



## Notice of Intent to Award a Sole-Source Procurement

**Date:** December 20, 2021

**NTSS-017-22**

**Due Date for Comments:** December 27, 2021

**E-mail Address:** RLowery@hollywoodfl.org

**Fax Number:** 954-921-3086

### **THIS IS NOT A COMPETITIVE BID**

The proposed contract action is for product or services for which the City of Hollywood intends to negotiate and award with only one source under the authority of the City of Hollywood City Code Section 38.40 (C) (3) Sole-source supplies and services. Any responses received as a result of this Notice of Intent shall be considered solely for the purpose of determining whether to conduct a competitive procurement in the future. Responses will not be considered as proposals, bids, or quotes.

The Procurement Services Division has received a request to make the following sole-source procurement:

**Requesting Department/Office:** Public Utilities

**Product and/or services to be purchased:** Upgrade of Aclara Star software to Aclara One cloud-based software

**Anticipated Cost:** \$95,173.00

**Sole Source Justification:** Aclara is the sole manufacturer of the AMI system and all components related to this system.

**Action To Be Taken:**

No action is required if you agree this proposed purchase is a valid sole-source. If you do not agree that this proposed purchase is a sole-source, you may respond by submitting in writing their name, address, point of contact, telephone number, email, and a statement regarding capability to provide the specified procurement. Interested firms will be considered only if they respond with clear and convincing documentation that they are capable of meeting or exceeding the requirements stated herein. All responses received within five (5) business days after the date of publication of this synopsis will be reviewed by the City.

**All responses must be in writing and returned to ATTN:** Rob Lowery by Email or Facsimile number 954-921-3086 prior to the "Due Date for Comments." Please do not submit a bid for this public posting.

Procurement Services Division  
2600 Hollywood Boulevard, Room 303  
Hollywood, Florida 33020



# CITY OF HOLLYWOOD, FLORIDA

## PROCUREMENT SERVICES DIVISION

### Sole Source Justification Form (Use for Purchases(s) over \$5,000)

**Per City of Hollywood Ordinance § 38.41 (C) (2), sole source purchases are exempt from competitive bid and competitive proposal requirements. Sole-source goods, supplies, materials, equipment and services, such as unique, patented, or franchised goods, supplies, materials, equipment or services, are exempt if the CPO determines, after conducting a good faith review of available sources, that the particular supply or service is available from only one source.**

Date 12/09/2021

Department/Office Public Utilities

Division/Area 442

Requestor Keith Moran

Title Deputy Director of Public Utilities  
- Finance

Phone 954-921-3596

Email kmoran@hollywoodfl.org

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1. Requested Vendor Aclara Technologies, LLC

Vendor Number 32824

Address 77 West Port Plaza Rd, Ste 500, St. Louis, MO 63146

Contact Person Bobbie Barker

Title Regional Sales Director - Water –  
Southeast/Mid-Atlantic US

Phone 334.740.9034

Email brbarker@hubbell.com

2. Product/Service being requested (be specific). Upgrade of Aclara Star software to Aclara One cloud-based software

3. Detailed description of the product/service's function and purpose. The Department of Public Utilities owns, operates, and maintains the City's water distribution system, the network of water meters, and the complex water (or utility) billing system. In order to monitor and record water usage throughout the City of Hollywood, the Department of Public Utilities requires the use of Meter Transmission Units (MTUs) and Meter Data Management system (Aclara Star Software) to send the water usage data to the billing. The Aclara Star Software is being discontinued and will no longer be supported on June 30, 2022 thus we will be required to upgrade to Aclara One cloud-based software.

4. Please explain in detail why this vendor is the sole source supplier for the required product/service. Be sure to explain the necessary features this vendor provides which are not available from any other vendor. The Aclara Star Software is sold exclusively by Aclara Technologies LLC.

5. Please explain in detail what process the Department/Office took to verify that there are no other vendors or products/services available to perform the required function.  
The Aclara Star Software is sold exclusively by Aclara Technologies LLC, the manufacturer.

