

- 34. Approve Proprietary Source Procurement and authorize the issuance of a Purchase Order for the Purchase of the Upgrade to the Computerized Meter Reading System and Training for Environmental Services Department, with Northrop Grumman Information Technology, San Diego, CA (\$32,200.00).**

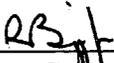
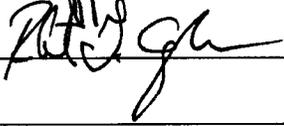
Environmental Services Department utilizes the computerized handheld meter reading system in reading water meters throughout the county. The replacement system will upgrade their handheld units, software and reports. Northrop Grumman Information Technology, San Diego, is the proprietary vendor for the Versaterm Computerized Meter Reading System, confirmation included as part of the backup documents.

Authorization for services by the Contractor under this agreement shall be in the form of written Purchase Orders issued and executed by the County. Environmental Services Department/Water and Sewer Division and Fiscal Services/Purchasing and Contracts Division recommend the Board to approve the Sole Source procurement and authorize the issuance of a Purchase Order.

**SOLE SOURCE / PROPRIETARY SOURCE
PURCHASE DATA SHEET
PURCHASING AND CONTRACTS DIVISION**

SOLE SOURCE

PROPRIETARY SOURCE

Date Submitted: 2-5-04	Requestor: Patti Sessions
Requisition No.:	Dept./Div.: ENV. SRVS. Water/Sewer Billing
Item Description: Computerized meter Reading System	
Your Selected Vendor's Name: Northrop Grumman	
Vendor's address: 3910 Sorrento Valley Blvd. Suite A San Diego, Ca. 92121	
Vendor's Phone & Fax No.: 1-800-884-1326	
Vendor's Contact Person: Dave Willms 1-858-597-8472	
Justification, state why this is the only item which will fulfill your needs:	
We have used this system for about 14 years. It has been a good system very few problems with break downs and their support system has always been there for us. Also their equipment is compatible with our computer system.	
Comment and/or verify if there are other sources of supply that meet this need:	
Vendor #1 Contact:	Phone #
Vendor #2 Contact:	Phone #
Vendor #3 Contact:	Phone #
Attachments:	Yes <input type="checkbox"/> No <input type="checkbox"/>
Requesting Division Head Signature: 	Date: 2-6-04
Requesting Department Head Signature: 	Date: 2/11/04

Reviewing Purchasing and Contracts Staff

Buyer/Contracts Analyst Review:	Date:
Supervisor Review:	Date:

Purchasing Manager - Determination

Comments:	
Approval/Disapproval of:	
Purchasing Manager Signature:	Date:
PO/Contract No.:	Amount: \$

NORTHROP GRUMMAN
Information Technology

Northrop Grumman Corporation
Commercial, State & Local Solutions
3910 Sorrento Valley Boulevard
Suite A
San Diego, CA 92121

March 8, 2004

Mr. Joe Pew
Seminole County Environmental
P.O. Box 8080
Sanford, FL 32772-8080

Re: Sole Source Provider

Dear Mr. Pew,

Northrop Grumman is the sole source provider of the VersaTerm[®] CE hand held computer and RouteManager for Windows software.

If you have any questions, please call at any time.

Sincerely,



Mike Montanari
Technical Sales Manager
858-597-8494

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NORTHROP GRUMMAN
Information Technology

Commercial, State & Local Solutions
3910 Sorrento Valley Blvd., Suite A
San Diego, CA 92121
Ph.: 858-456-6425
Fax: 858-597-3467

March 9, 2004

Seminole County
Environmental Services/Utilities
1101 East First Street
Sanford, FL 32771

Attention: Ms. Patti Sessions

Subject: Quote for Handheld Meter Reading System Upgrade

Northrop Grumman Commercial, State & Local Solutions (CSLS), formerly known as Logicon, a Northrop Grumman Company, is pleased to submit this quote for a meter reading system upgrade in response to your verbal request via Mike Montanari. The system proposed includes eight (8) of our VersaTerm CE handheld computers with meter reading software; two (2) 4-Slot USB ChargerLink loader/charger cradles; Windows 2000/XP RouteManager CE, our meter reading management software package for IBM-compatible PCs; and on-site installation and training.

