

Maria G. Marino, Mayor  
Sara Baxter, Vice Mayor  
Gregg K. Weiss  
Joel Flores  
Marci Woodward  
Maria Sachs  
Bobby Powell, Jr.



Verdenia C. Baker

Procurement Department  
[www.pbcgov.org/purchasing](http://www.pbcgov.org/purchasing)

## NOTICE OF SOLE SOURCE PROCUREMENT

Dated: February 5, 2025

PALM BEACH COUNTY PROCUREMENT DEPARTMENT  
50 SOUTH MILITARY TRAIL, SUITE 110  
WEST PALM BEACH, FLORIDA 33415-3199

TITLE: SENSUS

BUYER: JONATHAN SILVA

This Notice is issued in accordance with the applicable procurement ordinance, Section 2-54 (f)(2) and policies, to inform the public of the decision to proceed with a Sole Source Procurement process for the acquisition of the following goods/services:

### General description of Goods/Services

Description	Sensus is the sole manufacturer of Sensus products, including new products, AMR/AMI systems, Logic/Metersense software, RNI Hardware, OEM repair/replacement parts, and warranty parts to be used and work in conjunction with existing Sensus metering equipment. AMI meters are designed to be remotely read, without this process, meters will need to be manually read. In order to complete the process of reading the AMI meters remotely, the Logic/Sense software is required. The Sensus metering equipment/products are programmed to manage meter reading, network utilization, and data storage, as it relates to the Utility customer billing process, as required by Water Utilities.
Estimated Quantity	N/A
Estimated Value	\$376,695
Contract Duration	1 Year

Any objections to this sole source procurement must be submitted in writing to the procurement office by February 18, 2025. If no objections are received by the deadline, the procurement process will proceed as planned.

*POSTING PERIOD 2/5/25 - 2/20/25*

For any inquiries or further clarification, please contact:

**Contact Name:** JONATHAN SILVA

**Phone Number:** 561-616-6808

**General Email Address:** PUR-Procure-Solicit@pbc.gov

This notice is issued in compliance with applicable procurement laws, regulations, and procedures.



MELODY THELWELL, PROCUREMENT DIRECTOR



SIGNATURE / DATE

637 Davis Drive  
Suite 400  
Morrisville, NC 27560 USA



January 25th, 2025

Attn: Vernetha Green  
Utility Services Coordinator  
Palm Beach County Water Utilities  
8100 Forest Hill Blvd  
West Palm Beach, FL 33413

**Subject: Sole Authorized Distributor of Sensus Products and Services, Florida**

Re: Sensus, North American Product Distribution

Ms. Green,

Sensus is the sole manufacturer, developer, and provider of its products, services, & software. Core & Main is the sole authorized & certified distributor within the state of Florida for the purchase of new products, OEM repair parts, calibration services, repairs, maintenance programs, and the implementation and configuration of the meter read collection equipment and software as well as provide field level services to install and configure the Sensus meters and transmitters. This includes all Water metrology, AMR/AMI systems, MDM software with RNI hardware, services, and all associated equipment, repair and warranty parts.

No other representative can sell products, provide repair/replacements parts, maintenance, field services, training, and technical support for Sensus in the state of Florida.

Your Core & Main contact is:

Mick Clark  
1101 W 17<sup>th</sup> Street  
West Palm Beach, FL 33404  
[Mick.clark@coreandmain.com](mailto:Mick.clark@coreandmain.com)  
(954) 275-4547

Thank you for your business and we look forward to continuing to provide you with superior Sensus products and customer service. Please feel free to contact Mark Costello at [mark.costello@xylem.com](mailto:mark.costello@xylem.com) regarding product inquiries or any other Sensus related questions.

Sincerely,

A handwritten signature in blue ink, appearing to read "M. Newton".

Mark Newton  
Vice President, Sensus North America Water