6. Please submit supporting documentation from the vendor or other sources certifying that this vendor is a sole source for the required product/service being requested. For example, the vendor holds the distribution rights, productions rights, copyrights, trademark and/or patent:

- Vendor holds the exclusive rights for the product/service.
- Vendor is the sole provider of the product/service that has unique characteristics essential to the required function which no other product/service is capable of satisfying.
- Product is replacing existing product and necessary to maintain warranty or service contract.
- Product is replacing existing product and is not interchangeable with any other product.
- Other (Please explain). \_\_\_\_\_

7. Total cost of the requested product/service? Estimated at \$400,000

8. Total estimated annual (fiscal year) cost of requested product/service? \$95,173.00 first year(Includes \$54,000 Software Setup Fee, second year and after will vary based on price increase and quantity and is estimated as follows:

Year 2 \$62,827  
 Year 3 72,000  
 Year 4 85,000  
 Year 5 85,000

Account Number(s) 442.400201.53600.531170.000000.000.000

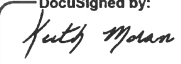
9. Is this product/service covered by a warranty?  Yes  No

If yes, please attach a copy of the warranty details.

### REQUESTING DEPARTMENT RECOMMENDATION

**WARNING:** Per Florida Statutes 838.22(2) – “It is unlawful for a public servant or a public contractor who has contracted with a governmental entity to assist in a competitive procurement to knowingly and intentionally obtain a benefit for any person or to cause unlawful harm to another by circumventing a competitive solicitation process required by law or rule through the use of a sole-source contract for commodities or services.”

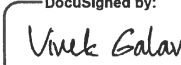
I recommend that the competitive quoting/bidding process be waived and that the goods/services be purchased as a sole source.

DocuSigned by:  
  
 3B76B7A6B521415...

Requestor's Signature

12/15/2021

Date

DocuSigned by:  
  
 07C1405DCEF6406

Director's Signature

12/15/2021

Date



77 West Port Plaza Drive  
Suite 500  
St. Louis, MO 63146-3126  
Aclara.com

December 9, 2021

Keith Moran  
Deputy Director, Public Utilities/Finance  
City of Hollywood  
P.O. Box 229045  
Hollywood, FL 33022-9045

Subject: Sole Source Letter for AclaraOne Software

Dear Keith-

This letter is to certify that Aclara is the sole vendor of Aclara's AclaraOne AMI software solution for use with the City of Hollywood (FL) Aclara AMI system in the State of Florida. Aclara is the sole manufacturer of the AMI system and all components related to this system including the AclaraOne software platform.

If you should have any questions, please either email me at [brbarker@hubbell.com](mailto:brbarker@hubbell.com) or call me at (334) 740-9034.

Best Regards,

*Bobby R Barker*

Bobby R. Barker  
Regional Sales Director - Southeast

**Aclara Pricing for the City of Hollywood (FL)  
Aclara RF Water Hardware and Software Upgrade**



Date: 7/28/2021

SOFTWARE						
Item	Description	Part Number	Qty	Unit Price	Extended Price	Notes
1.0	<b>SOFTWARE ANNUAL FEES</b>					
1.01	Software as a Service (SaaS) AclaraONE Software ASP Fee - Year 1	SW-3010A SW-3020A	41,173	\$1.00	\$41,173.00	(6.7.8)
<b>ANNUAL SOFTWARE TOTAL:</b>					<b>\$41,173.00</b>	

PROFESSIONAL SERVICES						
Item	Description	Part Number	Qty	Unit Price	Extended Price	Notes
2.0	<b>PROFESSIONAL SERVICES - SOFTWARE</b>					
2.01	AclaraONE Software Set-Up Fee - One-time fee	SW-3010H SW-3020H	1	\$54,000.00	\$54,000.00	
<b>PROFESSIONAL SERVICES TOTAL:</b>					<b>\$54,000.00</b>	

**Subtotal: \$95,173.00**  
**Material Handling & Freight: Included**  
**Grand Total: \$95,173.00** (1.2.3.4.5)

**PRICING ASSUMPTIONS**

**General Note:** This Proposal/Quotation is based upon the terms and conditions set forth in the Aclara Standard Terms and Conditions of Sales for Equipment and Certain Services that are available on Aclara's website at: <http://www.aclara.com/terms-and-conditions/>  
 Any conflicting or additional terms and conditions contained in any resulting purchase order are hereby rejected unless agreed to in writing by Aclara.

