

J. Sole Source Purchase – IFlow, Inc.

*Recommendation:*

1. Find the procurement of IFlow Mobile Radio devices exempt from review under the California Environmental Quality Act (CEQA) pursuant to Section 15061(b)(3) of the CEQA Guidelines; and
2. Authorize the issuance of a purchase order to IFlow in the amount of \$42,536.64, for the purchase of one (1) Itron mobile radio unit and one (1) mobile data collection unit, and Temetra cloud-based software including integration, set-up, and training.



# *Camarillo City Council*

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## **AGENDA REPORT**

Date: April 10, 2024

To: Honorable Mayor and City Councilmembers

From: Greg Ramirez, City Manager

Submitted by: Dave Klotzle, Public Works Director

Subject: Sole Source Purchase – IFlow, Inc.

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### **BACKGROUND**

The City of Camarillo currently utilizes Itron equipment for water meter reading and customer billing services. Originally purchased in January 1999, the Itron handheld devices and related software are used for the City's combination of automated and manual water meter readings. Customer support for software and equipment repairs is no longer available, therefore the handheld devices and software must be replaced.

On June 9, 2023, a purchase order was issued to Inland Water Works Supply, Co. for the sole source purchase of replacement Itron handheld devices and software. Shortly after the purchase order was issued the company was sold, and the purchase order was canceled. Staff is now working directly with IFlow, Inc. (IFlow) as the sole source distributor of Itron equipment.

### **DISCUSSION**

IFlow is Itron's authorized distributor and support for the data collection and data analysis solution suite that includes Temetra cloud-based software set-up, mobile collectors, and fixed network data collection devices. As an exclusive supplier, IFlow falls under City Procurement Policy Section H.7., which permits sole source purchases of proprietary items directly sold by the distributor.

To ensure uninterrupted water meter reading and customer billing services, staff recommends the purchase of replacement Itron equipment from IFlow for the automated meter reading, including system integration, set-up, and training for Itron's Temetra cloud-based software, for a total amount of \$42,536.64. The new equipment has a delivery lead time of four to six months and must be ordered as soon as possible as the existing equipment is at the end of its useful life.

Four new iPhone devices will be purchased separately at a total cost of approximately \$1,460 using available funds in the Water Division budget. The iPhone devices will serve as replacement handheld data input devices for the manual meter reading and connection to the new software.

The new equipment and software will be utilized for existing water meters and eventually will be replaced by the City's fully automated Advanced Metering Infrastructure (AMI) system which will replace all water meters in a phased implementation project over the next few years.

Utilization of the new equipment will require a software agreement with Itron for Temetra cloud-based software. A multi-year software agreement with Itron will be prepared for City Council consideration at a future meeting.

### **FISCAL IMPACT**

Funds for the purchase of Itron equipment from IFlow are included in the Water Utility Fund, Office Furniture and Equipment Account No. 860-3605-436.61-16, in the amount of \$42,536.64.

### **CEQA DETERMINATIONS**

City staff has determined that in accordance with Section 15061(b)(3) of the California Environmental Quality Act (CEQA) Guidelines, that the purchase of mobile radio units are not subject to CEQA review because it can be seen with certainty that there is no possibility that these mobile radio units may have a significant effect on the environment. The City is replacing the existing mobile radio units without increasing the number of units.

### **RECOMMENDATION**

1. Find the procurement of IFlow Mobile Radio devices exempt from review under the California Environmental Quality Act (CEQA) pursuant to Section 15061(b)(3) of the CEQA Guidelines; and
2. Authorize the issuance of a purchase order to IFlow in the amount of \$42,536.64, for the purchase of one (1) Itron mobile radio unit and one (1) mobile data collection unit, and Temetra cloud-based software including integration, set-up, and training.

### **ATTACHMENTS**

1. Sole Source Letter
2. Quote No. 000338-R4

### **REFERENCE MATERIALS – AVAILABLE FOR REVIEW AT CITY HALL**

None



***Electric / Gas / Water***  
*Information collection, analysis and application*

2111 North Molter Road  
Liberty Lake, Washington 99019  
509.924.9900 Tel  
509.891.3355 Fax  
800.635.5461  
[www.itron.com](http://www.itron.com)

August 14, 2023

Southern California Itron Water Customers

This letter is intended to clarify Itron sales representation for water metering products and data collection hardware and software in Southern California.

IFlow has taken on our Southern California region. IFlow is Itrons's authorized and sole water, and collection hardware and software stocking distributor for Southern California with water Utilities.

In addition to metering products, IFlow sells and supports Itrons's data collection and data analysis solution suite that includes software, handhelds, mobile collectors and fixed network data collection devices.

Please do not hesitate to contact me if additional information is required.

Sincerely,

A handwritten signature in black ink that reads "A. Easterley". The signature is fluid and cursive, with a long horizontal stroke extending from the end.

Aaron Easterley  
Channel Sales Manager – West  
406-212-1591

**Sales Representative**

Omar Figueroa  
o.figueroa@iflowinc.com  
Phone: 949-313-7073  
Fax: 888-250-8281

Date: March 04, 2024

Quote Expires: 60 day(s)

**Proposal # 000338-R4**

**Bill to:****City of Camarillo**

601 Carmen Drive  
Camarillo, California UNITED STATES 93010  
Tom Clock  
805-388-5371  
tclock@cityofcamarillo.org

**Ship to:****City of Camarillo**

283 South Glenn Drive  
Camarillo, California UNITED STATES 93010  
Tom Clock  
tclock@cityofcamarillo.org

**Itron Hardware**

SKU	Product	Unit Price	Qty	Total Extended
IMR-0902-003	IMR- Itron Mobile Radio Unit Radio unit with USB cable and charger  Does not include laptop or tablet. Any Windows 11 laptop, Android or IOS device can be used.	\$3,011.45	1	\$3,011.45
DCU-5320-301	DCU, MC4C0RE RF Unit DCU-5302-621 MC, Standard Accessory Kit-power cable CFG-0152-101 CFG, MC, Vehicle Power and Antenna Base with Whip, Portable Plug into vehicle cigarette lighter	\$15,535.75	1	\$15,535.75
Section Subtotal:				<b>\$18,547.20</b>

**Itron Managed Services**

SKU	Product	Unit Price	Qty	Total Extended
TEM-NWK-SETUP	Temetra Network Setup One Time Fee	\$2,714.00	1	\$2,714.00
Section Subtotal:				<b>\$2,714.00</b>

**Itron Professional Services**

SKU	Product	Unit Price	Qty	Total Extended
ITRON SYSTEM IMPLEMENTATION	Integration, Setup and Training Software, Mobile Unit, System Training	\$18,400.00	1	\$18,400.00
Section Subtotal:				<b>\$18,400.00</b>



<b>Subtotal:</b>	<b>\$39,661.20</b>
<b>TAX:</b>	<b>\$2,875.44</b>
<b>Total:</b>	<b>\$42,536.64</b>

**Payment Terms:** NET 30

**Ship Via:** Best Way

**FOB:** Factory

**Delivery:**

**Offer valid for:** 60 day(s)