



# REQUEST FOR PROPOSAL NO. 1744 PROFESSIONAL CONSULTANT SERVICES AGREEMENT FOR THE FIBER MANAGEMENT SYSTEM

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## Energy Delivery

Board of Public Utilities  
August 26, 2019

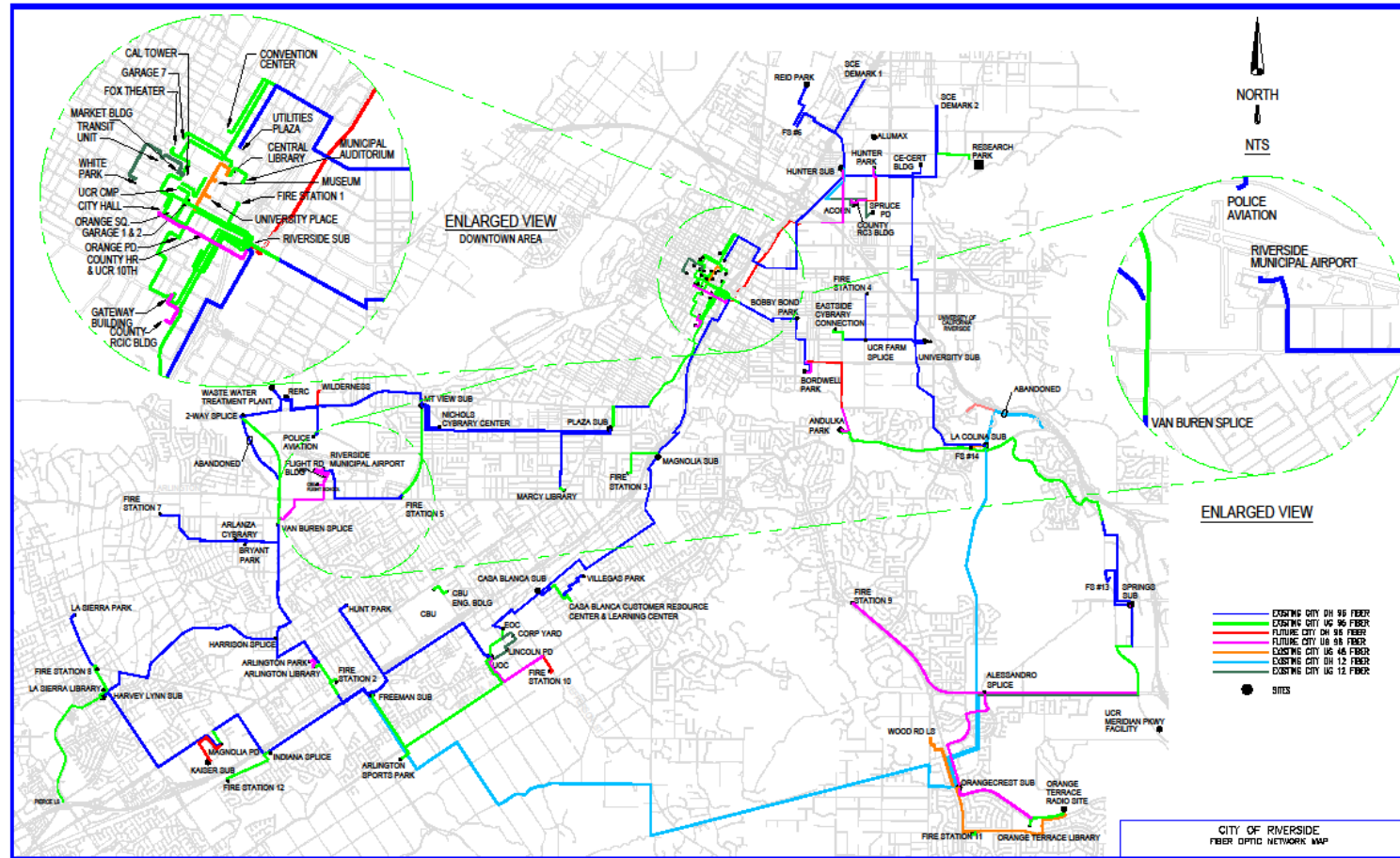
# BACKGROUND

1. RPU owns approximately 122 miles of fiber optic cable
2. The fiber optic network is allocated to connect services for Electric SCADA, Water SCADA, Power Resources, City IT and other external costumers
3. Implementation of new software based on Geographic Information System (GIS) to manage the fiber optic network is needed

# DISCUSSION

1. In October of 2017 RPU published a Request For Proposals (RFP) to hire a firm to provide the software, hardware, and services
2. Enghouse Networks was selected as the most qualified firm for RFP No. 1744
3. Enghouse has the capability and experience to build and customize a GIS based system to manage the RPU fiber optic network

