

Montgomery City Council
AGENDA REPORT

Meeting Date: September 14, 2021	Budgeted Amount: N/A
Prepared By: Mike Muckleroy	Exhibits: Estimate and Program Summary

Subject

Consideration and possible action regarding the replacement of 522 meter endpoints through Beacon's upgrade program.

Description

The City's water system has 522 meter endpoints that are utilizing the older CDMA technology. These particular endpoints will not be able to communicate after January 31, 2023. Badger Meter is offering customers with these endpoints an upgrade cost of \$50.00 each. We normally pay \$135.00 for new endpoints so this is a significant savings. The total for the estimate provided is \$26,100.00

Recommendation

Recommend approval of the estimate provided by Accurate Utility Supply.

Approved By

Director of Public Works	Mike Muckleroy	Date: 09/08/2021
City Administrator	Richard Tramm	Date: 09/08/2021

Estimate

Date	Estimate #
8/19/2021	216028

Name / Address
City of Montgomery 101 Old Plattersville Road Montgomery, TX 77316

Description	Qty	U/M	Rate	Total
Beacon Endpoint Upgrade Program- Orion Cellular LTE-M, Nicor	522.0	ea	50.00	26,100.00
			Sales Tax (8.25%)	\$0.00
			Total	\$26,100.00
Phone #	(281) 391-8100	Fax #	(281) 391-8110	www.accuratemeter.com



Badger Meter

ORION® Cellular Endpoint Upgrade

Program Overview

For utility customers who contributed to the early success of the ORION® Cellular endpoint, Badger Meter is offering you the opportunity to leverage your investment and upgrade to the latest generation of the ORION Cellular endpoint, which offers these benefits:

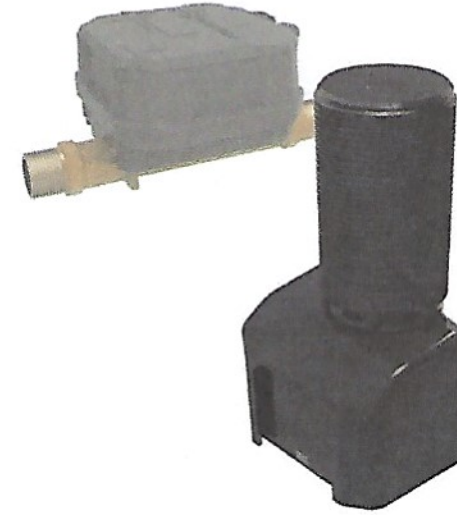
- **More Frequent Communication, Tailored to Your Business Needs:** The current generation of cellular endpoint offers 15-minute data communicated four times per weekday and allows you to configure three of those communication times to suit your needs.
- **Enhanced Future-Proofing:** The latest generation of cellular endpoints communicates on a network built into 5G standards and adds a redundant communication path in the form of a mobile back-up message.
- **Support for the latest Metering Innovations:** The current endpoint supports the latest functionalities added to our E-Series product family including communication of pressure and temperature data and remote actuation of the integrated valve in the E-Series Ultrasonic Plus meter.

Program Qualifications

Qualifying PO: End Utility Customer ("Utility") must submit a single PO identifying "ORION Cellular Endpoint Upgrade Marketing Program (ORI-MP-03322-EN)" with the total number of eligible endpoints for trade in clearly noted, and a 1:1 quantity of the latest generation of cellular endpoints for order. Qualification will be verified by Badger Meter. Program is limited to one per Utility.

Program Terms & Conditions

- **Eligible Trade-in Endpoints:** ORION Cellular endpoints purchased prior to July 1, 2017 or earlier.
- All product ordered must drop ship to the end utility customer and must ship within 90 days of order, pending product availability and confirmation of cellular coverage by Badger Meter.
- **RMA Return of Trade-in endpoints:** The Utility must contact Badger Meter to obtain an RMA for the return of trade-in endpoints. Badger Meter assumes responsibility for these return freight charges and disposal costs. Returned endpoints must be received by Badger Meter within 180 calendar days



of receipt of shipment of the new ORION Cellular endpoints. Utility may be invoiced for the full list price of the new endpoint if trade-in endpoints are not received on this timeline.