The VersaTerm CE system proposed herein provides the features, maturity, and ease of use that has evolved from over 25 years of experience in developing handheld systems for data collection, with over 20 years specifically dedicated to meter reading. Northrop Grumman currently has an installed base of over 1,100 cities and utilities who utilize our meter reading products on a daily basis.

Salient features integral to Northrop Grumman's new VersaTerm CE meter reading system are summarized in the following paragraphs:

1. New Ergonomic Rugged Handheld Design: Northrop Grumman's new ergonomic VersaTerm CE handheld was designed specifically for operation in harsh environments such as meter reading. The VersaTerm is waterproof, and will continue to operate while fully submerged. At the same time, if dropped into deep water, the unit will immediately float to the surface for easy retrieval. It will stand repeated drops to a hard surface, and

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will operate over the temperature range of -22° to +130° Fahrenheit. The VersaTerm CE features a large quarter-VGA display and supports both touch screen and keyboard data entry. It far surpasses most, and equals all other meter reading handhelds on today's market for processing speed, memory, programmability, and versatility for future applications.

2. **Application Software:** Northrop Grumman's new meter reading and route management software have been designed for maximum functionality, flexibility, and ease of use. The VersaTerm CE application software provides a wide range of meter reading support functions, including; manual, probe, and radio reading; automatic meter ID look-up; surveys; inspection; user defined function keys and tables; and user-defined data fields and display characteristics. Our Windows RouteManager software for the PC is Windows 2000/XP compatible, and supports a variety of options for route management; management reporting; route splitting; manual or fully automated loading/unloading of the VersaTerms; and many others.
3. **Multiple Applications:** The VersaTerm CE is a true handheld computer utilizing the power of Windows CE 3.0. With additional software, it can be used for many applications other than meter reading. Typical applications might include; work order management, asset inspection, inventory control, GIS/GPS mapping, Radio Frequency (RF) Meter Interface Unit (MIU) programming and testing; and CDPD/CDMA wireless communications. Northrop Grumman can provide off-the-shelf or custom packages for these types of applications, or can provide technical support should the County elect to write its own software. Should the County embark on an eventual migration to AMR, it will be able to recognize continued benefit from this handheld investment by using the VersaTerm CE's for other "paperless" tasks.
4. **"Open-Architecture":** Northrop Grumman's meter reading systems are designed for compatibility with all metering systems. For example, our patented VersaProbe touch reading probe can read the following brands of meters:

ABB Water Meters ScanCoder®, ScanCounter®, DualScan®, MultiScan®, and
 AquaMaster® with encoder output
 Badger Meters with DIALOG® or Touch®
 CICASA ScanPro®
 Equimeter (gas) with TouchRead®
 Fusion (Talisman) Star® and Talisman Low Frequency
 GWFcoder-WM®
 Hersey Touchless® and Translator®
 Hexagram ScanPak® and ScanDisk®
 Invensys (Sensus / Rockwell) TouchRead® and MultiRead® (including ECR-3®)
 Landis & Gyr (electric) with TouchRead®
 Master Meter DIALOG®

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Metre Pro ProLink®
Metron-Farnier with Metron, ProLink® or Hexagram Encoder
Precision Meters with Hexagram or TouchRead®
Schlumberger (Neptune) ARB-1® through ARB-5® (Pin-Type Receptacle)
Schlumberger (Neptune) ARB-6® ProRead® and ProRead AutoDetect®
Schlumberger (Sangamo electric) with Hexagram
Severn Trent SmartMeter® (Fusion Meters SE7000E®)

The VersaProbe has recently been redesigned to improve reading and product reliability, versatility, and maintainability. The new probe can display more data (2 lines by 16 characters), read more meter types (provision for up to 16), store more readings in probe memory (at least 500), and be easily adapted to new touch read technologies. It is nearly 20% lighter than the old probe. Our new wireless RF interface between the VersaProbe and VersaTerm CE handheld, which eliminates the cable interface, is also now available as an additional cost option.