# RPU FIBER OPTIC NETWORK MAP



# ENGHOUSE COMPANY OVERVIEW



A division of  
Enghouse Systems Limited

 Networks

 Interactive

 Transportation

**84**

Established In  
**1984**



**TSX: ENGH**  
Listed on the Toronto  
Stock Exchange



**343 MILLION**

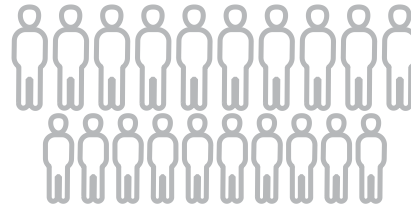
in Revenue  
October 31st, 2018



**\$ 194 MILLION**  
IN CASH

**\$ 2 BILLION**

MARKET CAPITALIZATION



**0%** DEBT

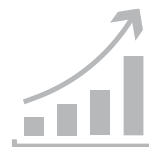


Global Presence

**20+**  
Countries



**1500+**  
Employees



13.6% CAGR  
**Profitable  
GROWTH**

WATER | ENERGY | LIFE



# NETDESIGNER SOFTWARE FEATURES

1. NetDesigner integrates with Fiber, Wireless, Copper & Coax network domains
2. Integrates with visual, schematic, map elements and third-party data
3. Capable of enabling geospatial data analysis and data exchange
4. Consolidate Multiple Network data sources into a single centralized database



# NETDESIGNER SOFTWARE BENEFITS

## 1. Enhance Network Operations

- a) Real-time, out-of-the-box, visual reporting provides information in minutes for network trouble spots, fiber utilization, and capacity bottlenecks

## 2. Maximize Resources & Save Time

- a) Automated Network Design to Analyze RPU Requirements and suggest optimal system design, saving countless manual drafting and engineering hours
- b) RPU can use to conduct Advanced Network Planning to identify areas of network growth

## 3. NetDesigner Publish Information

- a) Leverages the power of web and mobile technologies to share information across between RPU's engineering department and field forces

## 4. Reduce Costly Construction Errors

- a) Combining a centralized, accurate data source with spatial intelligence integrated which can provide a holistic network view enabling the City to significantly reduce errors by identifying the least cost/shortest path for network build out

# COST BREAKDOWN

## Original Bid Cost

| Work Type   | Amount (\$)      |
|---|------------------|
| Production System Software (One License)              | \$90,000         |
| Professional Services to Deploy Software and Training | \$15,000         |
| Annual Technical Support                              | \$18,000         |
| <b>Total</b>  | <b>\$123,000</b> |



# COST BREAKDOWN CONTINUE

## Final Cost Breakdown – Additional IT and RPU added requirements

| Work Type   | Amount (\$)      |
|---|------------------|
| Production System Software (Four Licenses)                | \$124,500        |
| Professional Services to Deploy Software and Training     | \$15,000         |
| Annual Technical Support                                  | \$24,900         |
| Test Bed for Production System Software                   | \$43,050         |
| Professional Services to Deploy Test Bed Software         | \$3,000          |
| Annual Technical Support for Test Bed System              | \$11,800         |
| Professional Services for Database Creation and Migration | \$112,500        |
| <b>Total</b>  | <b>\$334,750</b> |

# PROJECT AND FISCAL BREAKDOWN

| Project and Fiscal Breakdown                 |                               |                       |
|--|-------------------------------|-----------------------|
| Work Type:                                   | Performed By:                 | Amount (\$)           |
| Project Management and Engineering           | RPU                           | \$231,775             |
| Software Licensing and Professional Services | EngHouse Network, LLC         | \$334,750             |
| Software Administration and Management       | Innovation & Technology Dept. | \$50,000              |
| Contingency (10% of Agreement)               |                               | \$33,475              |
| <b>Work Order Total:</b>                     |                               | <b>\$650,000</b>      |
| <b>Anticipated Start Date:</b>               |                               | <b>September 2019</b> |
| <b>Anticipated Completion Date:</b>          |                               | <b>September 2020</b> |

# RECOMMENDATIONS

That the Riverside Public Utilities Board:

1. Reject as non-responsive the proposal submitted by SSP Innovations, LLC of Centennial, Colorado, for the Fiber Management System Software and Professional Services;
2. Approve a Professional Services Agreement in response to Request for Proposal No. 1744 for the Fiber Management System Software and Professional Services with EngHouse Networks, LLC, of Markham, Ontario, Canada, for a three year term, in the amount of \$334,750;
3. Authorize the City Manager, or designee, to execute the Professional Consultant Services Agreement, including making minor and non-substantive changes; and
4. Approve Work Order No. 1711020 for a total capital expenditure of \$650,000 for the Fiber Management System Software and Professional Services Project