**GENERAL**

- Pricing remains in effect for a period of 90-days from the date above.
- Pricing is confidential, proprietary, and governed by the confidentiality requirements of the terms and conditions.
- The itemized pricing shown is based on quantities and schedules proposed herein; any changes may result in a pricing adjustment. Stand-alone pricing for each line item may be provided upon request.
- Total extended price shown excludes any applicable Sales Tax.
- This AO pricing and MTU upgrade is contingent on the City of Hollywood providing a PO with by 12/1/2021 and with ship dates that all product will be shipped by 9/30/2022. It is only good if these parameters are met.

**SOFTWARE**

AclaraONE configuration based on total system size of (41,173 total endpoints) endpoints. Final AclaraONE configuration will be determined by working in conjunction with IT staff at the beginning of each contract year and pricing adjusted accordingly for that year.

**ANNUAL FEES**

- Annual Maintenance Fees are below:
  - Year 1 - \$1.00 per endpoint
  - Year 2 - \$1.50 per endpoint
  - Year 3 - \$1.75 per endpoint
  - Year 4 - \$2.00 per endpoint
  - Year 5 - \$2.00 per endpoint

8 Subject to 3% annual escalation starting year 6.

**Bobby Barker**  
Aclara Technologies LLC  
334 740-9034  
[brbarker@hubbell.com](mailto:brbarker@hubbell.com)

[Vendor view of bid](#)

[Chat](#) | [Description](#) | [Attachments](#)

Bid #NTSS-017-22 - Upgrade Of Aclara Star Software To Aclara One Cloud-Based Software **NOTICE TO SOLE SOURCE**

<b>Time Left</b>	<b>Bid has ended.</b>		
<b>Time Started</b>	Dec 20, 2021 9:31:30 AM EST	<b>Notifications</b>	<a href="#">Report (Bidder Activity)</a>
<b>Time Ended</b>	Dec 27, 2021 6:00:00 PM EST	<b># of suppliers that viewed</b>	15 <a href="#">(View)</a>
<b>Agency Information</b>	City of Hollywood, Florida, FL. <a href="#">(view agency's bids)</a>	<b>Q &amp; A</b>	<a href="#">View Questions &amp; Answers</a>
			Q&A Deadline: Dec 27, 2021 3:00:00 PM EST
<b>Bid Classifications</b>	<a href="#">Classification Codes</a>		
<b>Bid Regions</b>	<a href="#">Regions</a>		
<b>Bid Contact</b>	<a href="#">see contact information</a>		
<b>View Rules</b>	Click here to <a href="#">change</a> the rules for this bid.		
<b>Best and Final Offer:</b>	<a href="#">Create</a>		

Approval

**View Approval Flow** [View Approval Flow](#)  
**Approval Status** Approved

Description

**Bid Number** NTSS-017-22  
**Title** Upgrade of Aclara Star software to Aclara One cloud-based software  
**Budgeted Amount** \$95,173.00 [\(change\)](#)  
**Estimated Amount** \$95,173.00  
**Estimated Amount** \$95,173.00 (This price is estimated - not guaranteed)  
**Description** Aclara is the sole manufacturer of the AML system and all components related to this system.

The proposed contract action is for product or services for which the City of Hollywood intends to negotiate and award with only one source under the authority of the City of Hollywood City Code Section 38.40 (C) (3) Sole-source supplies and services. Any responses received as a result of this Notice of Intent shall be considered solely for the purpose of determining whether to conduct a competitive procurement in the future. Responses will not be considered as proposals, bids, or quotes.

Documents

[Select All](#) | [Select None](#) | [Download Selected](#)

1. [NTSS-017-22 Aclara.pdf](#) [\(download\)](#)

= Included in Bid Packet = Excluded from Bid Packet

Contractor Advertisements

[View All Ads](#)

There are no advertisements on this solicitation.

NOT AWARDED REASON

The City of Hollywood did not receive any responses to the NTSS and will proceed with award to Aclara.

**Questions? Contact a Periscope Source representative: 800-990-9339 or email: [source-support@periscopeholdings.com](mailto:source-support@periscopeholdings.com)**

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