5. Automatic Meter Reading (AMR): Northrop Grumman is a RAMAR business partner and authorized distributor for the RAMAR AMR system. RAMAR specializes in the manufacture of Radio Frequency (RF) transponders that can be installed on all major brands of electronic output (pulse or encoded) water meters, as well as many gas and electric meters. RAMAR has become a premier provider of walk-by and drive-by radio reading systems for the following reasons:
 - a. The RAMAR system was designed specifically for the very harsh environments to which water meters and the associated RF components are subjected.
 - b. It is the only true non-proprietary system on the market, in that it is compatible with all major meter types and several different handhelds.
 - c. It is an extremely cost-competitive system.
- 6 System Interconnect Flexibility: The VersaTerm system can be configured to satisfy many different system operating requirements. Northrop Grumman's 4-Slot ChargerLink data communications and charging cradle, which is the primary communications interface between the PC and VersaTerm, can be configured to operate direct connected, over dial-up or leased telephone lines, or Local/Wide-Area networks. These cradles can be daisy chained together for larger number of handhelds. For smaller operations, we also offer individual VersaTerm Loader/Chargers and Wall Chargers. Wall Chargers are especially convenient if the Meter Readers need to take their handhelds home at night in order to complete a route the next day without first returning to the office.

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7. **Warranty:** Northrop Grumman provides a full one year parts and labor warranty on all hardware and software. The warranty also includes unlimited access to our toll-free Help Desk and free software upgrades.
8. **Service:** Northrop Grumman believes that its business relationship with the County only begins with the installation of the system. We expect to continue to provide the highest level of on-going service and technical support for the life of the system, which is typically expected to be ten or more years.
9. **Stability and Technical Depth:** Northrop Grumman Information Technology (IT), is a premier provider of advanced information technology (IT) solutions, engineering, and business services for government and commercial clients. Headquartered in Herndon, Va., Northrop Grumman IT has more than 22,000 employees and annual revenues of approximately \$4 billion. In addition to meter reading and data collection systems, the Commercial, State & Local Solutions (CSLS) business unit of Northrop Grumman IT provides extensive IT outsourcing services to corporations, state and local governments, and other agencies throughout North America. Northrop Grumman is extremely well positioned to implement this turnkey meter reading system for the County and provide the stability and long-term support the County would expect with this procurement.

Upon notification of contract award, Northrop Grumman is ready to enter into a contract for the services and products offered herein in accordance with Northrop Grumman's General Conditions of Sale (attached). This quote will remain effective for a period of ninety (90) days.

Northrop Grumman very much appreciates its long-term business relationship with the County, and the invitation to submit this upgrade quote. We look forward to an opportunity to continue to serve as the County's meter reading system vendor for many more years. Please contact our Technical Sales Manager, Mr. Mike Montanari at 858-597-8494, or me at 858-597-8472, should you have any questions regarding this quote.

Respectfully yours,



David G. Willms
Director, Utility Systems
Northrop Grumman CSLS



QUOTE TO PROVIDE

**SEMINOLE COUNTY ENVIRONMENTAL SERVICES
SANFORD, FL**

WITH AN

**UPGRADED
HANDHELD METER READING SYSTEM**

SUBMITTED BY:

**NORTHROP GRUMMAN INFORMATION TECHNOLOGY
COMMERCIAL, STATE & LOCAL SOLUTIONS
3910 SORRENTO VALLEY BOULEVARD, SUITE A
SAN DIEGO, CALIFORNIA 92121**

March 9, 2004

Approved By:

David G. Willms
Director, Utility Systems
Northrop Grumman CSLS

ENCLOSURE (1)

