

# VILLAGE OF HOMEWOOD



**BOARD AGENDA MEMORANDUM**

**DATE OF MEETING: April 14, 2026**

**To:** Village President and Board of Trustees

**Through:** Napoleon Haney, Village Manager

**From:** Joshua Burman, Director of Public Works

**Topic:** Upgrade to Sensus Analytics Software and Hosting Services

## **PURPOSE**

Staff requests that the Village Board accept a proposal from Core and Main of St. Louis, MO, the vendor of Sensus Analytics, in the amount of \$52,476, for the software migration of Sensus Logic to Sensus Analytics. This is a five-year contract with the first year including one-time costs for setup fees, integration fee, onsite training, project management fees, and data migration.

## **PROCESS**

*Why is an upgrade is needed?*

In 2013, the Village installed smart meters as part of its transition from traditional radio-read water meters. Smart meters are advanced devices that automatically collect water usage data and transmit it electronically to the Village, eliminating the need for manual meter readings and improving accuracy and efficiency. This upgrade allowed the Village to modernize its water system and better manage usage data.



To support this system, the Village implemented Sensus Logic, a meter data management (MDM) platform designed to collect, store, and process the data generated by smart meters. At the time, Sensus Logic provided a reliable solution for receiving meter reads and transferring that information to the billing system. However, its functionality is largely limited to basic data handling, with minimal analytical tools, limited reporting capabilities, and delayed data access.

## VILLAGE OF HOMEWOOD



As technology has advanced, Sensus Logic has become a legacy system. Sensus has announced that it will no longer continue long-term support and development for the Logic platform. As a result, utilities that currently rely on this system, including the Village of Homewood, must transition to a new supported platform to ensure continued functionality, security, and compatibility with evolving infrastructure.

The recommended replacement is Sensus Analytics, a platform that builds upon the foundation of smart meter technology by providing real-time data access, advanced analytics, and enhanced system monitoring.

### *What is Sensus Analytics?*

Sensus Analytics is a modern, cloud-based platform designed to help utility providers (water, electric, and gas) manage and analyze data collected from smart meters. Rather than serving as just a data storage system, it functions as a comprehensive, all-in-one platform that transforms raw meter data into meaningful, actionable information.

Sensus Analytics acts as both a centralized dashboard and an advanced analytics engine. It will allow Village staff to view meter reads and usage data, monitor system performance, detect leaks, and receive automated alerts when abnormal conditions occur. The platform also provides valuable customer insights, supports integration with billing systems, and enables ongoing system monitoring in a single, user-friendly interface.

One of the key advantages of Sensus Analytics is its ability to deliver real-time or near real-time data visibility. This allows staff to respond more quickly to issues, rather than waiting for daily or delayed reports. The platform includes interactive dashboards and reporting tools that make it easier to understand trends, track performance, and make informed decisions. Additionally, built-in features such as leak detection, pressure monitoring, and automated alarms help proactively identify and address potential problems before they escalate.

Because Sensus Analytics is cloud-based, it can be securely accessed from anywhere through a web browser, eliminating the limitations of traditional on-premise systems. This flexibility, combined with its advanced capabilities, makes it a powerful tool for modern utility management and service delivery.

# VILLAGE OF HOMEWOOD



## Cost Breakdown

The first-year cost for transitioning to Sensus Analytics includes both one-time implementation costs and the annual software subscription fee.

Description	Cost
<b>One-Time Costs:</b>	
Set Up Fee	\$2,500
Integration Fee	\$8,595
Onsite Training	\$6,350
Project Management Fee	\$1,000
Data Migration	\$6,000
<b>Total One-Time Costs</b>	<b>\$24,445</b>
2026 Annual Subscription	\$28,031
<b>Total 2026 Cost</b>	<b>\$52,476</b>
2027 Annual Subscription	\$28,872
2028 Annual Subscription	\$29,738
2029 Annual Subscription	\$30,630
2030 Annual Subscription	\$31,549

\* Hosting/Maintenance Services subject to a 3% annual increase after year 2030.

# VILLAGE OF HOMEWOOD



## *Who is Sensus?*

Sensus is a global technology company that provides advanced metering infrastructure (AMI), data management systems, and communication networks for utilities, including water, gas, and electric services. The company focuses on helping municipalities and utility providers improve operational efficiency, enhance customer service, and better manage their infrastructure through smart technology.

## **OUTCOME**

Transitioning to Sensus Analytics will give the Village real-time visibility into water usage, allowing staff to quickly identify leaks, abnormal consumption, and system issues. This leads to improved efficiency, reduced water loss, and better decision making.

The platform also enhances customer service by providing more accurate data for billing and resident inquiries, while reducing manual work through automated alerts and reporting. Overall, it modernizes the Village's utility operations and supports more reliable, proactive service delivery.

## **FINANCIAL IMPACT**

- **Funding Source:** Water and Sewer Fund
- **Budgeted Amount:** \$53,000
- **Cost:** \$52,476 for first year

## **LEGAL REVIEW**

Contract review required

## **RECOMMENDED BOARD ACTION**

Accept a proposal from Core and Main of St. Louis, MO; and, authorize the Village Manager to enter into a contract with Core and Main, the vendor of Sensus Analytics, in the amount of \$52,476, for the software migration of Sensus Logic to Sensus Analytics, subject to Village attorney review.

## **ATTACHMENT(S)**

Core and Main Proposal