

City of Laredo

City Council

Meeting Date: 4/20/2026

Consent Agenda 58.

SUBJECT

Consideration to select and negotiate RFQ 2026-049 professional consulting services contract with the top scoring vendor E-Source Companies LLC, Boulder, CO for utility billing modernization for the Advanced Metering Infrastructure/Automated Meter Reading System and Customer Information System (CIS) Solution. The AMI and AMR metering strategy, review suitability and compatibility, recommended customer information system and implementation oversight will produce a clear migration roadmap and present the best solution for the Utilities Department to advance its metering modernization and digital water transformation. The term of this contract shall not exceed a period of twenty-four months beginning as of the date of its execution. There is no financial impact at this time.

PREVIOUS COUNCIL ACTION

None

BACKGROUND

The City received ten (10) proposals through Cit-E-Bid. The City of Laredo Utilities Department issued a Request for Qualifications (RFQ) for professional consulting services to conduct an assessment study for the proposed AMI/AMR System and CIS System. The RFQ was publicly advertised and posted in accordance with the City's procurement policies.

In determining the best value for the City of Laredo the following factors shall be considered in accordance with the corresponding weights, in evaluating the proposals:

Criteria	Max Points
Full Cycle CIS Implementation Oversight Experience.	30
AMI or AMR and Meter Program Experience, Including Meter Replacement Strategy.	20
Proposed Approach and Work Plan.	20
Key Personnel Qualifications and Availability.	15
References and Past Performance.	15
	100

VIVA LAREDO PLAN ALIGNMENT

Alignment Rating: Moderate - Indirectly supports or contributes to the intent of a verbatim goal or policy from the Viva Laredo Plan.

Supporting goal(s)/policy(ies): Here are relevant excerpts from the Viva Laredo Plan that connect to the agenda item:

- “Laredo is looking to the future with a resolve to diversify its economy, increase employment opportunities, celebrate its history and unique culture, improve the health of its residents, improve affordability, and upgrade its quality of life.”

Relevance: The infrastructure modernization of utilities supports “upgrade its quality of life” and can facilitate economic diversification by improving a foundational service.

- In the Able City summary: “...The working group focused on the following areas: ... Infrastructure; Environmental and Natural Resources Education; Technology and Communications...” Able City Relevance: The agenda item deals with technology (Advanced Metering Infrastructure) and infrastructure (utilities), aligning with the “Infrastructure ... Technology and Communications” focus.

- From the Plan & Policy Review summary: “The city’s comprehensive plan provides the basis for public policy in Laredo regarding physical and economic development. Viva Laredo establishes priorities for public-sector action...” visionzerowebblaredo.com+1

Relevance: The agenda item is about a public sector action (utility system modernization) that is consistent with establishing priorities in the City plan.

Note: I was unable to locate a verbatim goal or policy statement that explicitly mentions utility metering infrastructure, CIS systems, or digital water transformation in the publicly accessible segments of the Viva Laredo Plan. Therefore, the above links are to broader vision statements and focus areas rather than specific numbered policies.

Summary of alignment: The agenda item proposes awarding a professional consulting services contract to perform an assessment study for modernizing the utilities department’s metering infrastructure (AMI/AMR) and customer information system (CIS). This study aims to produce a migration roadmap and recommend the best solution to advance digital water transformation, which inherently improves system efficiency, data transparency, operational performance, and potentially customer service and affordability over time.

This aligns moderately with the Viva Laredo plan because:

- It contributes to upgrading the City’s infrastructure and technology systems, thereby advancing the Plan’s vision of improving quality of life, leveraging infrastructure/technology, and supporting public-sector modernization.

- It is a forward-looking investment in utilities that underpins the long-term sustainability and efficiency of services, which is in line with the Plan’s focus on infrastructure and technology

- However, because the Plan does not state a specific policy that mentions advanced metering, digital CIS systems, or utility metering modernization by name, the alignment is indirect rather than “Strong-Directly supports a clearly stated and verbatim goal or policy.”

In broader planning themes: This initiative intersects with sustainability (through efficient utility operations and potential water loss reduction), equity (modern metering systems can support fairer billing and transparency), and economic development (reliable utilities are foundational for

growth and business attraction). It also touches on service modernization/innovation which is increasingly relevant for municipal governance.

Given the evidence, the selected level of alignment - Moderate - is justified

Vendor	Score
E-Source Companies	1
GHD	2
Atlas Design Services	3

COMMITTEE RECOMMENDATION

None

STAFF RECOMMENDATION

It is recommended that the contract be awarded.

Fiscal Impact

Fiscal Year:	2026
Budgeted Y/N?:	Yes
Source of Funds:	2024 Water Revenue Bond
Account #:	557-9884-535-9301 Project ID: WP2515
Change Order: Exceeds 25% Y/N:	No

FINANCIAL IMPACT:

None

Margarita Ayala Javier Montemayor Patricia Soto Average & Final Scores	Atlas Design Services	Avero Advisors	Berry Dunn
	92.00	62.00	86.00
	52.00	42.00	48.00
	88.00	70.00	75.00
	77.33	58.00	69.67
Margarita Ayala Javier Montemayor Patricia Soto Average & Final Scores	Blacj & Veatch Corp.	Brio Consulting	Critical River
	77.00	85.00	41.00
	52.00	44.00	40.00
	89.00	80.00	52.00
	72.67	69.67	44.33
Margarita Ayala Javier Montemayor Patricia Soto Average & Final Scores	E-Source Companies	ESC Partners	GHID
	99.00	56.00	97.00
	85.00	49.00	78.00
	90.00	67.00	88.00
	91.33	57.33	87.67
Margarita Ayala Javier Montemayor Patricia Soto Average & Final Scores	Utility Solution Partners		
	97.00		
	48.00		
	80.00		
	75.00		