

City of Sacramento
City Council - 2PM Report
915 I Street Sacramento, CA 95814
www.cityofsacramento.org

File ID: 2026-00804

4/28/2026

**[Contract Amendment] Automated Meter Infrastructure (AMI) Hardware, Software and Support
[Published for 10-Day Review 04/17/2026]**

File ID: 2026-00804

Location: Citywide

Recommendation: Pass a **Motion** authorizing the City Manager or designee to execute Contract Amendment No. 1 to City Agreement PRC002257 with Badger Meter for Automated Meter Infrastructure (AMI) Gateway, Gateway Hardware, and Cellular Endpoints, for an amount not to exceed \$5,000,000, bringing the agreement's total not-to-exceed amount to \$7,301,978.

Contact: Deanne Neighbours, Logistics Manager, (916) 808-3536, dneighbours@cityofsacramento.org; David Herrmann, Water Division Manager, (916) 808-6096, dherrmann@cityofsacramento.org; Dalia Fadl, Director, (916) 808-3765, dfadl@cityofsacramento.org; Department of Utilities

Presenter: None

Attachments:

- 1-Description/Analysis
- 2-Contract Amendment

Description/Analysis

Issue Detail: In 2009, the City Council approved several related agreements to implement the Water Meter Reading Automation (WMRA) Project and begin installing Automated Meter Infrastructure (AMI) on the City's water meters. In 2013, City Council approved a Software License agreement (City Agreement No. 2013-1151) with Badger Meter for the operation and ongoing support of the Badger Meter AMI system. City Council has approved various agreements for continued support of AMI Hardware, Software and Support. Much of the existing AMI infrastructure has been in place in some areas for 10 to 20 years. The infrastructure is reaching end of life and requires repairs or replacement.

Staff is recommending approval of the contract amendment to the current agreement for AMI Hardware, Software and Support under the AMA Managed Solution Master Agreement (PRC002257) to consolidate all DOU purchases from Badger Meter, Inc. This will allow for one agreement for the

operation and ongoing support of the Badger Meter AMI system.

Policy Considerations: City Council approval is required for contract amendments of \$250,000 or more per City Code 3.56.090.

The Sacramento City Code Section 4.04.020 and the City Council Rules of Procedure (Chapter 7 Section E.2.d) mandate that unless waived by a two-thirds vote of the City Council, all labor agreements, and all agreements greater than \$1,000,000 shall be made available to the public at least 10 days prior to City Council action.

Economic Impacts: None.

Environmental Considerations: The Community Development Department, Environmental Services Manager has determined that the proposed activity is not a project pursuant to the California Environmental Quality Act (CEQA). CEQA Guidelines Section 15378(b). The activity is a continuing administrative or maintenance activity, such as the purchase of supplies, and is not subject to CEQA. CEQA Guidelines Section 15060(c)(3). Activities that may occur following the contract amendment would be exempt from CEQA pursuant to CEQA Guidelines Sections 15301 (Existing Facilities) and 15302 (Replacement or Reconstruction).

Sustainability: The proposed contracts are consistent with the 2040 General Plan PFS-3.1 for continuing to provide reliable water, wastewater, and stormwater drainage utility services.

Commission/Committee Action: Not applicable.

Rationale for Recommendation: On June 27, 2023, City Council approved City Agreement PRC002257 with Badger Meter for a 5 year, 2 month term with an amount not to exceed \$2,301,978. DOU utilizes Badger Meter products and services to support the infrastructure and software currently in place to effectively monitor the AMI system. This contract amendment will allow DOU to address failing end points, gateways and other infrastructure which is reaching end of life and requires repairs or replacement as much of the existing AMI infrastructure has been in place in some areas for 10 to 20 years. The City is currently satisfied with the performance of Badger Meter, Inc. under its current contract and would like to continue the working relationship. The contract amendment will allow DOU to consolidate hardware, software, and support under one master agreement to support repairs and replacement of AMI infrastructure.

