



**Meeting Date:** June 25, 2026      **Agenda Type:** Consent Items for Action

**From:** Justin Stroupe  
Operational Technology  
Manager      **Reviewed by:** Carlos Salas  
Director of Technology

**Submitted by:** Greg Brown  
Chief Technology and  
Security Officer      **Approved by:** Ryan Kelso  
Chief Executive Officer

**RECOMMENDED ACTION:** Authorize the CEO or His Designee to Negotiate and Execute a Master Software Subscription and Licensing Agreement with Sentient Energy, Inc. for Ample Grid Analytics System Hosting, Support, and Line Sensors

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## **BACKGROUND**

On June 24, 2021, New Braunfels Utilities (“NBU”) approved a Software and License Agreement (the “Agreement”) with Sentient Energy, Inc. (“Sentient Energy”) for software license hosting and support services and the purchase of sensor hardware (the “Services”) to expand a pilot program implemented in 2017 to utilize an Ample Grid Analytics System (“AGAS”). Sentient is a sole-source provider of AGAS and sensor hardware.

NBU is seeking to renew Sentient Energy’s agreement to continue and expand the foundational infrastructure constructed since 2017. The agreement provides greater visibility into the electric distribution system. Sentient Energy provides devices in the form of Overhead and Underground electric line sensors. The sensors provide NBU with fault current magnitude, disturbance counts, phase identification, and temperature data. Since the start of the project, the solution has provided our customers with estimated savings in Value of Lost Load (“VOLL”) of over \$600,000.00. The agreement will include a software-as-a-service-hosted application, support, and the purchase of additional line sensors.

The Agreement with Sentient Energy for the software hosting and support services for the AGAS for one (1) year with four (4) one-year renewals and for the purchase of line sensors commencing on July 1, 2026.

NBU staff requests that the Board of Trustees approve this Agreement with Sentient Energy.

This item is being presented to the Board because the total amount of the Agreement exceeds \$250,000.00

## **FINANCIAL IMPACT**

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The total Agreement amount with Sentient Energy is \$833,126.00, with a not-to-exceed amount of \$66,225.00 for the initial contract term and \$66,225.00 for each of the additional four (4) one-year terms for the Services. With an option to purchase with a not to exceed amount of \$100,000.00 per year and \$500,000.00 during the contract period for hardware. The Agreement is budgeted from both the Operations & Maintenance and Capital Improvement Budgets for Fiscal Year 2026 through Fiscal Year 2031.

## **LINK TO STRATEGIC PLAN**

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**Customers and Community**

**Infrastructure and Technology**

## **EXHIBITS**

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1. Sentient Energy Master Software License Agreement