



SUNSTATE METER & SUPPLY, INC.

14001 W. NEWBERRY RD.
NEWBERRY, FLORIDA 32669-2710

June 16, 2016

Mr. Mark Moore
Department of Public Utilities
Utilities Administration
1621 N 14th Avenue, 2nd Floor
Hollywood, FL 33022-9045

Subject: City of Hollywood Neptune AMI “Advanced Metering Infrastructure”

Dear Mr. Moore:

Neptune is a leading provider of meter reading systems and water measurement products. Since 1892, Neptune has continually focused on the evolving needs of water utilities – revenue optimization, operational efficiencies, and improved customer service. Our vision is to be viewed as the *most valued partner* of our utility customers and help them manage the world’s scarce water, energy, and human funding resources. Our fully integrated manufacturing facility is located in the United States and ensures a dependable and dedicated supply chain capable of meeting your Automatic Meter Reading (AMR) / Advanced Metering Infrastructure (AMI) project needs.

Since 2003, Neptune has been part of Sarasota, Florida-based Roper Industries. Roper is a diversified growth company with annual revenues of \$2.7 billion. Roper is a component of the S&P 500, Fortune 1000 and Russell 1000 Indexes, and trades on the New York Stock Exchange under the symbol ROP. Neptune has approximately 600 employees in North America producing meter reading systems and water measurement products. All products are manufactured in Neptune’s state-of-the-art, ISO9001-certified, 300,000-square-foot facility in Tallassee, Alabama.

All Neptune water meters meet or exceed American Water Works Association[®] standards as well as all of the revised requirements of the Safe Drinking Water Act (SDWA) which became effective in January 2014. Accurate meter readings are guaranteed with Neptune’s absolute encoder technology — a field-proven meter reading concept first introduced in 1964. This solid foundation allows a seamless migration from manual data collection to handheld, mobile, and fixed network radio frequency systems. Neptune’s migration approach means you never outgrow Neptune technology.

Neptune is an AMR/AMI systems vendor with a successful history. For over 100 years utilities across North America have entrusted us with their meter reading systems and water measurement needs making us the market leader in both radio-frequency-based meter reading and water metering solutions. Neptune focuses on delivering solutions that offer the *best life cycle value* for our utility customers.

Sunstate Meter and Supply, Inc. has been the sole distributor for Neptune products since 1999. During that time Sunstate meter has supplied the City of Hollywood with the vast majority of its water meters and electronic registers. What this means to the City of Hollywood is that installing Neptune AMI is relatively simple and very cost effective. Once the Neptune R900 unit is attached to the existing Neptune Meter the unit will immediately recognize the meter, read it and begin transmitting the read to the Neptune Data Collector. There is NO programming required.

Pricing would be firm for the duration of the project. The only variables are quantities of Gateways to be determined by a propagation study, and the actual number of meters. For the purpose of this quote we used 34 as the number for gateways being similar to your existing number.

