred twenty (120) working days** commencing on the day the Notice to Proceed is issued. The amount of the liquidated damages to be paid by the Contractor for failure to complete the entire work by the Completion Date (as extended, if applicable) will be **\$500 for each working day**, continuing to the time at which the work is completed.

The undersigned represents and warrants that the undersigned has examined the location of the proposed work and is familiar with the local conditions at the place where the work is to be done, and the undersigned has reviewed and understands the plans, specifications and other contract documents, and the undersigned is satisfied with all conditions for the performance of the work.

The undersigned has checked carefully all of the above figures and understands that the City of Folsom will not be responsible for any errors or omissions on the part of the undersigned in making up this bid. The contractor shall initial below that he has received the appropriate addenda and has incorporated the addenda into his bid.

Addenda Received and Acknowledged

No. 1 
No. 2 
No. 3 

BID DEPOSIT ENCLOSED IN THE FOLLOWING FORM:

\$ 282,422.50 not less than ten percent (10%) of amount bid.

- CERTIFIED CHECK
- MONEY ORDER
- CASHIER'S CHECK
- BID BOND

BIDDER'S CHECKLIST
(ENSURE ALL OF THE FOLLOWING ARE INCLUDED WITH THIS SEALED PROPOSAL):

- CERTIFICATE OF AUTHORIZATION
- SUB-BIDDER FORM
- NONCOLLUSION AFADAVIT
- BIDDER'S BOND
- WORKER'S COMPENSATION INSURANCE CERTIFICATION
- RESOLUTION OF DISPUTES REGARDING THE BIDDING PROCESS

CONTRACTOR

Phoenix Water Solutions

By:



Signature

Address: 1606 E University Dr, Suite 109

Phoenix, AZ 85034

Telephone No.: (602) 680-0496

Contractor's License: C36 - Plumbing Contractor

License Required: **Class A – General Engineering Contractor** or **C36 – Plumbing Contractor**

Valid Contractor's License No. 1126003 is held by the bidder.

The Expiration date is 09/30/2026.

Representations contained within this bid are made under penalty of perjury.

CERTIFICATE OF AUTHORIZATION
(If Bidder is a Corporation or a Limited Liability Corporation)

STATE OF CALIFORNIA

COUNTY OF Maricopa

I HEREBY CERTIFY that at a meeting of the Board of Directors of the Ensure Utility Inc dba Phoenix Water Solutions, a corporation existing under the laws of the State of California, held on March 17th, 2026, the following resolution was duly passed and adopted:

“RESOLVED, that Kyler Colin,
as CEO and President of the Corporation, be and is hereby authorized to execute the Bid dated March 18th, 2026, to the City of Folsom and this Corporation and that his/her execution thereof, attested by the Secretary of the Corporation, and with the Corporate seal fixed, shall be the official act and deed of this Corporation.”

I further Certify that said resolution is now in full force and effect.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the official seal of the Corporation this 17th day of March, 2026.



Secretary



Corporate Officer

1606 E University Dr, Suite 109

Phoenix, AZ 85034

Corporate Address

(seal)

NONCOLLUSION AFFIDAVIT

To be Executed by Bidder and Submitted with Bid

STATE OF ^{Arizona RS} CALIFORNIA
COUNTY OF Maricopa

_____, being first duly shown, deposes and says that he or she is _____ of _____, the party making the forgoing Bid that the Bid is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization, or corporation; that the Bid is genuine and not collusive or sham; that the Bidder has not directly or indirectly colluded, conspired, connived, or agreed with any bidder or anyone else to put in a sham Bid, or that anyone shall refrain from bidding; that Bidder has not in any manner, directly or indirectly, sought by agreement, communication, or conference with anyone to fix the bid price of the Bidder or any other bidder, or to fix any overhead, profit, or cost element of the bid price, or of that of any other bidder, or to secure any advantage against the public body awarding the contract of anyone interested in the proposed contract; that all statements contained in the Bid are true; and further, that the Bidder has not, directly or indirectly, submitted his or her Bid price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, or paid, and will not pay, any fee to any corporation, partnership, company association, organization, bid depository, or to any member or agent thereof to effectuate a collusive or sham Bid.

Signed: [Signature]

Title: Operations Manager

Subscribed and sworn to before me this

17 day of March, ^{RS} 19 2026

[Signature]
Notary Public

(seal)



CALIFORNIA CODE SECTIONS

Public Contracts Code §7103.5. Unfair business practices claim; assignment by contractor to awarding body

(a) As used in this section:

(1) "Public works contract" means a contract awarded through competitive bids by the state or any of its political subdivisions or public agencies, on whose behalf the Attorney General may bring an action pursuant to subdivision (c) of Section 16750 of the Business and Professions Code, for the erection, construction, alteration, repair, or improvement of any structure, building, road, or other improvement of any kind.

(2) "Awarding body" means the state or the subdivision or agency awarding a public works contract.

(b) In entering into a public works contract or subcontract to supply goods, services, or materials pursuant to a public works contract, the contractor or subcontractor offers and agrees to assign to the awarding body all rights, title, and interest in and to all causes of action it may have under Section 4 of the Clayton Act (15 U.S.C. Sec. 15) or under the Cartwright Act (Chapter 2 (commencing with Section 16700) of Part 2 of Division 7 of the Business and Professions Code), arising from purchases of goods, services, or materials pursuant to the public works contract or the subcontract. This assignment shall be made and become effective at the time the awarding body tenders final payment to the contractor, without further acknowledgment by the parties.

(c) Subdivision (b) shall be included in full in the specifications for the public works contract or in the general provisions incorporated therein and shall be included in full in the public works contract or in the general provisions incorporated therein.

Added Stats 1978 Ch 414 § 1.

Government Code §4552. Assignment by bidder to purchasing body of rights under federal law arising from purchases pursuant to bid

In submitting a bid to a public purchasing body, the bidder offers and agrees that if the bid is accepted, it will assign to the purchasing body all rights, title, and interest in and to all causes of action it may have under Section 4 of the Clayton Act (15 U.S.C. Sec 15) or under the Cartwright Act (Chapter 2 (commencing with Section 16700) of Part 2 of Division 7 of the Business and Professions Code), arising from purchases of goods, materials, or services by the bidder for sale to the purchasing body pursuant to the bid, Such assignment shall be made and become effective at the time the purchasing body tenders final payment to the bidder.

The preceding provisions of this section shall be included in full in any specifications for the public purchase and shall be included in full in the bid agreement or general provisions incorporated into the bid agreement.

Added Stats 1978 Ch 414 § 1.

BIDDER'S BOND

**City of Folsom
Environmental & Water Resources Department**

We, Phoenix Water Solutions, LLC, as principal, and Merchants Bonding Company (Mutual), as Surety are bound unto the City of Folsom, Environmental and Water Resources Department, hereafter referred to as "Obligee", in the penal sum of ten percent (10%) of the total amount of the bid including additive alternates, if any, of the Principal submitted to the Obligee for the work described below, for the payment of which sum we bind ourselves jointly and severally,

THE CONDITION OF THIS OBLIGATION IS SUCH, THAT:

WHEREAS, the Principal is submitting a bid to the obligee, for _____
Water Meter and Endpoint Replacement Project, 50 Natoma Street Folsom CA 95630
(Copy here the exact description of work, including location, as it appears on the proposal)

for which; bids are to be opened at Folsom, CA on March 18, 2026
(Insert date of bid opening)

NOW, THEREFORE, if the Principal is awarded the contract and within the time and manner required under the specification, after the prescribed forms are presented to him for signature, enters into a written contract, in the prescribed form, in accordance with the bid, and files two bonds with the Obligee, one to guarantee faithful performance of the contract and the other to guarantee payment for labor and materials as provided by law, then this obligation shall be null and void; otherwise, it shall remain in full force.

In the event suit is brought upon this bond by the Obligee and judgment is recovered, the Surety shall pay all costs incurred by the Obligee in such suit, including a reasonable attorney's fee to be fixed by the court.

Dated: March 18, 2026

By: _____
[Signature]

Principal: Phoenix Water Solutions, LLC

Surety: Merchants Bonding Company (Mutual)

Address: 6700 Westown Parkway West Des Moines IA 50266

Telephone: (800) 678-8171

City Attorney

Attorney in Fact: _____
[Signature]
Patricia Zenizo

NOTICE:

A CERTIFICATE OF ACKNOWLEDGMENT IN ACCORDANCE WITH THE PROVISIONS OF CIVIL CODE SECTION 1189 MUST BE ATTACHED FOR EACH PERSON EXECUTING THIS AGREEMENT ON BEHALF OF CONTRACTOR AND SURETY.

MERCHANTS BONDING COMPANY, POWER OF ATTORNEY

Know All Persons By These Presents, that MERCHANTS BONDING COMPANY (MUTUAL) and MERCHANTS NATIONAL BONDING, INC., both being corporations of the State of Iowa, and MERCHANTS NATIONAL INDEMNITY COMPANY, an assumed name of Merchants National Bonding, Inc., (herein collectively called the "Companies") do hereby make, constitute and appoint, individually,

Angel Nunez; Elsa Escobar; Patricia Zenizo; Peter Miodone

their true and lawful Attorney(s)-in-Fact, to sign its name as sureties, and to execute, seal, and acknowledge any and all bonds, undertakings, contracts and other written instruments in the nature thereof, on behalf of the Companies, in their business of guaranteeing the fidelity of persons, guaranteeing the performance of contracts and executing or guaranteeing bonds and undertakings required or permitted in any actions or proceedings allowed by law.

This Power-of-Attorney is granted and is signed and sealed by facsimile under and by authority of the By-Laws adopted by the Board of Directors of the Companies.

The President, Secretary, Treasurer, or any Assistant Treasurer or any Assistant Secretary or any Vice President shall have power and authority to appoint Attorneys-in-Fact, and to authorize them to execute on behalf of the Company, and attach the seal of the Company thereto, bonds and undertakings, recognizances, contracts of indemnity and other writings obligatory in the nature thereof.

The signature of any authorized officer and the seal of the Company may be affixed by facsimile or electronic transmission to any Power of Attorney or Certification thereof authorizing the execution and delivery of any bond, undertaking, recognizance, or other suretyship or obligations of the Company, and such signature and seal when so used shall have the same force and effect as though manually fixed.

In connection with obligations in favor of the Florida Department of Transportation only, it is agreed that the power and authority hereby given to the Attorney-in-Fact includes any and all consents for the release of retained percentages and/or final estimates on engineering and construction contracts required by the State of Florida Department of Transportation. It is fully understood that consenting to the State of Florida Department of Transportation making payment of the final estimate to the Contractor and/or its assignee, shall not relieve this surety company of any of its obligations under its bond.

In connection with obligations in favor of the Kentucky Department of Highways only, it is agreed that the power and authority hereby given to the Attorney-in-Fact cannot be modified or revoked unless prior written personal notice of such intent has been given to the Commissioner - Department of Highways of the Commonwealth of Kentucky at least thirty (30) days prior to the modification or revocation.

In Witness Whereof, the Companies have caused this instrument to be signed and sealed this 25th day of July, 2025

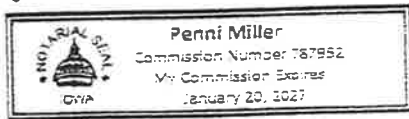
MERCHANTS BONDING COMPANY (MUTUAL)
MERCHANTS NATIONAL BONDING, INC.
MERCHANTS NATIONAL INDEMNITY COMPANY



By: *Larry Taylor*

STATE OF IOWA
COUNTY OF DALLAS ss.

On this 25th day of July, 2025, before me appeared Larry Taylor, to me personally known, who being by me duly sworn, did say that he is President of MERCHANTS BONDING COMPANY (MUTUAL), MERCHANTS NATIONAL BONDING, INC., and MERCHANTS NATIONAL INDEMNITY COMPANY; and that the seals affixed to the foregoing instrument are the Corporate Seals of the Companies; and that the said instrument was signed and sealed in behalf of the Companies by authority of their respective Boards of Directors.



Penni Miller
Notary Public

(Expiration of notary's commission does not invalidate this instrument)

I, Elisabeth Sandersfeld, Secretary of MERCHANTS BONDING COMPANY (MUTUAL), MERCHANTS NATIONAL BONDING, INC., and MERCHANTS NATIONAL INDEMNITY COMPANY do hereby certify that the above and foregoing is a true and correct copy of the POWER-OF-ATTORNEY executed by said Companies, which is still in full force and effect and has not been amended or revoked.

In Witness Whereof, I have hereunto set my hand and affixed the seal of the Companies on this 18 day of March, 2026



Elisabeth Sandersfeld
Secretary

POA 0018 (5/25)

CALIFORNIA ALL-PURPOSE ACKNOWLEDGMENT

CIVIL CODE § 1189

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of California)

County of Los Angeles)

On 03/18/2026 before me, Pietro Daniel Micciche, Notary Public
Date Here Insert Name and Title of the Officer

personally appeared Patricia Zenizo
Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.