- Endpoints are non-transferable.

For each legacy cellular endpoint returned, Badger Meter is offering the latest cellular endpoint at a special promotional price.

Program Valid Through: 09/31/2022

For More Information or to Obtain a Quote, Please Contact:

Toby Sledge
tsledge@badgermeter.com
979-571-3183

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**Badger Meter | P.O. Box 245036, Milwaukee, Wisconsin 53224-9536
800-616-3837 | infocentral@badgermeter.com | www.badgermeter.com**

ORI-MP-03322-EN-01 (October 2020)

Marketing Program

**ORION® CELLULAR
ENDPOINT
TECHNOLOGY**

**Customer Loyalty
Upgrade Program**



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3G NETWORK STATUS IN CELLULAR INDUSTRY

- 1 CDMA endpoints operate on 3G networks still in use by cellular carriers
- 2 Cellular carriers plan to sunset these 3G networks
- 3 An endpoint upgrade is required to move to current cellular networks





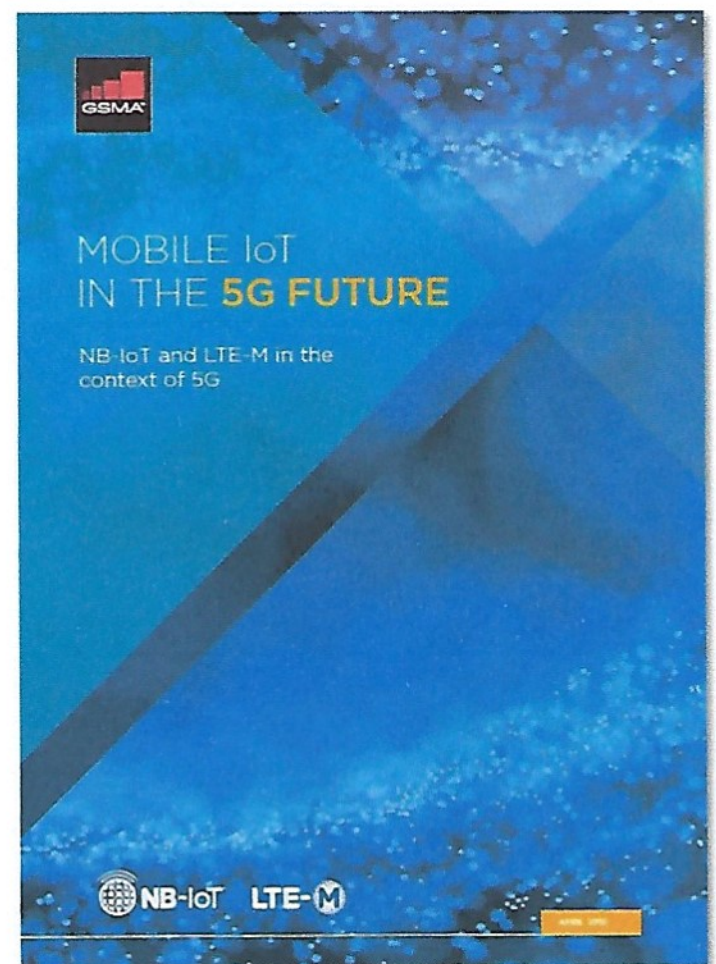
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TRENDS IN CELLULAR

