Ivins City Staff Report
City Council Meeting 03/19/2026

Agenda Item: Discuss and consider approval of selection of a vendor for the Water Advanced Metering Infrastructure (AMI) System Implementation project

Submitted by: Thomas Jorgensen, P.E., Public Works Director / City Engineer

Recommended City Council Action:
Approval of up to $1.65m for selection of a vendor for the Water Advanced Metering Infrastructure (AMI) System Implementation project.

BACKGROUND:

Ivins City issued its Water Advanced Metering Infrastructure (AMI) System Implementation RFP in August 2025 and extended the submittal deadline to September 12, 2025. Staff reviewed the proposals, pricing, implementation approaches, customer portal options, integration pathways, warranty terms, and follow-up discussion notes. After that review, staff narrowed the decision to two finalists: Hydro Specialties / Badger Meter BEACON Cellular and Mountainland Supply / Sensus Fixed Network. Staff determined that both finalists could satisfy the City's core AMI objectives, but that the Hydro / BEACON architecture is the better long-term fit for Ivins City based on implementation flexibility, staffing realities, and the City's desire to avoid owning and maintaining communications infrastructure. The attached long-form staff report provides the full comparison, decision factors, and implementation considerations. Council members who would like even more detail may also request copies of the full RFP response proposals from Tom Jorgensen.

FINDINGS AND ANALYSIS:

Staff recommends the Hydro / BEACON cellular solution because it offers a simpler and more flexible AMI architecture for Ivins City. The Hydro proposal does not require City-owned AMI towers, collectors, repeaters, base stations, or other fixed-network infrastructure, which reduces capital complexity, site/electrical dependencies, licensing coordination, and long-term maintenance obligations.

Staff also found Hydro's proposal more practical because it allows the City to preserve useful existing Badger assets through retrofit where appropriate, phase deployment in any part of the City from day one, and implement the system at a pace that matches budget and manpower. In addition, BEACON and EyeOnWater provide a strong turnkey utility and customer platform with analytics, alerts, leak monitoring, exports, and customer-facing web/mobile access. Sensus offered meaningful strengths, including on-demand reads, strong local support, and a longer stated full warranty period; however, staff concluded that Hydro's lower infrastructure burden,

stronger phased-deployment flexibility, included customer-facing platform, and overall lifecycle simplicity make it the better fit for Ivins City.

SUPPORT MATERIALS:

- Long-Form Report

FINANCIAL IMPACT:

Both proposals are unit-price based, and final contract values will depend on confirmed meter quantities, implementation phasing, and the City's final decision on retrofit versus full replacement. The cost comparison in the attached long-form report is intended as an apples-to-apples replacement scenario and does not include any savings that may result from retrofitting existing Badger meters. Under that comparison, staff's updated estimate is approximately $1.65 million in total initial cost for the Hydro / BEACON option, with approximately $47,000 in annual service costs, compared to approximately $1.85 million in total initial cost for the Mountainland / Sensus fixed-network option, with approximately $34,000 in annual service costs. While the Sensus annual service amount is lower, staff believes the Hydro cost model is easier to scale and manage because it avoids base-station infrastructure and is better suited to phased implementation. Staff therefore recommends validating final quantities and retrofit opportunities before contract execution, while proceeding with Hydro as the preferred AMI solution.

Respectfully Submitted:

Thomas Jorgensen, P.E., Public Works Director / City Engineer

Content Review:

Chuck Gillette, City Manager