Signature [Handwritten Signature]
Signature of Notary Public



Place Notary Seal Above

OPTIONAL

Though this section is optional, completing this information can deter alteration of the document or fraudulent reattachment of this form to an unintended document.

Description of Attached Document

Title or Type of Document: _____ Document Date: _____

Number of Pages: _____ Signer(s) Other Than Named Above: _____

Capacity(ies) Claimed by Signer(s)

Signer's Name: _____

Corporate Officer — Title(s): _____

Partner — Limited General

Individual Attorney in Fact

Trustee Guardian or Conservator

Other: _____

Signer Is Representing: _____

Signer's Name: _____

Corporate Officer — Title(s): _____

Partner — Limited General

Individual Attorney in Fact

Trustee Guardian or Conservator


Other: _____

Signer Is Representing: _____

WORKERS' COMPENSATION INSURANCE CERTIFICATION

TO THE CITY OF FOLSOM:

The undersigned does hereby certify that Bidder is aware of the provisions of Section 3700 et seq. of the Labor Code which require every employer to be insured against liability for workmen's compensation claims or to undertake self-insurance in accordance with the provisions of said Code, and that Bidder will comply with such provisions before commencing the performance of work on this contract.

Bidder: Phoenix Water Solutions
By: 
Title: President
Address: 1606 E University Dr, Suite 109
Phoenix, AZ 85034
Date: 03 / 18 / 2026

PLEASE READ CAREFULLY BEFORE SIGNING

To be signed by authorized corporate officer or partner or individual submitting the bid. If bidder is: *(example)*

1. An individual using a firm name, sign: "John Doe, an individual doing business as Blank Company."
2. An individual doing business under his/her own name, sign your name only.
3. A co-partnership, sign: "John Doe, and Richard Doe, co-partners doing business as Blank Company, by, John Doe, Co-Partner."
4. A corporation, sign: "Blank Company, by John Doe, Secretary." (or other title).

RESOLUTION OF DISPUTES REGARDING THE BIDDING PROCESS

The lack of a prompt procedure to resolve disputes regarding the bidding process would impair the City's ability to carry out its purpose of constructing this project in a timely manner. Therefore, to the maximum extent authorized by law and notwithstanding any other procedures specified in documents referenced herein, all disputes and/or protests regarding the bidding process shall be subject to the following procedure. In submitting a bid to the City for this project, the bidder agrees to comply with and to be bound by this procedure.

1. Within five days after the opening of bids, bidder shall provide a written notice to the City of any and all mistakes regarding the bid for which a bidder requests relief. The City shall not consider any requests for relief due to mistake if notice is not received within the specified time period.
2. All bidders shall be provided with notice of the date and time of the City Council meeting at which the award of the contract for this project shall be considered. All bidders will be provided with an opportunity to bring to the City Council's attention disputes and/or protests regarding the bidding process. No bidder may bring any action or proceeding challenging the bidding process unless the alleged grounds for the dispute and/or protest are presented to the City Council before or during the meeting referenced above, and before action by the City Council on award of the contract.
3. Any bidder complying with the above procedure may bring an action within sixty (60) days from the action of the City Council, in accordance with Section 860 of the California Code of Civil Procedure, to determine the validity of the City Council's action on the award of the contract. The City shall be a defendant and shall be served with the summons and complaint in the action in the manner provided by law for the service of a summons in a civil action. In any such action the summons shall be in the form prescribed in Section 861.1 of the California Code of Civil Procedure except that in addition to being directed to "all persons interested in the matter of [specifying the matter]," it shall also be directed to the City. If the bidder bringing such action fails to complete the publication and such other notice as may be prescribed by the court in accordance with Section 861 of the California Code of Civil Procedure and to file proof thereof in the action within 60 days from the filing of his complaint, the action shall be dismissed on the motion of the City unless good cause for such failure is shown by the bidder.

Phoenix Water Solutions

Contractor

03 / 18 / 2026

Date

Signature



GUARANTEE FORM

Phoenix Water Solutions {Contractor's Name} hereby unconditionally guarantees that the Work performed for the **Water Meter and Endpoint Replacement Project**, has been done in accordance with the requirements of the Contract therefore and further guarantees the Work of the Contract to be and remain free of defects in workmanship and materials for a period of two (2) years from and after the recordation of the Notice of Completion of the Project and completion of all Contract obligations by the Contractor, including formal acceptance of the entire Project by the City of Folsom, unless a longer guarantee period is called for by the Contract Documents, in which case the terms of the longer guarantee shall govern. The Contractor specifically waives any right to claim or rely on the statutory definition of completion set forth in Civil Code section 3086. The Contractor specifically acknowledges and agrees that completion shall mean the Contractor's complete performance of all Work required by the Contract Documents, amendments, change orders, construction change directives and punch lists, and the City of Folsom's formal acceptance of the entire Project, without regard to prior occupancy, substantial completion doctrine, beneficial occupancy, or otherwise. The Contractor hereby agrees to repair or replace any and all Work, together with any adjacent Work which may have been damaged or displaced in so doing, that may prove to be not in accordance with the requirements of the Contract or that may be defective in its workmanship or materials within the guarantee period specified, without any expense whatsoever to the City of Folsom, ordinary wear and tear and unusual abuse and neglect only excepted. The Contractor has provided contract bonds, which will remain in full force and effect during the guarantee period.

The Contractor further agrees that within ten (10) calendar days after being notified in writing by the City of Folsom of any Work not in accordance with the requirements of the contract or any defects in the Work, it will commence and prosecute with due diligence all Work necessary to fulfill the terms of this guarantee, and to complete the Work within a period of time stipulated in writing. In the event it fails to so comply, Contractor does hereby authorize the City of Folsom to proceed to have such Work done at the Contractor's expense and it will pay the cost thereof upon demand. The City of Folsom shall be entitled to all costs, including reasonable attorneys' fees, necessarily incurred upon the Contractor's refusal to pay the above costs.

The guarantee period for corrected defective work shall continue for a duration equivalent to the original guarantee period.

Notwithstanding the foregoing paragraph, in the event of an emergency constituting an immediate hazard to the health or safety of the employees of the City of Folsom, or its property or licensees, the City of Folsom may undertake at the Contractor's expense without prior notice, all Work necessary to correct such hazardous condition when it was caused by the Work of the Contractor not being in accordance with the requirements of

February 23

Guarantee

this contract, or being defective, and to charge the same to the Contractor as specified in the preceding paragraph.

The guarantee set forth herein is not intended by the parties, nor shall it be construed, as in any way limiting or reducing the City of Folsom's rights to enforce all terms of the Contract referenced hereinabove or the time for enforcement thereof. This guarantee is provided in addition to, and not in lieu of, the City of Folsom's rights on such contract.



CONTRACTOR'S SIGNATURE

Kyler Colin

PRINT NAME

February 23

Guarantee

**ADDENDUM NO. 1
FOR THE
WATER METER AND ENDPOINT REPLACEMENT PROJECT
ISSUED BY
THE CITY OF FOLSOM
UTILITIES DEPARTMENT**

This addendum shall be considered as part of the Request for Proposal for the Water Meter and Endpoint Replacement Project for the City of Folsom.

General Comments:

The following questions were submitted to the City before the deadline of 5:00 p.m. on Wednesday February 18, 2026:

1. With the differences in the typical lay lengths of the water meters how does the city want to address this? I can't find any specifics in the spec books regarding this. Will we need to plan on re plumbing the customer side of every meter? Will the city provide custom meter setters along with the badger meters?
 - a. The meters to be replaced were installed with adapters for 1 inch meter length, no replumbing should be required to accommodate replacement meter.
 - b. The City does not use meter setters.
2. Will there be an optional walk through or meeting by any chance?
 - a. There will be no non-mandatory pre-bid meeting or job walk.
3. Are meters predominantly installed on setters, or are any direct-inline installations anticipated? If available, please provide an approximate percentage breakdown.
 - a. There are no meter setters.
 - b. There may be direct-inline installations.
 - c. Less than 10% of locations
4. Are there any vaults associated with this project that would require confined space entry?
 - a. No confined space entries.
5. Please confirm that existing field conditions are suitable for installation of the 1-inch Badger meters and MIUs, and that no additional materials, fittings, or work beyond the bid scope will be required by the Contractor to ensure proper installation.

- a. See answer 1a
 - b. The City does not anticipate that additional materials, fittings, or work beyond the bid scope will be required by the Contractor to ensure proper installation. If additional materials, fittings, or work beyond the bid scope are required the City will work with the Contactor to develop a construction change order.

6. Are any services known to include check valves, pressure regulators, backflow devices, or other components that would require modification during meter replacement?
 - a. Any check valves, pressure regulators, backflow devices or other components should be outside of the existing meter box.

7. Are meter boxes to be replaced under this contract?
 - a. No meter box replacements are anticipated.
 - b. If integrity of the meter box affects meter installation and replacement is deemed necessary, a replacement box will be provided for contractor installation and the City will work with the Contactor to develop a construction change order.

8. If replacement lids are required:
 - What is the anticipated quantity?
 - Will the City furnish replacement lids?
 - If Contractor-furnished, please provide a separate bid line item or confirm that the Contractor may include an additional line item for lid replacement.
 - a. If the integrity of the meter box lid affects MIU replacement and replacement is deemed necessary, a replacement lid will be provided for contractor installation and the City will work with the Contactor to develop a construction change order.

9. Please provide the material type of the existing meter box lids currently installed
 - a. The meter boxes are ordinarily Christy concrete B16 with either composite or concrete lids.

10. Will the City provide assistance in scheduling appointments in areas with restricted access?
 - a. Scheduling assistance will be provided if necessary.

11. Will the City provide a standardized resident communication template for door hangers?
 - a. The City will provide a template for door hangers, similar to that in Attachment 1 of this Addendum.

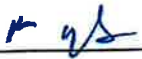
12. Please confirm whether traffic control is required for any of the installations.
 - a. If yes, please confirm the anticipated quantity or duration.
 - b. Please provide a separate bid line item or confirm that the Contractor may include an additional line item for traffic control.
 - a. It is not anticipated that traffic control will be required for any of the installations.
13. Will the City provide a meter exchange file (including address list and meter data) for all meters scheduled to be replaced?
 - a. Meter exchange files can be provided.
14. Is any excavation beyond minor hand digging (shoveling) anticipated for this project?
 - a. Excavation beyond hand digging is not anticipated, though roots may be encountered.
15. On the "Guarantee" form, page 30 of the RFP, can we assume this is the incorrect title indicated on the form and can you confirm the term of guarantee is 24 months versus a standard 12?
 - a. The Project name on the Guarantee Form provided in the RFP was incorrect, but the 24 month term is correct. Please replace pages 31 and 32 of the Bid Package with Attachment 2 of this Addendum.
16. The specifications call for the replacement of 5/8" X 3/4" meters (@ 7.5" long) with 1" meters (@ 11" long). There are adapters that permit this size adjustment. Can we assume the existing meters have these adapters and these will be removed to accommodate the new, 1" meter?
 - a. Please refer to the answer to question 1 above.
17. Can you please tell us what is the Encroachment Permit Fee for this project?
 - a. Encroachment Permits will not be required to complete the project tasks.
18. Are these 2,950 meter settings in contiguous routes, or are they scattered throughout the Folsom distribution system?
 - a. Meter locations are clustered in specific cycle and routes.

Addendum Attachments:

1. Example Doorhanger template
2. Guarantee Form - with corrected project name.

The changes detailed in this Addendum No.1, issued by the City of Folsom, Utilities Department.

Date: March 3, 2026



Marcus Yasutake, PE
Utilities Director
City of Folsom



WATER METER CUSTOMER SERVICE CARD

City Representative: _____

Date: _____ Time: _____

A City of Folsom Water Meter Division operator was at your property today.

Meter was replaced.

Meter gasket was replaced.

Sputtering faucets or irregular water flow may indicate you have air in your water line. Briefly run the water from your sinks until it begins to flow normally.

Shut off irrigation due to stuck valve.

A leak was found on:

City water pipe

Property water pipe. Repair is owner's responsibility.

Irrigation System. Repair is owner's responsibility.

Other _____

Water Service on at meter, off at house valve.

Meter Division staff needs access to the meter located in backyard.

Please call the City of Folsom Water Meter Division office at 916-461-6177.

