

Contract Renewal Evaluation Form

Date:	June 20, 2025
Department:	Public Works
Contract Number:	23ITBC100523A-KM
Contract Title:	Water Meters

Instructions:

It is extremely important that every contract be rigidly scrutinized to determine if the contract provides the County with value. Each renewal shall be reviewed and answers provided to determine whether services should be maintained, services/scope reduced, services brought in-house or if the contract should be terminated. Please submit a completed copy of this form with all renewal requests.

1. Describe what efforts were made to reduce the scope and cost of this contract.

The department is looking to procure a Metering as a Service (MaaS). MaaS is a turnkey solution where a vendor installs, operates, maintains, and manages a utility's metering system—usually smart meters—and provides continuous data access and system performance as part of an ongoing service agreement. Instead of purchasing the metering equipment outright, the utility pays a recurring fee (monthly or annually) for the service. There is a huge cost savings with implementing this solution.

2. Describe the analysis you made to determine if the current prices for this good or service is reflective of the current market. Check all applicable statements and provide documentation:

☒ Internet search of pricing for same product or service:

Date of search:	July 9, 2025
Price found:	\$280.00
Different features / Conditions:	None
Percent difference between internet price and renewal price:	20.47%

Explanation / Notes:

☐ Market Survey of other jurisdictions:

Date contacted:	
Jurisdiction Name / Contact name:	
Date of last purchase:	
Price paid:	
Inflation rate:	
Adjusted price:	

Percent difference between past purchase price and renewal price:	
Are they aware of any new vendors?	☐ Yes ☐ No
Are they aware of a reduction in pricing in this industry?	☐ Yes ☐ No
How does pricing compare to Fulton County's award contract?	

Explanation / Notes:

☐ Other (Describe in detail the analysis conducted and the outcome):

3. What was the actual expenditure (from the AMS system) spent for this contract for previous fiscal year?

\$550,000

4. Does the renewal option include an adjustment for inflation? ☐ Yes ☒ No
(Information can be obtained from CPI index)

Was it part of the initial contract? ☐ Yes ☒ No

Date of last purchase:	March 3, 2025
Price paid:	\$228.57
Inflation rate:	3%
Adjusted price:	\$235.86
Percent difference between past purchase price and renewal price:	3%

Explanation / Notes:

5. Is this a seasonal item or service? ☐ Yes ☒ No

6. Has an analysis been conducted to determine if this service can be performed in-house? ☐ Yes ☒ No If yes, attach the analysis.

7. What would be the impact on your department if this contract was not approved?

If a water meter contract is not secured, the Water Distribution Department will face serious operational and strategic setbacks. Aging meters will result in inaccurate billing, more customer complaints, and loss of public trust.