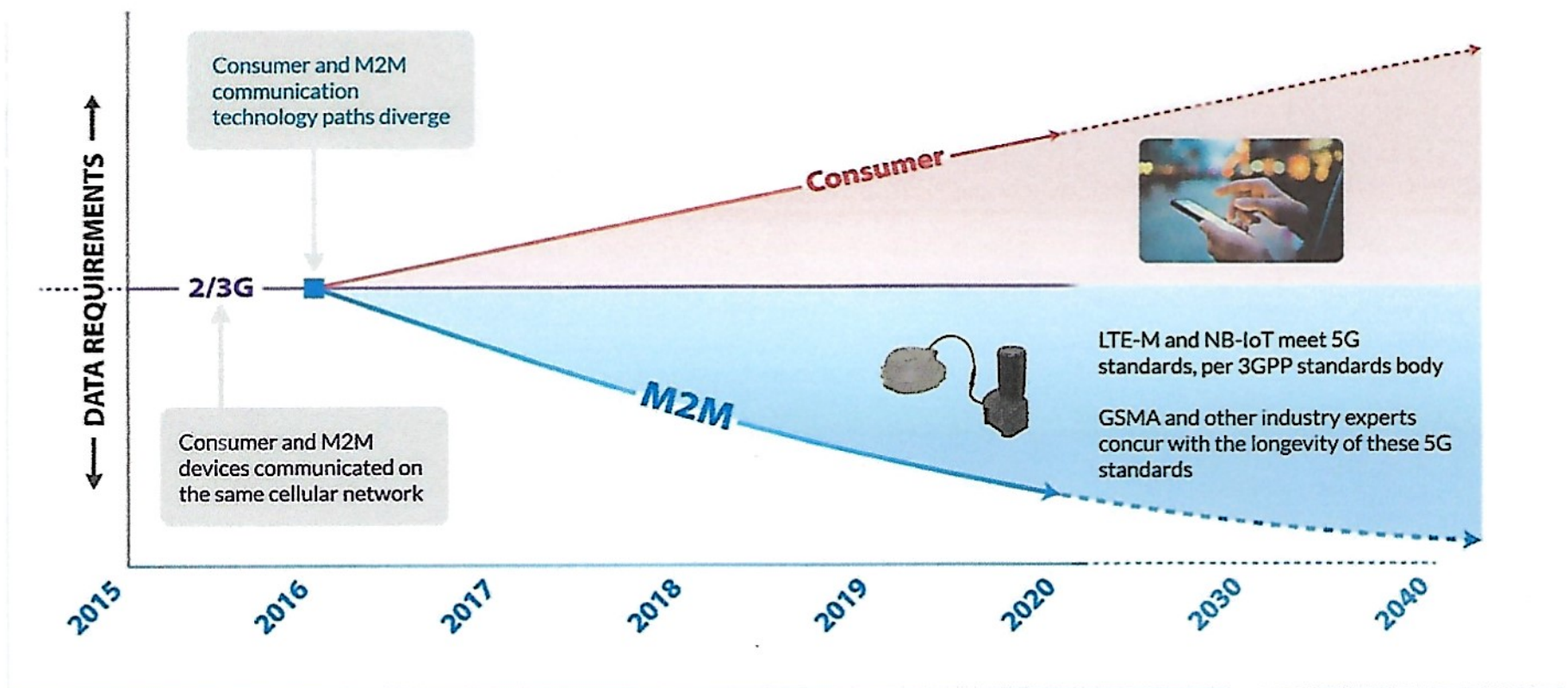
- 1 Carriers are investing in 5G networks to support consumer demands for speed
- 2 Carriers need to re-purpose the bandwidth of legacy networks to meet that demand
- 3 Carriers will sunset 3G to make limited capacity and bandwidth available for 5G buildout
- 4 T-Mobile acquired Sprint in April and later signaled it would sunset the Sprint CDMA network at the end of 2021, far earlier than previously expected

M2M NETWORK LONGEVITY

- 1 Cellular network evolution is supported by 3GPP™ standards body to assure forward and backward compatibility
- 2 Legacy networks were subject to consumer demands, but current approach supports communication on dedicated M2M networks
- 3 LTE-M and NB-IoT networks meet 5G standard per 3GPP standards body
- 4 Industry experts consider these foundational networks to the 5G future, as outlined in this [white paper](#) by the GSMA



DIVERSION OF M2M AND CONSUMER NETWORKS



CUSTOMER LOYALTY UPGRADE PROGRAM

Upgrade your system to current technology for the longevity of a network meeting 5G standards and these added benefits:

- 1 Support of new sensor offerings, including pressure, temperature, and water quality
- 2 Higher-resolution, 15-minute data intervals to support leak and nonrevenue water reduction goals
- 3 More frequent communication to provide enhanced actionable data to drive informed decision-making for you and your customers