Comments: _____



FOLSOM
CITY OF FOLSOM, CALIFORNIA

City of Folsom
Environmental and Water Resources
Water Meter Division
916-461-6177
www.folsom.ca.us

WATER METER AND ENDPOINT REPLACEMENT PROJECT

ADDENDUM 1

Attachment 2: Guarantee Form

GUARANTEE FORM

_____ {Contractor's Name} hereby unconditionally guarantees that the Work performed for the **Water Meter and Endpoint Replacement Project**, has been done in accordance with the requirements of the Contract therefore and further guarantees the Work of the Contract to be and remain free of defects in workmanship and materials for a period of two (2) years from and after the recordation of the Notice of Completion of the Project and completion of all Contract obligations by the Contractor, including formal acceptance of the entire Project by the City of Folsom, unless a longer guarantee period is called for by the Contract Documents, in which case the terms of the longer guarantee shall govern. The Contractor specifically waives any right to claim or rely on the statutory definition of completion set forth in Civil Code section 3086. The Contractor specifically acknowledges and agrees that completion shall mean the Contractor's complete performance of all Work required by the Contract Documents, amendments, change orders, construction change directives and punch lists, and the City of Folsom's formal acceptance of the entire Project, without regard to prior occupancy, substantial completion doctrine, beneficial occupancy, or otherwise. The Contractor hereby agrees to repair or replace any and all Work, together with any adjacent Work which may have been damaged or displaced in so doing, that may prove to be not in accordance with the requirements of the Contract or that may be defective in its workmanship or materials within the guarantee period specified, without any expense whatsoever to the City of Folsom, ordinary wear and tear and unusual abuse and neglect only excepted. The Contractor has provided contract bonds, which will remain in full force and effect during the guarantee period.

The Contractor further agrees that within ten (10) calendar days after being notified in writing by the City of Folsom of any Work not in accordance with the requirements of the contract or any defects in the Work, it will commence and prosecute with due diligence all Work necessary to fulfill the terms of this guarantee, and to complete the Work within a period of time stipulated in writing. In the event it fails to so comply, Contractor does hereby authorize the City of Folsom to proceed to have such Work done at the Contractor's expense and it will pay the cost thereof upon demand. The City of Folsom shall be entitled to all costs, including reasonable attorneys' fees, necessarily incurred upon the Contractor's refusal to pay the above costs.

The guarantee period for corrected defective work shall continue for a duration equivalent to the original guarantee period.

Notwithstanding the foregoing paragraph, in the event of an emergency constituting an immediate hazard to the health or safety of the employees of the City of Folsom, or its property or licensees, the City of Folsom may undertake at the Contractor's expense without prior notice, all Work necessary to correct such hazardous condition when it was caused by the Work of the Contractor not being in accordance with the requirements of

February 23

Guarantee

this contract, or being defective, and to charge the same to the Contractor as specified in the preceding paragraph.

The guarantee set forth herein is not intended by the parties, nor shall it be construed, as in any way limiting or reducing the City of Folsom's rights to enforce all terms of the Contract referenced hereinabove or the time for enforcement thereof. This guarantee is provided in addition to, and not in lieu of, the City of Folsom's rights on such contract.

CONTRACTOR'S SIGNATURE

PRINT NAME

February 23

Guarantee

ADDENDUM NO. 2
FOR THE
WATER METER AND ENDPOINT REPLACEMENT PROJECT
ISSUED BY
THE CITY OF FOLSOM
UTILITIES DEPARTMENT

This addendum shall be considered as part of the Request for Proposal for the Water Meter and Endpoint Replacement Project for the City of Folsom.

General Comment

1. The Bid due date has been changed.

Sealed Proposals will be received by the Office of City Clerk for the City of Folsom at 50 Natoma Street, Folsom, CA 95630 up to the hour of **10:00 A.M. on March 18, 2026** and opened at **10:05 A.M.**, or as soon thereafter as business allows, at Folsom City Hall in the City Council Chambers for purchase of:

**CITY OF FOLSOM
WATER METER AND ENDPOINT REPLACEMENT PROJECT**

2. The deadline for questions was incorrectly stated in Addendum No. 1. The correct deadline of 5:00 p.m. on Tuesday, February 24, 2026 was provided in the Bid Proposal.

Responses to General Questions

3. For binding info what's the engineers' estimate for this project?
 - a. No estimate
4. In what area or locations in Folsom are the meters being replaced?
 - a. Locations will be provided for the awarded contractor.
5. On the notice to contractors, it said you must add yourself to the plan holders list through public purchase. Can't seem to find where to the plan holder list is to add myself.
 - a. Anyone downloading documents on PublicPurchase is automatically added to the necessary list.

Program Context & Evaluation Criteria

6. Is this project part of a multi-phase meter and endpoint replacement program?
 - a. No.
7. Are additional phases currently planned or anticipated?
 - a. No.
8. If additional phases are anticipated, will the selected contractor be eligible to perform future phases?
 - a. N/A.
9. Beyond responsiveness, what criteria will the City use to determine “responsible bidder” status?
 - a. The City will review the Contractor’s license to verify there are not any violations or cases against the contractor.
10. Will prior large-scale meter or AMI deployment experience be evaluated?
 - a. No.
11. Will staffing qualifications and field supervision experience be considered as part of responsibility determination?
 - a. No.

Deployment Data & Routing

12. Please provide a complete address list identifying all meters included in this project.
 - a. A list of addresses will be provided to the awarded contractor.
13. Please provide available GIS or mapping data identifying the locations of included meters.
 - a. There is no GIS or mapping data. Locations will be identified by street address.
14. Please confirm whether the included meters are organized into contiguous routes or dispersed throughout the City.
 - a. The meters are organized in cycle and routes which are dispersed throughout the City.
15. Please provide route numbers or read cycle information, if available.
 - a. Cycle and Route information will be provided to the awarded contractor.
16. Please confirm whether GPS coordinates are available for included meters.
 - a. GPS coordinates are not available.

17. Are there any existing notes identifying meters that may be difficult to locate?
- a. No.

RTU & Exception Management

18. Please define the process for identifying, documenting, and authorizing non-standard installation conditions encountered in the field.
- a. The City will work with the Contactor to develop a construction change order.
19. Please clarify responsibility for corrective action when non-standard conditions are identified.
- a. The City will work with the Contactor to develop a construction change order.
20. Please clarify compensation methodology for RTU or exception-based work, if applicable.
- a. The City will work with the Contactor to develop a construction change order.
21. Please identify required documentation standards for exception tracking.
- a. Photo documentation and daily work logs.

Data Integration & Acceptance

22. What system will receive new meter and endpoint installation data?
- a. Badger Beacon AMI.
23. What file format is required for data submission?
- a. CSV.
24. Is RF validation or endpoint signal verification required?
- a. No.
25. What data validation process is required prior to final acceptance?
- a. The City will verify meter reads are uploading into Badger Beacon AMI.
26. Who performs final data reconciliation and acceptance?
- a. The City of Folsom.

Staging & Storage

27. Will the City provide a staging area for this project?

a. No

28. If provided, please identify the location and confirm whether it includes power, restroom access, and office space.

a. N/A.

29. If no staging area is provided, please confirm that the contractor is responsible for securing and funding all staging facilities.

a. The contractor is responsible for securing and funding all staging facilities.

b. Please refer to Special Provision SP-10

SP-10 STAGING AREA AND SERVICES

The Contractor is responsible for establishing their own staging area if needed. No equipment or materials shall be stored within the public right-of-way or private property during non-working hours. The Contractor is to return all staging areas and roads used to travel on during construction to pre-construction conditions.

30. Will the City accept delivery and store City-supplied meters and endpoints prior to contractor mobilization?

a. The City has the meter and endpoints for this project.

Outreach & Customer Interface

31. Please confirm all customer outreach requirements, including pre-installation and post-installation notifications.

a. Contractor to notify customer.

b. Please refer to General Provisions Section 10.05 C

C. Written Notification to Residences and Businesses

The Contractor shall notify, in writing, residents and business establishments along the route of the Work at least ten (10) Working Days prior to road closures and at least three (3) Working Days prior to disruption of ingress and egress. The notice provided to the residences or businesses shall include, at a minimum, schedule of closures and/or parking restrictions with estimated closure and/or parking restriction times, closure and/or parking restriction location, alternate route or detour, and name and twenty-four (24) hour phone number of a contact person employed by the Contractor.

32. Is the contractor responsible for producing outreach materials?

a. Yes

33. What language requirements apply to outreach materials?

- a. English

34. Is the contractor required to provide a customer call center?

- a. No.

35. If so, what hours of operation and language capabilities are required?

- a. N/A

Field Conditions & Installation Environment

36. Please provide estimated breakdown of installation environments (front yard, backyard, roadway, alley, behind locked gates, etc.).

- a. All installations are in the front yard.

37. Please provide estimated percentage of installations requiring traffic control.

- a. Traffic control is not anticipated.

38. Please provide estimated percentage of installations located in hardscape areas.

- a. Unknown.

39. Please describe general soil conditions within the project area.

- a. Rocky.

40. Please provide estimated percentage of meter boxes requiring substantial cleaning beyond standard meter replacement.

- a. Unknown, but substantial cleaning not anticipated.

Box & Lid Conditions

41. Please confirm anticipated percentage of meter boxes requiring replacement or reset.

- a. None are anticipated.

42. Please confirm whether replacement boxes, if required, will be City-supplied.

- a. Yes, replacement boxes, if required, will be City-supplied.

43. Do all existing lids contain probe holes compatible with the new endpoints?

- a. Yes.

44. If drilling is required, please confirm responsibility for drilling and required probe hole size.

a. No drilling is anticipated.

45. If lid replacement is required, will replacement lids be City-supplied?

a. Yes, replacement lids will be City-supplied.

Service Line & Liability

46. If a customer-side service line fails due to age or deterioration during installation, who is responsible for repair?

a. The contractor.

47. If a utility-side service line fails due to age or deterioration during installation, who is responsible for repair?

a. The contractor.

48. Who is responsible for shutting down service laterals in the street if required?

a. The City of Folsom, but excavation to the shut off will be the contractors' responsibility.

QA/QC & Oversight

49. Was a system audit performed during development of this project?

a. No.

50. If so, will audit results be shared with bidders?

a. N/A.

51. Will third-party QA/QC oversight be utilized during installation services?

a. TBD.

The changes detailed in this Addendum No.2, issued by the City of Folsom, Utilities Department.

Date: March 5, 2026



Marcus Yasutake, PE
Utilities Director
City of Folsom



ADDENDUM NO. 3
FOR THE
WATER METER AND ENDPOINT REPLACEMENT PROJECT
ISSUED BY
THE CITY OF FOLSOM
UTILITIES DEPARTMENT

This addendum shall be considered as part of the Request for Proposal for the Water Meter and Endpoint Replacement Project for the City of Folsom.

General Comments:

The outreach requirements for customer notification defined in SP-46, included below, shall supersede the notification requirements defined in SP-20 and the general provisions section 10.05(C).

SP-46 SCHEDULING REQUIREMENTS WITH RESIDENTS

The Contractor shall provide notification to residents when Contractor is affecting residents per the General Provisions Section 10.05. This includes but is not limited to water service shut down that would affect access to the residents. Contractor shall be required to provide Door Hanger notification to residents based on the timetable below. At a minimum the notice shall include the date of the service interruption and the expected length of the service interruption. i. 7 days ii. 48 hours days iii. Day of interruption, knock on door.

The changes detailed in this Addendum No.3, issued by the City of Folsom, Utilities Department.

Date: March 9, 2026



Marcus Yasutake, PE
Utilities Director
City of Folsom



Introduction

Phoenix Water Solutions (PWS) delivers specialized utility field services that support accurate metering, operational visibility, and long-term system reliability. Our work focuses on the execution, documentation, and data capture required for utilities to operate efficiently, serve customers effectively, and make informed decisions.

PWS operates as a licensed contractor throughout California, Arizona, and Texas and has delivered high-volume field operations for many agencies across the West Coast. Our experience includes mass meter deployments, manual meter reading services, system inspections, site and risk surveys, customer coordination, and related field services that require accuracy, consistency, and accountability.

Who We Serve

We create the most significant impact for the end user, while local and federal regulating bodies and builders provide the greatest reach to help us drive large-scale improvements in water efficiency and sustainability.

Mission

We are innovating to solve local water scarcity through technology and lasting infrastructure.

Vision

Provide sustainable, clean, affordable water while enhancing water efficiency standards for municipalities and commercial clients.

Core Values

- We Keep Our Promises
- We Take Ownership
- We Demonstrate Respect
- We Grow Through Feedback
- We Learn & Stay Curious
- We Think Big & Grow the Vision

Brand Promises

- Services backed by data to understand ROI
- Easy payment options through financing, grants, and subsidies
- Putting clients first for long-term relationships
- Promote water conservation
- Turnkey solutions to allow seamless integration

Firm Background

- Founded: April 2015
- Firm Size: 60 employees
- Field Workforce: 40 Plumbers & Meter Technicians
- Experience: 100,000+ water meters installed
- Headquarters: Phoenix, Arizona

Core Services Provided

Phoenix Water Solutions provides specialized utility metering and field services designed to support daily operations, customer service, and system reliability for municipal water agencies.