Financial Considerations: Sufficient funding is available within Fiscal Year (FY)2025/26 DOU Operating Budget of \$1,600,000 for anticipated needs during this fiscal year of the agreement. Funding for future fiscal years shall be subject to funding availability in the adopted budgets for the applicable fiscal year in an amount not to exceed \$7,301,978 over the term of the agreement. Purchase orders encumbering funds under this agreement will not be created until needs and funding

are identified in the applicable budget (operating, capital, multi-operating, or grants).

There are no General Funds allocated or planned for this project.

Local Business Enterprise (LBE): Badger Meter is not an LBE. The minimum LBE participation requirement was previously waived as the City suspended competitive bidding and utilized an alternative procurement method to select a vendor.

CONTRACT #: PRC002257-01
CONTRACT NAME: BADGER METER BEACON AMA MANAGED
SOLUTION MASTER AGREEMENT
AGREEMENT TERM: 7/1/2023 – 8/30/2028
AUTHORIZED RENEWALS: None
DEPARTMENT/DIVISION: DOU / Engineering & Water Resources

PROJECT: N/A
NOT-TO-EXCEED AMOUNT: \$7,301,978
SOLICITATION: Suspension of bidding
LBE (Y/N): No
COUNCIL FILE ID: 2026-00804

CITY OF SACRAMENTO

**CONTRACT AMENDMENT
COOPERATIVE/PIGGYBACK AGREEMENT
CHANGE IN SCOPE AND NOT-TO-EXCEED AMOUNT**

The City of Sacramento ("City") and **Badger Meter, Inc.** ("Contractor"), as parties to that certain Cooperative/Piggybacking Agreement designated as Contract Number **PRC002257**, including any and all prior amendments modifying the contract (the contract and all amendments are hereafter collectively referred to as the "Contract"), hereby amend the Contract as follows:

1. The time of performance of the agreement is unchanged. Exhibit 1 of the Agreement is amended to allow for the additional purchase of certain equipment and parts at the unit prices stated on Quote No. 3833130 attached hereto as Attachment 1 to Exhibit 1.
2. The pricing stated in Attachment 1 to Exhibit 1 is effective through the term of the Agreement.
3. All terms and conditions for the purchase of equipment, parts, accessories, service, support, repairs, warranty, and training shall be governed by Badger Meter's Sales Terms and Conditions located on its website. All terms and conditions related to the BEACON SaaS offering are governed by the BEACON Master Agreement and remain unchanged.
4. The maximum not-to-exceed amount that is specified in the Contract for payment of Contractor's fees and expenses is **increased** by **\$5,000,000**, and the Contract's maximum not-to-exceed amount is amended as follows:

Contract's original not-to-exceed amount:	<u>\$2,301,977.68</u>
Net change by previous amendments:	<u>\$0.00</u>
Not-to-exceed amount prior to this amendment:	<u>\$2,301,977.68</u>
Increase by this amendment:	<u>\$5,000,000.00</u>
New not-to exceed amount including all amendments:	<u>\$7,301,977.68</u>

5. Contractor agrees that the amount specified in section 2 above shall fully compensate Contractor under the Contract, as modified by this amendment, including any and all direct and indirect costs that may be incurred by Contractor in connection with such additional and/or revised services, and costs associated with any changes and/or delays in schedules or in the delivery of other services by Contractor.
6. Contractor warrants and represents that the person or persons executing this contract amendment on behalf of Contractor is duly authorized by Contractor to sign this amendment and bind Contractor to the terms hereof.
7. Except as specifically revised herein, all terms and conditions of the Contract shall remain in full force and effect, and Contractor shall perform as required under the Contract, as modified by this amendment.