METER READING SYSTEM UPGRADE PRICING

QTY	ITEM	PURCHASE PRICE		ANNUAL MAINT.	
		UNIT PRICE	EXT'D PRICE	UNIT MAINT	EXT'D MAINT
8	VersaTerm CE Hand-Held Computer with 32MB RAM and 32MB Flash Memory, Meter Reading Application Software, Wrist Strap, and Shoulder Strap.	\$2,725.00	\$ 21,800.00	\$ 365.00	\$ 2,920.00
1	CL-4M USB ChargerLink Loader/Charger, 4-Slot Master with Power and Data Cables	1,550.00	1,550.00	165.00	165.00
1	CL-4E USB ChargerLink Loader/Charger, 4-Slot Expander with Power and Data Cables	1,500.00	1,500.00	160.00	160.00
1	RouteManager Software License Upgrade for IBM-Compatible PC running Windows 2000/XP	3,440.00	3,440.00	750.00	750.00
1	Embedded Crystal Reports Software License	200.00	200.00	N/A	N/A
1 Set	Operating Manuals & Systems Documentation	N/C	N/C	N/C	N/C
--	Installation and Training (2-days on-site)	3,100.00	3,100.00	N/A	N/A
--	Shipping and Insurance	N/C	N/C	N/A	N/A
SUBTOTAL			\$ 31,590.00		\$ 3,995.00
TRADE-IN ALLOWANCE FOR OLD SYSTEM			\$ -3,385.00		N/A
NET SYSTEM COST			\$ 28,205.00		\$ 3,995.00

ENCLOSURE (1) NOTES:

- (1) Prices quoted shall remain effective for a period of ninety (90) days. Prices do not include state or local taxes.
- (2) Price includes a one year warranty on all quoted products. The warranty period begins at the completion of system installation.

- (3) Following the one-year warranty period, Northrop Grumman offers extended full-service maintenance coverage in accordance with the terms and conditions of its standard software and hardware annual maintenance agreements. Prices for annual maintenance are included in the above table for reference, but maintenance need not be prepaid. We will send a maintenance agreement to the County about ninety days prior to the warranty expiration. The County can decide at that time whether it wants a full-service support agreement on all or part of the system, or whether it prefers to purchase support as needed on a Time and Materials (T&M) basis.

Note: Any time left on your current maintenance agreement at time of upgrade will be credited as an extension of the warranty on your new system.

- (4) Optional accessories for the VersaTerm include:

DESCRIPTION	UNIT PRICE	ANNUAL MAINT
NiMH Battery Back	\$70.00	N/A
Wall Charger	\$35.00	\$4.00
Cigarette Lighter Power Adapter	\$25.00	\$3.00
Alkaline Battery Holder	\$50.00	\$5.00
RS-232 Serial Cable	\$35.00	\$5.00
Hand Strap	\$15.00	N/A
Shoulder Strap	\$15.00	N/A
Holster Carrying Case	\$60.00	N/A
Battery Compartment Door	\$10.00	N/A

- (5) RouteManager uses the widely acclaimed Crystal Reports software for report generation. Since this a commercial off-the-shelf package which we have embedded with our RouteManager software, we are required to charge a separate license fee for use of this software as bid herein.

- (6) Our ChargerLink Loader/Charger cradle uses the high-speed USB serial interface (up to 12Mbps) on your PC rather than the much slower RS-232 interface you are currently using. Whereas your current system might require three to four minutes to load/unload a VersaTerm, the new ChargerLink and VersaTerm CE unit using USB communications can complete the same process in a few seconds.

- (7) The trade-in allowance quoted for your old system in the pricing table was derived as follows:

VT5000	VersaTerm	7 ea @ \$350	\$2,450
CS5000	ChargerLink	2 ea @ \$ 50	\$ 100
CCB/15	Charging/Comm Board	1 ea @ \$150	\$ 150
RouteManager Upgrade Allowance		1 ea @ \$685	<u>\$ 685</u>
		Total Trade-In Allowance:	\$3,385

- (8) The Windows RouteManager CE is designed to operate on the Microsoft Windows 2000 or XP operating systems. It is not supported under Windows 95, 98, or NT.