- Mass meter upgrades & deployment
- Meter, register & endpoint troubleshooting
- Manual meter reading

- Water service shut-offs and turn-ons
- Meter box & lid replacements
- Water Audits
- GIS & Line Mapping
- Leak Detection
- Isolation Valve Installation
- Lead & Galvanized Service Line Inventory & Replacement

PWS applies standardized field workflows, quality control reviews, and detailed daily documentation to ensure all work is completed in strict compliance with each Utility's operational, reporting, and safety requirements.



Corporate Hierarchy



KYLER COLIN
602-680-0496
kyler@phoenixwatersolutions.com

CEO



BRYCE CRAWFORD
602-616-0036
brycec@phoenixwatersolutions.com

Project Manager



LUKE SHARMAN
+1 602 445 3912
lukes@phoenixwatersolutions.com

Utility Specialist



DALTON EARL
480-435-2061
daltone@phoenixwatersolutions.com

Superintendent



NORMALYN CAMACHO
normalync@phoenixwatersolutions.com

Assistant Project Manager



MICHELLE GELSANO
602-445-6161
michelleg@phoenixwatersolutions.com

Construction Coordinator



MONICA ARINIEGO
602-445-6161
monicaa@phoenixwatersolutions.com

Assistant Project Manager



LUIS IBARRA
623-284-6086
luisi@phoenixwatersolutions.com

Superintendent



BRETT PACSON
brettp@phoenixwatersolutions.com

Foreman

ALEX NAYLOR
alexn@phoenixwatersolutions.com

Foreman

FAUSTO VILLANUEVA
faustov@phoenixwatersolutions.com

Technician

TC RAKOS
tcr@phoenixwatersolutions.com

Technician



Executive Morale

Resumes

Kyler Colin – Project Director – 10 yrs

Kyler Colin is a seasoned Project Director with over 10 years of experience managing large-scale infrastructure projects. As a leader at Phoenix Water Solutions, he has a proven track record in implementing innovative water conservation technologies and overseeing complex installations. His strategic vision and commitment to excellence have been instrumental in driving project success and delivering sustainable outcomes.

A third-generation Arizonan and water-conservation advocate, Kyler founded Phoenix Water Solutions in 2015 and has since grown it into an Inc. 5000 and ASU Sun Devil 100 award-winning firm. He has overseen more than 120 AMR/AMI and plumbing retrofit projects across Arizona and California, as well as hundreds of multifamily sub-meter conversions. Kyler earned a B.S. in Management from Arizona State University's W. P. Carey School and frequently speaks on sustainable infrastructure throughout Arizona. He will provide executive oversight for the City of Arcadia's Water Meter Dial Replacement Project.

Dalton Earl – Project Manager – 20 yrs

Dalton Earl brings two decades of project management experience to Phoenix Water Solutions. His extensive background includes directing major infrastructure projects with a focus on water and energy conservation. Dalton's leadership and deep industry knowledge ensure successful project execution, consistently meeting client expectations and delivering high-quality results.

Bryce Crawford – Project Manager – 4.5 yrs

Bryce Crawford has over four and a half years of experience as a Project Manager at Phoenix Water Solutions. He has managed full-cycle meter deployment programs since 2019, overseeing installations of water metering systems and infrastructure rehabilitation projects. Bryce's strong organizational skills and attention to detail help ensure that project timelines and budgets are met without compromise.

Normalyn Camacho – Assistant Project Manager – 2 yrs

Normalyn Camacho has served as an Assistant Project Manager at Phoenix Water Solutions for two years. She supports project managers in planning and executing meter deployment initiatives across California. Her expertise in administrative support and data management contributes to operational efficiency and successful project outcomes.

Michelle Gelsano – Construction Coordinator – 3 yrs

With three years of experience, Michelle Gelsano serves as a Construction Coordinator at Phoenix Water Solutions. Her background in administrative and project support, combined with her knowledge of project management processes, enables her to contribute effectively to data integration and logistical coordination on metering projects.

Monica Arniego – Assistant Project Manager – 4 yrs

Monica Arniego has four years of experience as an Assistant Project Manager at Phoenix Water Solutions. Her skills in customer service, data entry, and project scheduling make her a key asset in keeping projects organized and on track. Monica's dedication to client satisfaction and operational efficiency supports consistent delivery of successful results.

Luis Ibarra – Superintendent – 5 yrs

Luis Ibarra has five years of experience in project management and field operations. At Phoenix Water Solutions, he specializes in the deployment and installation of AMI systems, managing full project scopes that include pit box exchanges, lid modifications, curb/angle stop replacements, and lead service line identification and inventory. His commercial plumbing background and extensive water

system maintenance experience allow him to effectively lead field teams. Luis's problem-solving skills and attention to detail are vital to delivering reliable results on municipal deployments.

Brett Paxton – Water Foreman – 4.5 yrs

Brett Paxton serves as a Foreman with four and a half years of experience in water infrastructure and metering projects. At Phoenix Water Solutions, he leads installation efforts for both residential and commercial meters. Brett's expertise in utility metering systems and his leadership abilities ensure complex projects are completed efficiently and to specification. His strong work ethic and team leadership contribute significantly to project success.

Alex Naylor – Water Foreman – 5 yrs

Alex Naylor is a Water Foreman with five years of experience overseeing water infrastructure projects. He supervises installation teams at Phoenix Water Solutions, ensuring compliance with all project specifications and quality standards. Alex's hands-on field experience and effective leadership play a key role in delivering high-quality, consistent water conservation solutions.

Fausto Villanuava – Water Meter Technician – 4.5 yrs

Fausto Villanuava brings four and a half years of experience as a Water Meter Technician at Phoenix Water Solutions. He manages on-site water meter installations and ongoing maintenance. Fausto's technical skills and commitment to safety help ensure that all project work is completed accurately and in accordance with city and industry standards.

TC Rakos – Water Meter Technician – 3 yrs

TC Rakos is a Water Meter Technician with three years of experience on water infrastructure projects. At Phoenix Water Solutions, he handles installations for both residential and commercial water meters. TC's metering expertise and dependable fieldwork contribute to the successful and timely delivery of metering projects.

Qualifications & References

Utility	Type of Work	Contract Amount	Contact
North Tahoe Public Utility District	Removal of existing meters, installation of 2,153 Badger meters, Orion AMI endpoints, and new meter box lids, endpoint programming, GPS data capture, photo documentation, and full compliance with Davis-Bacon and California Prevailing Wage requirements.	\$612,935	Suzie Gibbons Contracts & Planning Coordinator (530) 533-5433
South Coast Water District	AMI register and endpoint retrofits on 6,100 Badger meters. Dual monthly manual reads during AMI rollout; 1,115 lid and endpoint installations; endpoint replacements; AMR-to-AMI conversions across San Juan Capistrano, Dana Point, and Laguna Beach.	\$348,000	Sander Huang Purchasing Agent (949) 342-1142
City of Coalinga	Water Meter Replacement Project – Phase 1. Replacement and disposal of 1,485 existing water meters, installation of 1" Badger ultrasonic meters and Orion radio-read endpoints, replacement of meter box lids, endpoint verification, GPS and photo documentation.	\$301,275	Sandy Jauregui Office Administrator (559) 447-9075
Eastern Municipal Water District	PWS was selected to complete AMI retrofits and meter replacements across approximately 4,000 service locations. Our scope included meter installation, programming of Sensus FlexNet MXUs, exchange of AMR registers, and replacement of damaged lids.	\$355,200	Myrna Vazquez Senior Buyer, Purchasing & Contracts Dept (951) 928-3777
City of Globe	PWS was contracted for the City of Globe's AMI Water Meter Installation and Service Line Investigation Project, encompassing the replacement of 3,500 meters (¾" to 6") and comprehensive field verification of customer and utility-side service lines per ADEQ standards. The scope included installation of Metron AMI meters, excavation and meter box resets, valve replacements, leak repairs, GPS data capture, and integration with the City's utility system.	\$972,000	Jessica Cruz Engineering & Finance Coordinator (928) 425-8346
Town of Cave Creek	Full replacement of ~1,600 Neptune water meters, including external antennas and cellular endpoints (lid drilling), shut-off valve and pit box replacements, and site restoration	\$248,934	Shawn Kreuzwiesner Utilities Director (480) 488-6618

Management Approach

Ensure Utility Inc dba Phoenix Water Solutions ("PWS") proposes the use of Peak Workflow, a real-time WOMS and project management platform, for the planning, execution, and oversight of mass water meter and endpoint replacement projects.

Peak Workflow is used as the central project management tool to develop and manage project schedules, monitor workflow progress (daily and weekly production), assign work orders based on inventory availability, forecast material requirements, track technician activity and location status, perform quality assurance reviews, and investigate individual work order data and photos.

Peak Workflow provides comprehensive visibility into overall project status for project partners and stakeholders through configurable dashboards, key performance indicators (KPIs), sortable datasets, live mapping, and customizable reporting. This visibility allows project performance to be reviewed in real time or transparently communicated during recurring status and planning meetings throughout the duration of the project.

During active deployment, the Utility may utilize Peak Workflow as a customer service support tool through a web-based customer portal. Access to the project dashboard and map views allows Customer Service Representatives (CSRs) to provide real-time updates to residents regarding installation status. CSRs can view assigned work, recently completed work, and technician locations (including photo identification pop-ups), as well as searchable work order data and photos, enabling more informed responses to customer inquiries.

The optimal field deployment strategy is to move continuously and sequentially through billing cycles and routes, with an emphasis on efficient production and simultaneous site cleanup. The deployment strategy is developed through open communication and coordination between the Utility, including program management, billing staff, and field operations, and the PWS project team.

The project schedule and daily production targets are developed around billing cycles, read routes, blackout dates, field coordination requirements, and material availability. Peak Workflow's dashboard allows the Utility to view installation progress by route, blackout windows, and upcoming scheduled work in real time.

Example:

A project schedule is created using route-based forecasts that are generated and updated based on start and end dates, route sequencing, inventory availability, blackout windows, production capacity, and other constraints. These forecasts support proactive customer communication and early identification of potential inventory or scheduling issues.

Project Planning

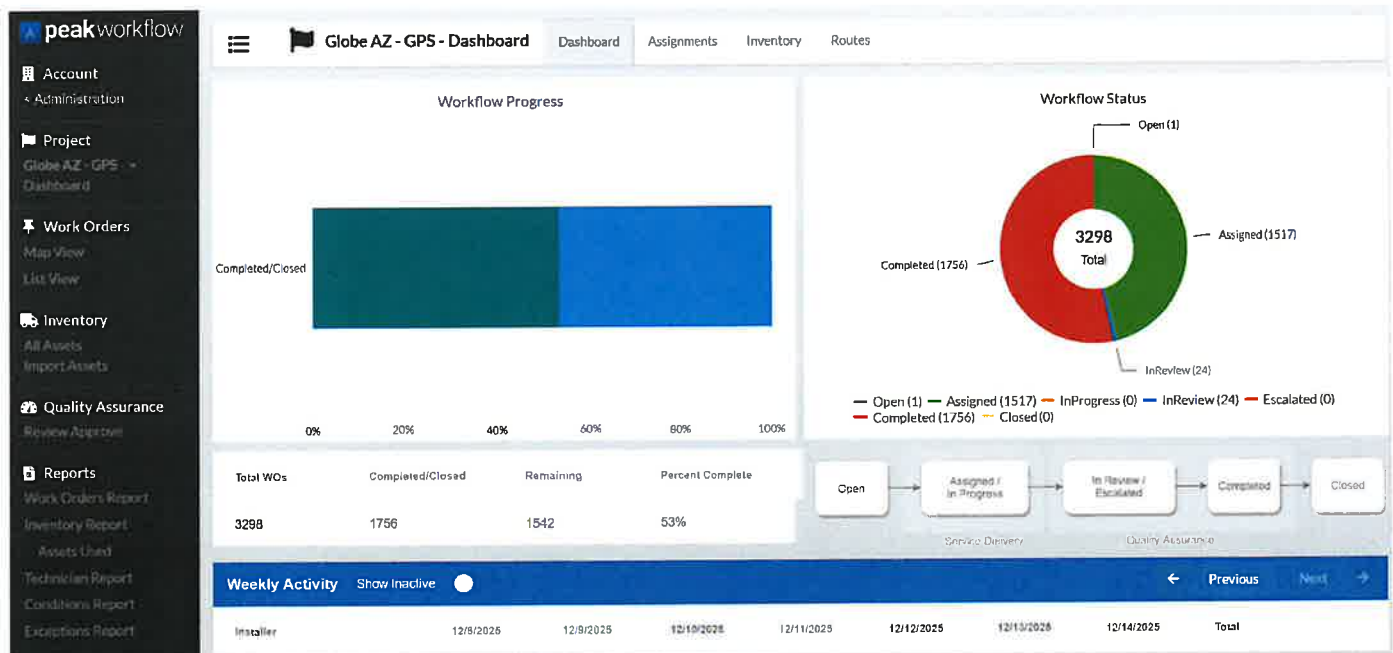


- Transparent and comprehensive understanding of production schedule and progress.

