



# City of Needles, California Request for City Council Action

CITY COUNCIL  NPUA

Regular  Special

**Meeting Date:** January 28, 2025

**Title:** Authorize the City Manager to execute Landis & Gyr Software as a Service Agreement (SaaS)

**Background:** In 2021, the city issued a request for proposals for an Advanced Metering Infrastructure (AMI) project to install automatic electric and water meters. The contract was awarded to Landis & Gyr, and to date, 5,065 electric and water meters have been automated. Landis & Gyr utilizes the Command Center software to communicate with all automated meters.

The city executed a Software as a Service (SaaS) agreement with Landis & Gyr in 2021 for a three-year term, which expired on October 24, 2024. The SaaS platform is critical to the functionality of the Command Center, enabling real-time communication and data collection from the automated meters. Renewing this agreement is essential to ensure the continued operation of the AMI system, which has improved utility operations, customer service, and data accuracy.

**Fiscal Impact:** The proposed SaaS agreement includes an increase in monthly fees, which has been budgeted under the electric operations and maintenance annual budget. The new pricing structure is as follows:

Command Center Pricing (up to 5,000 Endpoints) Monthly Fee	
Year 1	\$1,195.00
Year 2	\$1,425.00
Year 3	\$1,655.00
Year 4	\$1,655.00
Year 5	\$1,655.00

The 5-year total cost amounts to \$91,020. This reflects an increase from the previous agreement, which averaged \$950.00 per month over the last term. The average annual increase for the new agreement is \$6,804 over the five-year period. The additional costs are justified by the advanced functionality and support provided by the SaaS platform.

The Board of Public Utilities unanimously approved the recommended action during its meeting on January 21, 2025.

**Environmental Impact:** N/A

**Recommended Action:** Authorize the City Manager to execute Landis & Gyr Software as a Service Agreement (SaaS)

**Submitted By:** Rainie Torrance, Utility Manager

**City Manager Approval:** Patrick J. Martinez

Date: 1/23/2025

**Other Department Approval (when required):** Barbara DiLeo

Date: 1/23/2025

Approved: <input type="checkbox"/>	Not Approved: <input type="checkbox"/>	Tabled: <input type="checkbox"/>	Other: <input type="checkbox"/>
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