

**FAYETTEVILLE PUBLIC WORKS COMMISSION  
SOLE SOURCE REQUEST**

TO: Timothy L. Bryant, CEO/General Manager

DATE: September 13, 2024

FROM: James Williams, Information Technology Infrastructure

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PWC’s Information Technology Infrastructure Department seeks approval to purchase specific equipment pursuant to a sole source exception to the competitive bidding requirements. North Carolina law allows an exception from the competitive bidding requirements for “Purchases of apparatus, supplies, materials, or equipment when: (i) performance or price competition for a product are not available; (ii) a needed product is available from only one source of supply; or (iii) standardization or compatibility is the overriding consideration.” NCGS §143-129(e)(6). Such an exception is only available in this instance if the Commission approves the purchase.

The sole source request is specifically to provide, configure, install, and implement ten (10) M420D PCS/PCS Omni device kits and ten (10) M400D Single SPM-900 extensions manufactured and distributed by Xylem Sensus. A quote for \$245,000.00 for the kits, extensions, configuration, installation, and implementation. The Procurement Department and Information Technology Infrastructure Department has knowledge of the products and market, and support this request based on the overriding consideration of standardization and compatibility purposes for upgrading End of Life equipment. These items comprise the Tower Gateway Base Station (TGB) and allow the station to receive the meter reads from PWC customers. It is in the best interest of PWC to standardize the equipment for the following reasons:

- PWC has standardized the use of Sensus Meters for both electric and water services.
- The purchased devices will upgrade existing PWC TGBs because the current hardware is 10+ years old and no longer supported.
- Sensus TGBs operate on proprietary communication protocols designed to work specifically with Sensus meters. Non-Sensus meters typically use different protocols, which are incompatible with the Sensus TGBs. This mismatch could prevent successful data transmission and integration.
- Sensus TGBs and meters are part of an integrated system. Non-Sensus meters lack the necessary software and hardware interoperability, leading to potential failures in data capture, inaccuracies, and disrupted meter readings.
- Attempting to integrate non-Sensus meters with Sensus TGBs would require significant additional resources, including custom development, testing, and ongoing maintenance. These added complexities would lead to increased operational costs without any guarantee of reliable performance. The use of non-Sensus meters could introduce

inconsistencies in the data collection process. Sensus TGBs are optimized for maximum performance with their own meters, ensuring reliable and continuous meter reading.

Xylem Sensus has provided emailed establishing that they are the exclusive manufacturer and distributor of the required equipment in North Carolina. The department has provided a letter to further justify this sole source request. Therefore, the Information Technology Infrastructure Department seeks approval to purchase and install new M420D PCS/PCS Omni device kits and M400D Single SPM-900 extensions from Xylem Sensus without the need for competitive bidding.