Example Deployment Progress Planning Dashboard

Many project metrics are available on the initial dashboard including two primary visuals presenting overall progress against plan and workflow status counts.

Today's activity by technician and form/size. Similarly, a week view includes ability to quickly navigate to recent weeks.



Tabs for Assignments, Inventory, Routes, and Blackouts provide insights at a glance.

Acceptance Testing

Acceptance testing shall be performed by the technology provider and the Owner through the system head-end and Meter Operations Management System (MOMS), as applicable. If individual endpoints are identified as requiring a post-installation revisit due to communication issues or installation quality concerns, PWS will dispatch a qualified technician to investigate and interrogate the

endpoint. Any required corrective action identified during acceptance testing will be documented within the work order management system and resolved in coordination with the Utility and technology provider.

Employee Background Checks

Prior to hiring, all PWS applicants are vetted through background screening processes that may include national criminal searches, state criminal searches, SS number/address verification, national sex and violent offender searches, county criminal history searches, and motor vehicle record (MVR) reviews. These background checks are conducted to ensure personnel suitability for working in residential and commercial environments and interacting directly with the public.

Meter & Endpoint Installation SOP

The following Standard Operating Procedure represents a typical installation process for small water meters.

1. Exit vehicle wearing all required PPE, including safety glasses, high-visibility shirt, protective gloves, and steel-toe boots.
2. Place safety cones approximately five (5) feet from the vehicle and aligned with the driver-side mirror.
3. Locate the meter box and remove the lid, checking for hazards such as snakes, rodents, or sharp protrusions.
4. Validate location by confirming the old meter serial number and address match the work order data.
 - 4.1. If correct, proceed to Step 5.
 - 4.2. If incorrect, follow RTC (Return to Contractor) or RTU (Return to Utility) procedures.
 - 4.2.1. RTC: Escalate to project management for resolution.
 - 4.2.2. RTU: Utility must address the issue before installation (e.g., damaged meter, broken stop, leak, inaccessible location).
5. Confirm work order exchange type (meter exchange, register retrofit, endpoint only, etc.).
6. Perform meter exchange or register retrofit.
 - 6.1. Important: Do not attempt more than one work order at a time, including locations with multiple meters in a pit or vault.
 - 6.2. Customer pre-notification is typically not required for register retrofits or endpoint only work where water service is not interrupted.
 - 6.3. For meter exchanges requiring shutoff:
 - 6.3.1. Notify customer if present.
 - 6.3.2. If consumption is observed, do not proceed (Attempt 1).
 - 6.3.3. Attempt later the same day (Attempt 2) or the following day (Attempt 3).
7. Capture pre-installation site photo showing "as-found" conditions.
8. Photograph pit condition, including dirt level and valve position.
9. Remove dirt and debris and place in spoils container.
10. Shut off curb or angle stop valve.
11. Remove old meter.
12. Install new meter and gaskets, verifying correct flow direction.
13. Flush service line per SOP via external hose bib if available.
14. Restore service slowly unless service was already off upon arrival.
15. Install endpoint and connect to register.
16. Activate or program endpoint if required.
17. Collect all required work order data via mobile device, including serial numbers (meter, register, & endpoint), current read, meter size, and GPS.
18. Capture all required photo sets.
19. Review all data for completeness before saving.
20. Clean site and reinstall lid flush to grade.
21. Proceed to next work order.

Smart Workflow

- Customizable
- Integration with Programming Apps
- Managed and Detailed Workflow
- Enables in-field quality controls and conditional logic
- Enforce SOP per project
- Flexible workflow templating engine
- Capture data, photos and geolocation with device or external Trimble® or Bad Elf®
- Data validation on save
- Manage exceptions
- Safety Features

High Accuracy Geometry

Bad Elf Flex Trimble

SOP-driven Workflow

DAILY SAFETY ATTITUDE

Do you have the correct PPE?
Are you prepared to respond quickly?
Can you stay calm in a crisis?
Are you wearing an extension?
Are you wearing your safety glasses?
Are you wearing your hard hat?
Are you wearing your safety harness?
Are you wearing your safety vest?
Are you wearing your safety shoes?
Are you wearing your safety gloves?
Are you wearing your safety helmet?
Are you wearing your safety glasses?
Are you wearing your safety harness?
Are you wearing your safety vest?
Are you wearing your safety shoes?
Are you wearing your safety gloves?
Are you wearing your safety helmet?

Work Item

Work name

Meters

Wasting

Programmer Integrations

Activate EXECUTE

QA & QC Process

PWS's Quality Control process exceeds the standard 5% review threshold by reviewing **100% of captured data and photos** for each completed work order. A dedicated backend Quality Control team focuses on data integrity and installation quality through systematic data-to-photo comparisons. Installers may be subject to targeted field audits when QA escalations identify work that does not meet established SOP standards. Installers found to be out of compliance may be removed from the field and retrained before returning to active deployment.

Data Quality Checks include:

- Address and location validation
- Old and new meter serial numbers, size, and reads
- Register and endpoint serial numbers
- Lid and box information
- GPS coordinates
- Installer identification
- Installation comments and issue codes

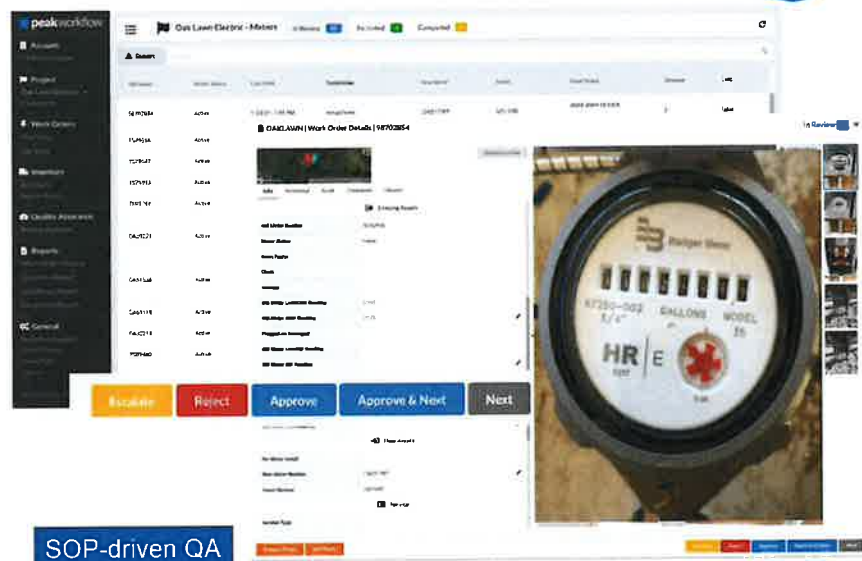
Installation Quality Checks include:

- Valve position verification
- Meter flow direction
- Meter size accuracy
- Serial number verification against photos
- Site condition review
- Lid and box flush to prevent trip hazards

Quality Assurance

In field & Back Office QA

- 100% Reviewed Work Orders
 - As found
 - Old read (High/Low alert)
 - Old Meter No
 - New Meter No
 - As left
 - Geo-location
 - Other
- In field audit features
- QA criteria and photos are customized per project requirements/SOP



Data File Transfer

Data flow requirements are developed during the project planning phase through structured data integration workshops. Participants typically include Utility billing representatives, billing system vendors, Peak Workflow integration specialists, project managers, and consultants. These workshops define inbound and outbound data requirements, data formats, file structures, and transfer schedules. The Utility's system of record is referred to as the "Host," with files classified as "From Host" and "To Host."

From Host file requirements include:

- CIS account data
- GIS data with latitude and longitude
- Billing cycle blackout calendars
- Meter manufacturer inventory files

To Host files are generated in CSV or XLSX format and transferred via secure SFTP.

CIS - WMS - CIS

Utility/CIS Provided Data

Meter Exchange file including Location
Meter Manufacturing file(s)
Blackout dates

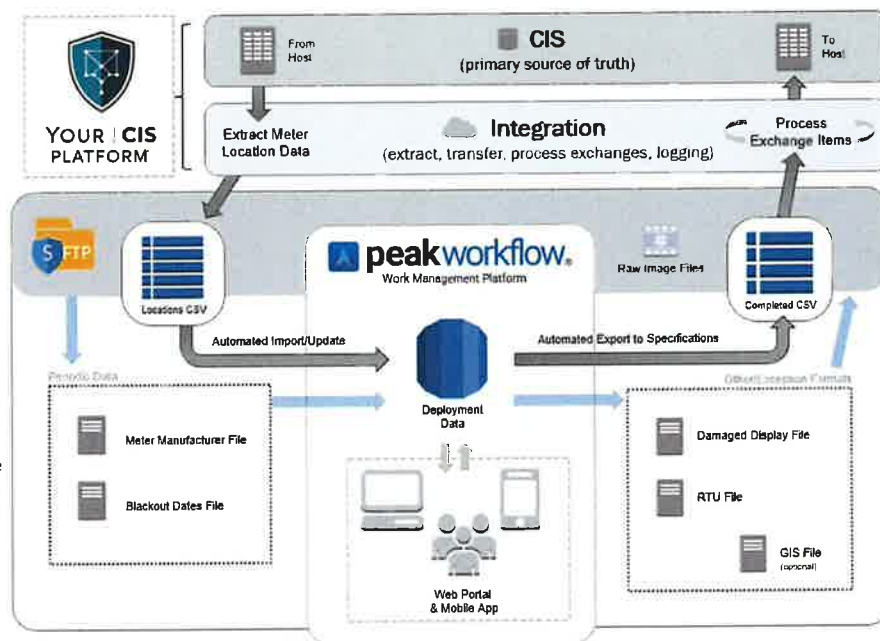
Peak Workflow Provided Data

(Specified Time Daily M-F)

Completed Work Orders
Damaged Work Orders
RTU File
GIS File

Integration - Transactional

Facilitates a meter exchange data processing between Peak Workflow and CIS



Field Data & Mobile App

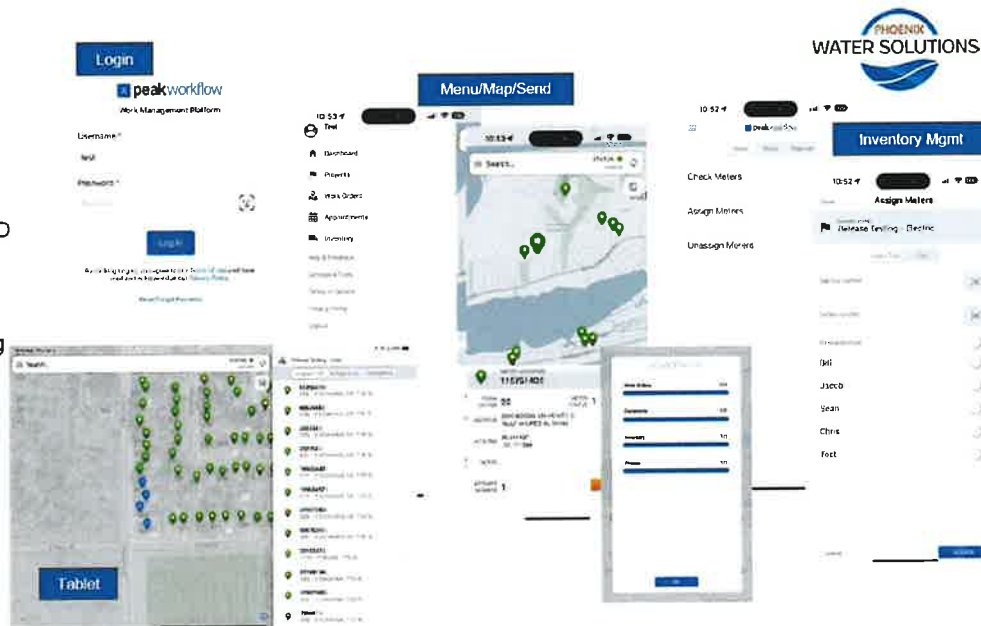
Field data collection is performed using a web-based mobile application integrated with the WOMS platform. All data is collected during the installation process following specific project SOP's for installation, data collection, and supporting QA photos.