[SIGNATURES ON FOLLOWING PAGE]

Badger Meter Inc.
4545 W Brown Deer Road Milwaukee WI 53223
PO Box 245036 Milwaukee WI 53224-9536

To **Customer ID 00042182**
CITY OF SACRAMENTO
AP PROCESSING CENTER
915 I STREET 4TH FLOOR
SACRAMENTO
California , 958142608

Sacramento

Revised Date:
Pricing Effective Dates: 12-08-2025 - 12-31-2026

Salesperson	Proposal Subject	Shipping Terms / INCO Terms	Payment Terms
007435 DAN GILLIAM	revised - QUOTE - City of Sacramento- endpoint and parts quote	PREPAY/NO CHARGE FCA FACTORY	NET 30 DAYS

Line #	Description	Qty	Unit Net Price USD	Line Totals USD
1	BMI Part No.: 100-5385 Customer Part: SAC0089614 - SHIPMENT 4 Cat String: E4-4E-BA-AG-NDAA-B0A Description: EP Only, For Enc, ORION SE Trad, Thru Ld Instl Kit, Nicor-2 FT, Grnd/ Ocean-Pause, BMI STD, 24 PACK, 2025/2026	1	108.95	108.95
2	BMI Part No.: 100-5385 Customer Part: SAC0089614 - SHIPMENT 4 Cat String: E4-4E-BA-AG-NDAA-B0A Description: EP Only, For Enc, ORION SE Trad, Thru Ld Instl Kit, Nicor-2 FT, Grnd/ Ocean-Pause, BMI STD, 24 PACK, 2026/2027	1	108.95	108.95
3	BMI Part No.: 100-5385 Customer Part: SAC0089614 - SHIPMENT 4 Cat String: E4-4E-BA-AG-NDAA-B0A Description: EP Only, For Enc, ORION SE Trad, Thru Ld Instl Kit, Nicor-2 FT, Grnd/ Ocean-Pause, BMI STD, 24 PACK, 2027/2028	1	114.50	114.50
4	BMI Part No.: 116-3616 Cat String: MB-TC-XX-XX Description: Mobile Data Collect, Tablet Only, 2025/2026	1	7,500.00	7,500.00
5	BMI Part No.: 116-3616 Cat String: MB-TC-XX-XX Description: Mobile Data Collect, Tablet Only, 2026/2027	1	7,500.00	7,500.00
6		1	7,874.75	7,874.75

Thank you for your business!

Estimated ship dates subject to change based upon component availability, as a result of global supply chain constraints, or credit review.
This acknowledgment is made subject to the terms & conditions found on our web-site: <https://www.badgermeter.com/terms-and-conditions>.
Terms and conditions related to service units, training, and professional services can be found here: <https://badgermeter.com/service-units-terms-and-conditions>

Line #	Description	Qty	Unit Net Price USD	Line Totals USD
	BMI Part No.: 116-3616 Cat String: MB-TC-XX-XX Description: Mobile Data Collect, Tablet Only, 2027/2028			

Subtotal - USD	23,207.15
Total Price - USD	23,207.15

Notes and Assumptions

Apply parts discount of 12%

Item on quote are subject to the same Price increase as product on current contract.

If applicable, sales tax and freight, if included on the proposal, is an estimate and will be recalculated based on rates and tax status in effect at the time of invoicing.

To expedite the order entry process, please ensure the following is noted on your purchase order: billing address, shipping address, purchase order number, quantity, price, payment terms, quotation number, and the vendor is listed as Badger Meter, Inc.

Please send all purchase orders to the contact that prepared this quotation for you.

Actual lead time to be provided at time of order.

Thank you for your business!

Estimated ship dates subject to change based upon component availability, as a result of global supply chain constraints, or credit review.
This acknowledgment is made subject to the terms & conditions found on our web-site: <https://www.badgermeter.com/terms-and-conditions>.
Terms and conditions related to service units, training, and professional services can be found here: <https://badgermeter.com/service-units-terms-and-conditions>

SIGNATURES

The parties have signed this Contract, effective as of the day and year first stated above.

CONTRACTOR

Under penalty of perjury, I certify that the information provided here is correct.

Signature: *Shauna Griffin*

Title: Senior Director, Sales

Additional Signature (if required):

Title:

CITY OF SACRAMENTO

A Municipal Corporation

APPROVED AS TO FORM:

Signature: *Michael Voss*

Title: Senior Deputy City Attorney

Reviewed By:

Signature:

Title:

Approved By:

Signature:

Title:

Additional Signature (if required):

Title: