

CITY OF CAPE CORAL
REQUEST FOR SOLE SOURCE OR SINGLE SOURCE PURCHASE

Requesting Department: Utilities, Collection, Distribution

Vendor Name: Ferguson, Inc

Address: 9350 LAREDO AVE FORT MYERS FL 33905

Phone: 800-456-1488 E-Mail: Andrew.Florance@Ferguson.com

Price: \$ 3,500,000

Description of item to be procured: Purchase and delivery of Residential and Commercial Water Meters.

1.) **Uniqueness of vendor's item/service.** How is this vendor the only vendor uniquely qualified to provide the product or service: _____

Neptune meters is a proprietary system for both touch pads and radio read type meters that include both software and meter reading devices. The proprietary nature of most AMR systems limits our ability to install multiple vendors products

2.) **Market Research.** Describe other, similar sources or products available in the market, if any, and why they are not acceptable: _____

The City of Cape Coral have been contracted with Neptune Meters since 2001 for the purchase and delivery of both touch pad and radio read meters when it was competitively bid

3.) **Proposed Actions.** Describe the actions the department will take to overcome the present barriers to competition for any future acquisition of this product or service:

The City of Cape Coral continues to have a yearly contract.

Department Director's Signature:  Acting for Jeff Pearson 12/24/2024

Approval: Procurement Manager Wanda Roof 1/24/25
(not to exceed \$50,000.00)

Approval: City Manager Lonnie Barron 1/28/25
(not to exceed \$100,000.00)

Council authorization required if exceeding \$100,000.00 Resolution 3-25 Approved on 1/22/25

Section 2-144(c)(2)(a) + Section 2-144(c)(2)(b)



NEPTUNE
TECHNOLOGY GROUP

September 6, 2024

Mr. Steve Perun
City of Cape Coral
1015 Cultural Park Blvd
Cape Coral, FL 33990

Dear Mr. Perun,

Please note that Ferguson Waterworks, Inc., is the sole authorized Neptune Distributor with a resell supply agreement in the State of Florida.

The geographical area of responsibility assigned to them includes all Counties within the State of Florida.

Types: Classes of customers exclusively assigned are: Municipalities, private water companies, contractors, and plumbers.

Hence, our Distributor(s) are required to maintain a sufficient inventory of Neptune Water Metering Products to provide customer field servicing.

Thank you in advance for your cooperation.

Sincerely,

Terry D. Gullett

Terry D. Gullett
Senior Territory Manager
Neptune Technology Group, Inc.