PWS utilizes handheld devices to manage work orders, scan barcodes, capture photos, collect GPS coordinates, and enter required data.

The mobile workflow enforces approved SOPs and ensures required data fields and photo documentation are completed prior to work order closure.

Mobile Field App

- iPhone and iPad
- Secure access
- Touch and FaceID
- Dashboard
- Projects
- Safety Messaging
- Work Orders
- Inventory
- Search
- Send Status
- Support



Reporting

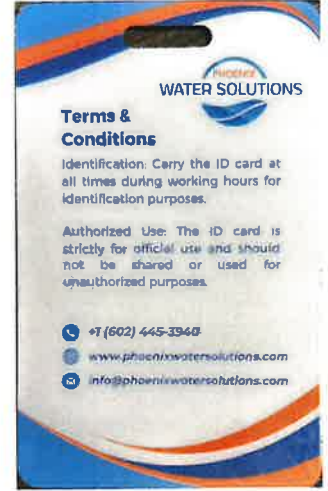
PWS provides comprehensive reporting throughout the project, including:

- Actual versus planned installations (weekly, monthly, cumulative)
- Route saturation reports
- Work order status by route
- QA audit results and findings
- Installation and data error reports
- Inventory balance and forecasting reports

Reports are available through Peak Workflow dashboards and scheduled exports to support Utility oversight and decision-making.

Employee Uniforms

All PWS installers wear high-visibility, company branded uniforms, including orange and blue shirts, safety vests, photo ID badges, work boots, gloves, and all required PPE.



Employee Vehicles

PWS meter technicians operate company-owned fleet vehicles that are permanently branded with corporate logos. All vehicles are fully insured and stocked with the tools and materials required to complete AMI projects. Fleet trucks undergo regular maintenance and daily inspections, and all PWS employees hold valid driver's licenses appropriate for the vehicles they operate.



Project KPIs

Phoenix Water Solutions (PWS) will use its WOMS to track, validate, and report meter replacement activities in near real time. This system supports production control, documentation consistency, and clear reporting aligned with the City's spreadsheet and reporting expectations.

1. Production KPIs

These KPIs measure daily and cumulative output and ensure the project progresses according to the approved weekly schedules.

- Install Totals

Tracks total meters installed daily, weekly, and cumulatively, broken down by:

- Neighborhood or work area
- Route or work segment
- Replacement level

- RTUs (Return to Utility)

Work orders returned to the City due to conditions requiring City action or direction, such as:

- Access issues (locked gates, pets, obstructions)
- Plumbing issues outside the contract's intended scope or requiring City direction
- Customer refusal or request to reschedule
- Sites where meter work is deferred based on City criteria (example: hardscape constraints)

- Revisits / Go-Backs

Measures installations requiring a second visit and categorizes each by level or reason (example: site access, flooded pit, material readiness, plumbing repair, customer unavailable).

2. Quality and Data Management KPIs

These KPIs ensure the accuracy, completeness, and integrity of installation data, supporting City acceptance and clean records.

- Utility Transactions Requiring Review (UTRs)

Tracks the number of installation records flagged by the City for corrections or clarifications.

- Data Timeliness

Percentage of daily work orders submitted to the City by a mutually agreed cutoff (example: next business day).

- Data Accuracy

Percentage of installation records passing QA/QC on first submission, including:

- Old meter serial and final read
- New meter serial and initial read
- GPS location captured
- Required minimum data fields completed

- Clean Photo Rate

Percentage of installation photos meeting PWS clarity, angle, and documentation standards. Photo sets typically include:

- Pre-install condition
- Post-install meter photo
- Box and lid condition photo(s)
- Any documented restoration conditions

PWS will provide pre and post construction photographs consistent with contract requirements.

3. Field Communication and Logistics KPIs

These indicators measure how effectively PWS manages materials, supports City operations, and keeps all parties aligned.

- **Inventory Check-out / Return Accuracy**
Tracks variance between materials issued versus materials installed, returned, or otherwise reconciled. PWS targets full reconciliation consistent with the City's chain-of-custody expectations and contractor responsibilities for City-furnished materials.
- **Disposal and Equipment Returns**
Monitors compliance with City procedures for:
 - Returned meters (salvaged meters returned to the City as directed)
 - Surplus materials and weekly inventory reconciliation
 - Daily site cleanup and equipment care

4. Schedule KPIs

These KPIs ensure the deployment stays on target and provide the City predictable visibility into upcoming work.

- **Daily and Weekly Install Rate vs Plan**
Compares planned versus actual installation performance by work segment and replacement level.
- **Rolling Look-Ahead Schedule**
A planning tool that includes:
 - Work segments scheduled for the next three weeks
 - Crew allocation and expected daily output
 - Anticipated concentrations or special-condition sites
 - Anticipated exceptions, access issues, or coordination needs

Project KPI Tracking

The dashboard provides a comprehensive overview of project performance. It includes a central map view showing work locations, a progress chart, and a pie chart for asset status. The callout boxes detail the following features:

- Dashboard:** Health of the project, KPIs, Progress Actual v. Planned, Percentage completed, Status of work orders, Daily progress, Weekly progress.
- Assignments:** Total of assigned work orders for each installer (with green markers on the map), Inventory - Meters and/or non-sensitized materials, Total work orders by form, Remaining work orders by form, Total assets received, Total available assets (in stock), Assets needed (to ship).
- Routes:** Inventory by route, Route saturation.
- Planning:** Planning set-up, Gantt chart view, Detailed route start and end dates, Inventory and Backlog issue alerts.
- Map View:** Pin colors, Gray-CIS received and loaded into Peak Workflow, Green-assigned to installer, Blue-installed but not yet QA'd, Yellow-QA'd and sent to the utility/city, Orange-QA'd and escalated, Filters and search tools, How to identify location of installers, How to search for a work order, Information inside the work order, Data, Photos.
- Reports:** Customized daily/weekly reports, Running a report on your own.
- Quality Assurance:** Nightly routine for internal QA Team, All personnel will have access to peak workflow.

Visualization and Reporting

All KPIs are:

- Displayed in Peak Workflow & XSLX dashboards
- Updated in near real time
- Shared proactively in recurring project status meetings

Statement of Work

Phoenix Water Solutions (PWS) will furnish all labor, supervision, transportation, tools, and equipment necessary to complete the City of Folsom Water Meter and Endpoint Replacement Project in accordance with the Contract Documents, project specifications, and all applicable addenda.

The project includes replacement of approximately 2,950 existing 5/8" x 3/4" Sensus water meters with City-supplied 1-inch Badger meters, replacement of existing Zenner endpoints with Badger endpoints, installation documentation, and return of removed equipment to the City.

Work will be performed across multiple read cycles and routes throughout the City and will primarily occur in front yards of residential locations as described in the project addenda.

Bid Item Coverage & What's Included

The City's bid form lists four bid items (Mobilization/Demobilization, Meter Replacement, Endpoint Replacement, and Project Documentation). PWS has priced the project exactly as bid, with all contractor obligations required by the bid package and addenda included within Bid Items 1 through 4, whether or not each requirement is repeated within the individual bid item descriptions. Included within PWS' bid are all required customer notification requirements (2), installation documentation, daily logs, exception documentation, and the coordination necessary to deliver complete installations and records.

Scope of Services

PWS will perform end-to-end meter and endpoint replacement services at each service location in the project scope, including:

- Verifying service location details and preparing each meter box for safe access
- Removing the existing Sensus meter and installing the City-supplied 1-inch Badger meter
- Removing the existing Zenner endpoint and installing the Badger endpoint
- Capturing required meter reads, serial numbers, and installation confirmation data
- Returning removed meters and endpoints to the City as required
- Completing customer notifications in the required cadence prior to service interruption
- Documenting exceptions and coordinating the appropriate resolution path with the City when non-standard conditions are encountered

Field Conditions

- Meter installations are located primarily in front yard meter boxes
- Existing meters have adapters in place compatible with the 1-inch Badger replacement meters, and no replumbing is anticipated to accommodate lay length
- Less than 10% of locations may include direct inline installations
- Traffic control is not anticipated for the majority of installations
- Excavation is generally limited to minor hand digging, though roots and rocky soil may occasionally be encountered
- Confined space entry is not anticipated

Based on these conditions, PWS anticipates an efficient and repeatable exchange process using standard meter replacement procedures, supported by consistent documentation and consistent restoration at each location.

Customer Notifications

Phoenix Water Solutions will implement a structured customer notification program consistent with the requirements clarified in Addendum No. 3 (SP-46), superseding other notification references flagged in the bid package.

Notifications will include:

- Door hanger notification seven (7) days prior to installation
- Reminder notification forty-eight (48) hours prior
- Day-of-installation notification, including a knock on the resident's door prior to water service interruption

The City has provided a notification template in Addendum No. 1, and PWS will be responsible for printing, distributing, and managing all required outreach materials.

This process helps ensure residents receive clear, repeated notice ahead of any temporary water service interruption while reducing day-of-access issues, customer confusion, and field delays.

Installation Data Management

Installation data will be collected during meter replacement activities and submitted to the City in CSV format for integration into the Badger Beacon AMI system. Data collected for each installation will include **(at a minimum)**:

- Meter serial number
- Endpoint serial number
- Final meter reading
- Service address
- Installation confirmation / required documentation fields as defined by the bid documents

The City will perform final verification by confirming that installation data is successfully uploading into the Badger Beacon AMI platform, and the City will perform final data reconciliation and acceptance.

Exceptions & Non-Standard Conditions

On projects like this, a small number of locations will always present conditions that don't match the "typical" install, even when the City doesn't anticipate widespread issues. When those situations come up, PWS will document conditions in the field (including photos in daily work logs) and coordinate with the City to determine the appropriate corrective path consistent with the Contract Documents and the City's construction change order procedures.

This includes situations where additional materials, fittings, or work may be required beyond the standard exchange, which the City has stated would be addressed through construction change order coordination if it occurs.

Project Deliverables

Upon completion of the project, Phoenix Water Solutions will provide:

- Replacement of approximately 2,950 water meters and 2,950 endpoints
- Complete installation documentation for each service location (reads, serials, and required records)
- CSV data files formatted for integration into Badger Beacon AMI
- Return of all removed Sensus meters and Zenner endpoints to the City
- Final project documentation confirming completion of the installation scope in accordance with the Contract Documents.

Timeline & Installation Capacity

PWS proposes a highly experienced, fully resourced project team to deliver a safe, efficient, and data-accurate deployment for the City of Folsom. Our staffing structure ensures the right balance of leadership, field capacity, quality assurance, and administrative control to meet all project milestones and weekly performance targets.

Project Team & Roles

Project Manager

The Project Manager will oversee all planning, scheduling, and field reporting for the Project. Responsibilities include:

- Managing daily and weekly production schedules
- Monitoring productivity metrics and adjusting crew allocations as needed
- Ensuring all documentation requirements (serials, GPS, photos, meter #'s) are met
- Coordinating field changes and supporting City staff during the project
- Providing weekly reports, dashboards, and KPI summaries

Serves as the primary point of communication with the City throughout the project.

Superintendent

The Superintendent provides daily leadership in the field and ensures:

- Full adherence to safety protocols, installation specifications, and QA standards
- Daily pre-shift safety/tailgate meetings
- Regular field audits for quality, data accuracy, and compliance
- Resolution of technical or safety concerns raised by field technicians

Critical in maintaining consistent field performance and predictable installation outcomes.

Foreman

The Foreman directly supervises meter crews and is responsible for:

- Verifying proper installation of meters and endpoints
- Confirming photo documentation and GPS accuracy before closing work orders
- Ensuring site restoration meets or exceeds the City's expectations
- Coordinating day-to-day issue resolution and communicating field needs to the Superintendent

Meter Technicians

PWS will deploy 2-3 Meter Technicians trained to handle both standard and complex meter installation conditions. Their responsibilities include:

- Residential and commercial pit changeouts
- Endpoint installations & mounting
- Service line identification
- Box cleaning, debris removal, and pit preparation
- Full site restoration following each installation
- Customer interaction and property respect in residential areas

All plumbers and technicians are trained in confined-space awareness, traffic control, and customer-facing communication.

Support Technicians

Support Technicians are deployed strategically for tasks that require specialized expertise, including:

- Large meter or vault replacements
- Deep box excavation & replacements
- Punch-list completion to maintain schedule adherence

This flexible staffing resource allows PWS to respond quickly to exceptions without slowing the main production crews.

Project Administrators

Project Administrators ensure smooth operational flow between field teams and the City. Responsibilities include:

- Daily documentation review (serials, readings, GPS, photos)
- Managing Peak Workflow configuration and updates
- Preparing daily and weekly production reports for the City
- Submitting QC-verified installation files for import
- Tracking KPIs and exceptions

Their support ensures every installation meets data accuracy, compliance, and reporting requirements.

Workforce Capacity & Installation Rates

PWS will maintain the following staffing and production expectations for City of Folsom:

- **Total Working Days (Monday-Friday):** ~60-80 working days (from NTP through substantial completion)
- **Crew Size:** approx 4 installers across two crews
- **Daily Installation Capacity:** 40–60 meters per day
- **Crew Configuration:**
 - 1 Superintendent
 - 1 Foreman
 - 2-3 Meter Techs supporting high-volume production
 - Support Techs allocated as needed

These production rates account for typical pit conditions, moderate obstruction levels, and a mix of locations across Folsom's neighborhoods.

Summary Statement

This staffing plan provides City of Folsom with a highly capable, flexible, and focused deployment team. With robust technical supervision, daily QC, and dedicated administrative support, PWS ensures consistent production, transparent reporting, and full compliance with the City's technical and customer service expectations.

Customer Success

Customer Experience Approach

PWS understands that for residents and businesses, this project is not just about new meters, it is about trust and minimal disruption.

Our field teams are trained to:

- Clearly identify themselves with uniforms, badges, and approved branding
- Knock, introduce the work being done, and estimated outage duration
- Flush at an exterior hose bib (where accessible) before leaving, to clear air from the service line
- Leave a door notice in advance at every premise, whether or not the customer is home, explaining what was done and what to expect

Risk Mitigation

If an Angels Camp resident calls with a concern or complaint, PWS follows a structured claim process:

1. Intake & Logging

- Any installation related concerns will be logged in a Customer Claim Work Order in Peak Workflow, capturing:
 - Customer name and contact info
 - Service address and meter number
 - Date/time of install
 - Nature of the issue (e.g., low pressure, leak, yard disturbance, cloudy water, property concern)
 - Any immediate mitigation steps already taken by the customer

2. Triage & Response

- Claims are prioritized by severity:
 - Priority 1: Active leak, no water, or potential safety issue → immediate contact with field supervision and dispatch of a crew.
 - Priority 2: Service issues like low pressure, intermittent issues, or perceived water quality concerns → inspection scheduled within 1 business day.
 - Priority 3: Non-urgent issues such as cosmetic yard restoration questions or door-tag confusion → call back and resolve within 2–3 business days.
 - The customer is given a case/claim ID and an expected response timeframe.

3. Investigation

- The assigned Foreman or Superintendent reviews:
 - Before/after photos
 - Installation notes and GPS data
 - Any RTU or revisit history for that premise
- If needed, a field visit is made to inspect the meter setting, service line, yard, or plumbing. Findings are documented in WOMS with additional photos and notes.

4. Resolution

- If the issue is attributable to PWS work (e.g., disturbed landscaping not restored, fitting damaged during installation, debris not fully flushed):

- PWS will correct the issue at our cost and document the corrective action.
- If the issue is determined to be unrelated (e.g., pre-existing plumbing condition, City distribution system issue, or internal premise plumbing):
 - PWS will document the finding, provide photos and explanation to Angels Camp, and coordinate with City staff on communication back to the customer.
- In either case, the customer receives a call or email explaining the outcome and what was done.

5. **Close-Out & Reporting**

- The claim work order is closed only after actions are taken and the customer has been contacted.
- PWS can provide Angels Camp with periodic claim summaries, including:
 - Number of claims by type and severity
 - Average response time and closure time
 - Any recurring themes or systemic issues and our corrective actions

This process, combined with thorough QC at each location and clear door notices, aims to keep customer complaints low (ideally none) and ensure that any issues are resolved quickly and transparently.

Service Agency & Service Agents

As a fully registered and licensed contractor in the state of California, Phoenix Water Solutions is uniquely positioned to deliver high-quality, fully compliant utility infrastructure services for City of Folsom. Our qualifications, certifications, and in-house capabilities not only meet but exceed the expectations set forth for public works contractors in the state.

Regulatory Compliance & Licensing

PWS holds a valid California C-36 contractor's license (#1126003) and is an active, registered public works contractor with the California Department of Industrial Relations (DIR Registration #: 2000004378).

PWS is a Registered Service Agency with the California Department of Food and Agriculture's Division of Measurement Standards (DMS), ensuring that all metering services we perform, including removal, installation, calibration, and testing are legally authorized, traceable, and compliant with state standards

Certified Service Agents & Metering Expertise

PWS employs certified service agents and technicians trained in the installation, replacement, and maintenance of water, BTU, and electric meters. Our staff are familiar with a wide variety of AMI and AMR technologies, endpoint integrations, and service line plumbing repairs.

Our technicians undergo routine field and safety training to ensure alignment with:

- Cal/OSHA safety and confined space standards
- Equipment-specific manufacturer specifications
- Local water agency protocols and GIS/documentation formats

In-House Workforce Model

PWS performs all installations using in-house full-time employees, not subcontractors. This model allows for

- Greater control over quality, schedule, and documentation
- Professionalism and consistency across job sites
- Streamlined issue resolution and reduced delays

Our crews are uniformed, background-checked, and trained to uphold strict jobsite standards with minimal disruption to customers.

Integrated Turnkey Delivery

With a deep understanding of metering infrastructure, PWS offers a turnkey service model that includes:

- Project mobilization and workforce deployment
- Field data capture (serial numbers, photos, GPS, and field notes)
- Component replacement (boxes, lids, valves)
- Quality control and warranty-backed labor
- Digital transmittals and reporting in agency-requested formats

Whether performing 500 meter retrofits or replacing tens of thousands of meters under a mass deployment, PWS delivers clean, consistent, and fully documented work across all phases of the project.

Trusted by Utilities & Districts Across California

With a focus on quality, reliability, and long-term infrastructure outcomes, PWS has become a trusted partner for metering projects statewide. Our licensing, internal systems, and field-tested workforce make us a strong fit for any public agency or utility seeking a contractor who understands the regulatory, logistical, and technical demands of utility service installation work.

Communication & Management Process

Phoenix Water Solutions (PWS) is committed to maintaining clear communication, accurate documentation, and proactive project management for the City of Folsom.

Our approach ensures timely coordination with City of Folsom staff, consistent field execution, and transparent reporting of progress and issues. This plan defines our methods for communication, reporting, meetings, documentation, and daily oversight in compliance with the Contract Documents.

Communication Strategy

Daily Coordination

During active construction, PWS will maintain daily coordination with the City's designated representatives and inspection staff. Daily coordination will include:

- Confirmation of scheduled work locations
- Notification of skipped or inaccessible service addresses
- Identification of site conditions requiring City direction
- Coordination of inspection timing and acceptance

This daily coordination ensures City staff maintains real-time awareness of field activities and can respond promptly to emerging issues.

Weekly Reporting

In accordance with the City of Folsom General & Special Provisions, PWS will provide progress reports summarizing project status.

Reporting will include:

- Total meter replacements completed during the reporting period
- Cumulative project progress
- Identification of deferred or skipped locations and reasons
- Summary of inspection results
- Planned work areas for the upcoming week

Reports will be submitted electronically in CSV format acceptable to the City (PDF, Excel, or other City-approved formats are available).

Meeting Cadence

Weekly Project Meetings

PWS will participate in weekly project coordination meetings with designated City representatives. Meetings will focus on maintaining alignment and addressing issues proactively.

Meeting agenda items may include:

- Review of completed work and outstanding items
- Discussion of access issues and deferred locations
- Inspection results and corrective actions
- Schedule status and sequencing adjustments
- Inventory status and material coordination
- City-identified concerns or observations
- Open discussion and Q&A

Daily Field Check-Ins

PWS' Superintendent will conduct daily briefings with the City's designated representative to confirm:

- Daily installation goals and work areas
- Immediate field issues requiring City input
- Customer or property concerns encountered
- Updates on returned or defective materials
- Required adjustments to sequencing or approach

Documentation

Project Management & Quality Control

PWS will document all field activities in accordance with the Contract Documents. Documentation will be maintained in an organized manner and made available to the City for review.

Coordination with City staff will be maintained to ensure:

- Consistency in field execution
- Accurate and timely documentation
- Compliance with inspection and acceptance requirements

PWS will remain responsive to site conditions and City directed priorities throughout the project.

Field Documentation Requirements

- Service address verification
- Serial numbers and meters reads for both existing and new meters, registers, endpoints
- Meter size verification
- Confirmation of successful meter replacement
- Date of installation
- Restoration of service
- Site condition notes and exceptions, if any
- Photo documentation

All documentation will support inspection, acceptance, and project closeout.

Returned Meter Handling

All removed meters will be salvaged and returned to the City. PWS will not dispose of City-owned meters unless directed in writing by the City.

Exception & Damage Reporting

Any inaccessible locations, access refusals, or obstructions will be documented and promptly reported to the City.

If damaged or deteriorated piping, valves, meter boxes, or related infrastructure are discovered, PWS will:

- Document the condition with photographs
- Notify the City immediately
- Await City direction before proceeding

PWS will not perform repairs outside the authorized scope without City approval.

Adherence to Project Standards & Practices

- Materials Handling: All City-furnished materials will be handled carefully and installed per manufacturer requirements. Any discrepancies or damage will be reported immediately.
- Professional Execution: All field work will be performed respectfully and efficiently, with attention to minimizing disturbance. Affected areas will be restored to pre-project condition or better.

Inventory Tracking & Management

PWS will maintain accurate tracking of City-furnished materials from checkout through installation or approved return, including:

- Daily logs of materials installed or returned
- Documentation of damaged or defective materials
- Inventory reconciliation as requested by the City

Warranty & Acceptance

Workmanship Warranty

All labor performed by PWS will be covered by a *24 month workmanship warranty*, correcting any installation-related issues at no additional cost to the City.

Acceptance Criteria

A service location will not be considered complete until:

- Installation is fully completed
- Site restoration is finished
- Required documentation is submitted
- The work has been inspected and accepted by the City

Customization & Flexibility

PWS will remain flexible and responsive throughout the Project. If the City requests adjustments to reporting formats, sequencing, or pacing, PWS will coordinate promptly to align with City priorities and operational needs.

Daily Reporting Examples

Hi EMWD Team,

I hope you're all enjoying a great Friday.

I'm reaching out to share the Week 12 production report for the Phase II Installation project. Please find a summary of the report below:

Week 12: May 5-9, 2025:

PROJECT STATUS UPDATE - WEEKLY EXTERNAL				
PROJECT NAME		START DATE		PROJECT STATUS
Eastern Municipal Water District		2/18/2025		In Progress
CLIENT		TARGET COMPLETION		PROJECT DURATION (IN DAYS)
Eastern Municipal Water District		6/25/2025		59
REPORT DATE	WEEK #	WORK WEEK	PROJECT MANAGER	PWS NOTES
5/9/2025	12	May 5-9, 2025	Bryco Crawford	
PWS X CLIENT REQUESTS LIST				
Date Requested	Requested By	Task/Request	Status	Resolution
METER CHANGE		MXU CHANGE		
# of Installs as of	5/9/2025	# of Installs as of	5/9/2025	
Meters Requested	3446	Meters Requested	3446	
Total Meter Installed	908	Total MXU Changed	1590	
Variance	2538	Variance	1856	
WEEKLY PROGRESS REPORT				
Week #	Work Week	Installs For The Week	Total Installs	
Week 1	2/18/25 - 2/21/25	118	118	
Week 2	2/24/25 - 2/28/25	241	359	
Week 3	3/3/25 - 3/7/25	204	563	
Week 4	3/10-25 - 3/14/25	188	751	
Week 5	3/17/25-3/21/25	291	1042	
Week 6	3/24/25-3/28/25	309	1351	
Week 7	3/31/25-4/4/25	283	1634	
Week 8	4/7/25-4/11/25	186	1820	
Week 9	4/14/25-4/18/25	147	1967	
Week 10	4/21/25-4/25/25	180	2147	
Week 11	4/28/25-5/2/25	180	2327	
Week 12	5/5/25-5/9/25	161	2488	

Please use this link to access the client-shared file, which has been updated as of today: [PWS/EMWD Shared File](#)

Thank you for your continued partnership. Feel free to reach out if you have any questions or need further clarification.

All the best,

Monica Arriaga
Project Admin



Office: 602.274.2274
Email: monicaa@phoenixwatersolutions.com

"Reduce Water & Save"
Let Us Know Us Here

PWS Commitment to Safety & Quality

At Phoenix Water Solutions (PWS), safety, quality, and professionalism are the cornerstones of our field operations. Every project regardless of size or scope is executed in strict compliance with Cal/OSHA standards, best practices in environmental management, and rigorous internal quality control protocols.

Cal/OSHA Compliance & Field Safety

PWS prioritizes full compliance with California's Division of Occupational Safety and Health (Cal/OSHA) for all jobsite activities. Our team members receive ongoing training and certification in:

- Confined space entry and ventilation protocols
- Hazardous material awareness and environmental protections
- Personal protective equipment (PPE) usage and safety protocol adherence
- Lockout/tagout procedures and emergency response

Confined Space Safety

- Large meter work, vault access, and enclosed spaces are handled by three person crews trained in confined space entry.
- Required safety equipment includes tripods, air quality monitors, confined space ladders, and ventilation tools.
- Respiratory protection and rescue protocols are followed per Cal/OSHA confined space requirements.

Comprehensive Employee Safety Training

PWS enforces a documented health and safety policy led by a dedicated Safety Coordinator. Our employee training program includes:

- Basic Safety Training: Hazard recognition, emergency action plans, bloodborne pathogens, and fire prevention
- Field Safety: Ladder safety, power tool operation, mobile equipment use, and heat stress prevention
- Ongoing Cal/OSHA Certification & Refreshers: Updated training on confined space entry, traffic control, and PPE

Quality Control & Installation Best Practices

PWS follows a standardized and documented installation process that ensures high quality work and strict adherence to project specifications.

Pre-Installation Assessment

- Identify and document landscaping, traffic, meter box conditions, and service line material before beginning work.
- Proactively address potential obstacles to prevent unnecessary delays or service disruptions.

Installation & Quality Assurance

- Technicians follow a step by step documented procedure to ensure all meters are installed correctly.
- Leak checks, AMI/AMR endpoint verification, and field site cleanup are conducted at every installation site.
- Experienced in working with various service line materials including copper, galvanized steel, ductile iron, and PVC.

Post-Installation Verification

- Before-and-after photo documentation
- Meter readings and serial number confirmation
- Before-and-after site documentation, including photographs and GPS data for complete tracking and accountability.

Customer Service Commitment

PWS prioritizes professional, ethical, and customer-focused service in all installation projects.

Customer Communication & Scheduling

- Flexible scheduling for commercial and multi-family properties, minimizing service disruptions.
- Coordination with municipality & customers for complex meter replacements requiring extended service shutdowns.
- 24/7 emergency response availability and after-hours contact support.

Professionalism & Trust

- Technicians wear PWS-branded uniforms and carry photo ID badges
- Vehicles clearly marked with company name and contact information
- PWS enforces a documented Code of Conduct across all employees
- Comprehensive background checks and drug testing for all employees.

Installation Warranty & Follow-Up

- All labor is covered under a **24 month workmanship warranty**
- Any post installation issues caused by meter replacement will be corrected at no cost
- PWS provides 24/7 contact availability for urgent follow-ups during the project

Equipment & Resource Readiness

PWS equips all employees with specialized tools and safety equipment necessary to complete meter installations efficiently and safely.

Standard Equipment & Tools

- Fleet vehicles equipped with lifts, safety lights, and company branding
- Personal Protective Equipment (PPE), confined-space safety tools, and traffic safety gear
- Hand and power tools for cleaning meter boxes, removing stubborn fittings, and securing new installations
- Vacuum pumps and air blowers for flooded meter boxes
- Valve keys, lid lifters, and generators

Hiring & Employment

PWS is committed to maintaining a workforce that meets all legal, regulatory, and safety requirements.

E-Verify & Legal Compliance

- PWS participates in E-Verify to ensure all employees are legally authorized to work in the United States.
- Employees adhere to City-mandated badge requirements and uniform policies.

Employee & OSHA Training

- All field technicians receive Cal/OSHA safety training and confined space certification
- Continuous training programs ensure employees remain up to date on all confined space, hazardous work, and environmental protection protocols.

Environmental Management

PWS complies with California EPA, Cal/OSHA, and local environmental regulations during all phases of work.

Environmental Standards & Waste Management

- EPA standards for hazardous waste disposal and lead free material usage.
- Recycling and water conservation programs integrated into our installation approach.
- Where applicable, meter boxes, lids, and related materials are recycled or repurposed

Exclusions List

The purpose of this Exclusion List is to clearly outline the scope of work that is *not* covered by the contractor for projects involving ground and dirt work, new construction, and subcontracting activities. This document serves as a crucial part of the overall contract and aims to provide transparency and prevent misunderstandings between all parties involved. By explicitly stating what is not included, both the client and contractor can set appropriate expectations, plan finances, and allocate resources effectively.

It is essential for the client to read this Exclusion List carefully, alongside the main contract, to understand the limitations of the services provided. Exclusions are organized into categories such as Ground and Dirt Work, New Construction, Subcontracting, General Labor, Materials, Safety and Compliance, Financial Exclusions, and Miscellaneous.

Please note that this list is illustrative and may not cover every possible exclusion. As such, it is highly recommended to discuss any specific needs or concerns with the contractor to ensure that they are addressed in the final agreement. Both parties should review and acknowledge this Exclusion List before signing the main contract.

Labor Exclusions

1. **Overtime, Off-Hours, and Weekend Work:** Not covered unless explicitly agreed upon.
2. **Non-Specialized Labor:** Tasks outside the contractor's area of expertise are excluded.
3. **Management of Other Subcontractors:** Not responsible for other subcontractors not under direct management.

Material Exclusions

1. **Material Price Fluctuations:** Increases in material costs after contract signing are not included.
2. **Owner-Supplied Materials:** Issues with these materials are not the contractor's responsibility.
3. **Specialty or High-End Materials:** Not included unless explicitly stated.

Work Scope Exclusions

1. **Design Changes:** Any post-contract alterations in plans are not covered.
2. **Archaeological Finds:** Not responsible for handling unexpected discoveries of significance.
3. **Soil and Environmental Testing:** Excluded unless specifically stated.
4. **Landscaping and Water Table Issues:** Not included.
5. **Utility Connections:** Public utility connections are not covered unless stated.
6. **Permit and Licensing Fees:** Not included unless explicitly agreed upon.
7. **Code Compliance:** Updates or changes to meet codes not part of the original scope are excluded.

Safety and Compliance

1. **Asbestos and Hazardous Material Removal:** Not covered unless specified.
2. **Safety Gear and Equipment:** Specialized safety gear not outlined in the contract is excluded.

Financial Exclusions

1. **Contingency Costs:** Costs arising from unforeseen issues are not included unless specified.
2. **Interest on Late Payments:** Not covered unless explicitly stated.
3. **Third-Party Inspections and Consultants:** Costs are not included.

Project Management and Timelines

1. **Project Delays:** Not responsible for delays caused by other parties or uncontrollable circumstances.
2. **Conflict Resolution:** Legal and mediation costs with other subcontractors or third parties are not covered.

Miscellaneous Exclusions

1. **Force Majeure:** Excluded from responsibility for natural disasters, pandemics, etc.
2. **Public Relations and Marketing:** Costs or labor for promotional activities are not covered.
3. **Dispute Resolution and Legal Fees:** Not included unless explicitly stated.

Leak and Infrastructure Exclusions

1. **Leaks on Incorrect Side of Meters:** The contractor is not responsible for leaks that occur on the incorrect side of water or utility meters. This includes any issue arising from meters that are incorrectly labeled or not labeled at all.
2. **Old Infrastructure Failures:** The contractor is not liable for leaks, location of lines, or failures occurring due to old, outdated, or pre-existing infrastructure that was not part of the original scope of work.

Large Meter Exclusions

1. **External Valve Locations:** Excludes additional requirements for meter vaults that do not have both supply and return valves located outside of the vault.
2. **Permit Acquisition (PWS):** Excludes responsibilities pertaining to the acquisition of permits by PWS.
3. **Meter Start-up Responsibility:** Excludes tasks related to the start-up of the meter post-installation or maintenance.
4. **Installation Requirements:** Excludes any specific installation requirements not previously detailed or agreed upon.
5. **Documentation Requirements:** Excludes any specific documentation requirements not previously detailed or agreed upon.
6. **Meter Delivery Responsibilities:** Excludes responsibilities related to the delivery of large meters to the job site, questioning whether the team or another party is responsible for pickup.
7. **Heavy Meters Consideration:** Specifically excludes considerations for the handling of heavy meters deliveries to sites, noting the significant weight and additional resources required.
8. **Weights and Measures:** Does not include the process of putting meters through weights and measures.

The provided exclusions list outlines specific tasks, responsibilities, and considerations that fall outside the provided pricing and scope of work. Should any of these items arise during the project's lifecycle, a detailed estimate will be prepared and submitted for review and approval prior to the commencement of any additional work. This process ensures clear communication and agreement on scope adjustments, helping to manage expectations and maintain project alignment between all parties involved.



YOUR GUIDE TO OUR METER SERVICING



Elevate Your Property's Efficiency and Reliability With Our Tailored Meter Servicing Solution

OUR METER SERVICING EXPERTISE

We are dedicated to providing exceptional meter servicing that aligns with our core values of water conservation, client return on investment (ROI), and seamless service integration. With us, we know how key it is to have water meters that work right and give you the information you need.

NATIONWIDE REACH



Full time Technicians
covering 25 States



We have offices in Florida,
Arizona, California,
Michigan, and Texas.



BRAND PROMISE

- ✓ Turnkey Solutions
- ✓ Quantified ROI
- ✓ Proactive Solutions
- ✓ Water Utility Experts
- ✓ Data-Driven Services
- ✓ Simplified Payment Solutions
- ✓ Commitment to Relationships
- ✓ Water Conservation Leadership

WHERE NEED MEETS EXPERTISE

Versatile System Knowledge: Proficient with a wide range of metering systems.
Custom Pricing Models: Flexible pricing to meet unique customer requirements.



Who We Are

We were founded in 2015 with a mission to elevate the country's water conservation standards through technology and service. We build and support solutions that reduce waste and address our partner's and customer needs.

Our Mission

Phoenix Water Solutions strives to conserve our most precious resource by installing data-driven technologies and sustainable infrastructure. Through our services, we reduce waste and make communities proactive with their water management turning their expense into an asset.



Detailed Documentation Process

- GPS Coordinates: Precise location tracking.
- Serial Numbers: Ensuring accurate identification.
- Time Stamps: Verifiable service times.
- Photos: Visual proof of condition and service.
- Field Notes: Comprehensive records of visit.



Customized Service Approach

- Tailored systems for seamless data integration.
- Strategic use of specialized tools for enhanced partnership support.



Professionalism in Action

- Technicians provide live updates.
- Company-branded uniforms and vehicles for easy recognition.
- Thorough final checks to guarantee perfect functioning.

GET IN TOUCH WITH US

602-962-9348

www.phoenixwatersolutions.com

info@phoenixwatersolutions.com

SERVICES OFFERED

VAULT METER INSTALLS

Our Technicians are Confined Space Certified for vault meter installations.

LARGE METER CAPABILITY

We also specialize in servicing large meters, including those in vaults or wells, ranging from 3 to 10 inches.

MONTHLY READING SERVICE

Our monthly water meter reading service ensures accuracy and timeliness for billing cycles.

MUNICIPAL & PRIVATE SECTOR COLLABORATION

We are equipped to handle the needs of both private companies and public entities, offering contracted services for comprehensive water meter management.

GENERAL METER SERVICING

We install comprehensive ¾-inch and 1-inch metering systems, suitable for both indoor and outdoor applications.

WE STAND OUT WITH OUR EXTENSIVE KNOWLEDGE IN SERVICING A VAST ARRAY OF METER SYSTEMS:



CERTIFICATE *of* SIGNATURE

REF. NUMBER
X6BK3-Z4SYD-BEDXE-IRQKJ

DOCUMENT COMPLETED BY ALL PARTIES ON
18 MAR 2026 15:25:48
UTC

SIGNER

TIMESTAMP

SIGNATURE

LUKE SHARMAN

EMAIL
LUKES@PHOENIXWATERSOLUTIONS.COM

SHARED VIA
LINK

SENT
18 MAR 2026 15:24:12
VIEWED
18 MAR 2026 15:24:27
SIGNED
18 MAR 2026 15:24:52



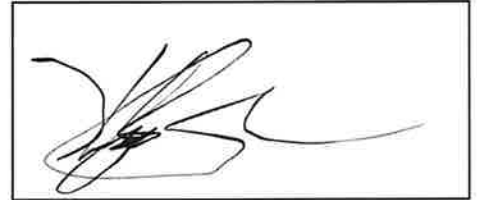
IP ADDRESS
184.187.125.205

LOCATION
PHOENIX, UNITED STATES

PHOENIX WATER

EMAIL
INFO@PHOENIXWATERSOLUTIONS.COM

SENT
18 MAR 2026 15:24:12
VIEWED
18 MAR 2026 15:24:58
SIGNED
18 MAR 2026 15:25:48



IP ADDRESS
184.187.125.205

LOCATION
PHOENIX, UNITED STATES

RECIPIENT VERIFICATION

EMAIL VERIFIED
18 MAR 2026 15:24:58

