

## Appendix 5 - General Offeror Qualifications

### I. MINIMUM REQUIRED EXPERIENCE

#### 1 References

1.1 The Offeror shall provide three (3) references in the past ten (10) years from North America where Offeror has implemented or is currently implementing the requested End Point Installation (EPI) solutions and services for water meter installations and AMI communication module installations for utilities of at least 50,000 water metered customers, each. For each reference, provide the following information. These references should not exceed five (5) pages in total.

1.1.1 Client Name.

1.1.2 Client location (city & state).

1.1.3 Number of metered water connections.

1.1.4 Number of static water meters deployed.

1.1.5 Type, manufacturer and brand of static water meters deployed.

1.1.6 Number of mechanical/positive displacement water meters deployed.

1.1.7 Type, manufacturer and brand of mechanical/positive displacement water meter deployed.

1.1.8 Number of water meters retrofitted with AMI communications module.

1.1.9 Name and model number of AMI communications module deployed.

1.1.10 Start date and duration of project.

1.1.11 Offeror's role in project.

1.1.12 Valid point of client contact (name, phone number & e-mail address.)

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1.2 In addition to 1.1, the Offeror shall provide one (1) reference in the past five (5) years from North America where the Offeror has implemented the requested End Point Installation (EPI) solutions and services for a combined electric, and/or gas, and/or water meters and AMI communications module installations for a utility of at least 150,000 combined electric and/or gas and/or water metered customers. For each reference, provide the following information. This reference should not exceed two (2) pages in total.

1.2.1 Client Name.

1.2.2 Client location (city & state).

1.2.3 Number of metered water connections.

1.2.4 Number of static water meters deployed.

1.2.5 Type, manufacturer and brand of static water meters deployed.

1.2.6 Number of mechanical/positive displacement water meters deployed.

1.2.7 Type, manufacturer and brand of mechanical/positive displacement water meter deployed.

1.2.8 Number of water meters retrofitted with AMI communications module.

1.2.9 Name and model number of water AMI communications module deployed.

1.2.10 Number of metered gas connections.

1.2.11 Number of gas meters retrofitted with AMI communications module.

1.2.12 Name and Model of gas AMI communications module deployed.

1.2.13 Number of electric meters deployed.

1.2.14 Name of electric AMI solution deployed.

1.2.15 Start date and duration of project.

1.2.16 Offeror's role in project.

1.2.17 Valid point of client contact (name, phone number & e-mail address.)

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### 2. WORK ORDER MANAGEMENT SYSTEM

- 2.1 The Offeror shall have an operational, software-based Work Order Management System (WOMS), inclusive of fully integrated handheld-based field tools, that can be readily integrated to SAWS' Information Systems to manage the meter installation and module installation process. Offeror's response shall include at a minimum:
- 2.2 A summary of Offeror's proposed WOMS that Offeror intends to implement at SAWS. Special emphasis on workflow and data quality checks and balances proposed for SAWS shall be illustrated. A maximum of four (4) pages is allowed.
- 2.3 A list of references from North America, in the past 5 years, where Offeror has implemented and utilized the proposed WOMS to successfully manage and implement Offeror's contracted meter and AMI communications module installation work.

### 3. QUALITY MANAGEMENT AND QUALITY AUDIT PROGRAM

The Offeror shall have a detailed and documented Quality Management and Quality Audit Program. Offeror's response shall include at a minimum:

- 3.1 Provide a copy of Offeror's minimum Quality and Audit Program that Offeror intends to apply for SAWS.
- 3.2 Illustrate additional quality and audit metrics and recommendations that Offeror proposes to assure how Offeror will achieve the highest level of quality and minimum errors to SAWS and its customers. A maximum of two (2) pages is allowed.

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### II BACKGROUND, EXPERIENCE AND PAST PERFORMANCE

#### 1 RESUMES

Resumes of project team proposed to SAWS (see requirement 2.1.3 in the EPI SOW and Specifications document).

#### 2 General Solution/Services Discussion

SAWS understands that it is important to provide the Offeror with the ability to tell its story in an unconstructed fashion to ensure that the Offeror can communicate key issues and ideas that may not be easily communicated within the rigid confines of the questions of this RFCSP. The Offeror is encouraged to provide SAWS with a concise and comprehensive overview of its End Point Installation services, focusing on its ability to leverage its services to successfully support SAWS in the SAWS ConnectH2O project. The Offeror's response to this section shall use no more than four (4) pages. The Offeror should not waste this space with sales or marketing materials but remain focused on why it should be chosen to assist SAWS.

2.1 The Offeror shall provide a summary of no more than one (1) page detailing the unique qualifications of each sub-consultant or subcontractor proposed.

2.2 The Offeror shall provide a summary of no more than one (1) page detailing experience with Infor systems.

#### 3 General Offeror Qualifications - Legal and Financial.

The Offerors response to this section shall not exceed five (5) pages with the exception of the audited annual financial statement and quarterly financial statements which should be provided as separate attachments to the proposal.

3.1 The Offeror shall provide an organizational chart showing the owner(s) and any direct and indirect subsidiaries of the contracting party, indicating the percentage(s) of ownership for each.

3.2 The Offeror shall list all affiliates of the contracting entity including subsidiaries, parent company (is), and all other subsidiaries of the parent company (is). An entity is a parent if it directly (or through intermediate entities) owns or controls of at least 10% of the stock (or analogous voting interests) of another company. An entity is a subsidiary if it has one or more parents.

3.3 The Offeror being proposed to enter into the Contract shall provide a copy of its audited annual financial statement for the most recently completed fiscal year and the most recent quarterly financial statements available at the time of submission of this response.

3.3.1 In order to supplement the financial strength of the entity being proposed to enter into the Contract, the Offeror may, but is not required to, propose a guarantor who guarantee the Offeror's obligations under the Contract through a separately executed guarantee agreement in favor of SAWS. Only the financial information of (1) the entity being proposed to enter into

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the Contract, and (2) a guarantor, if proposed, will be considered in the financial evaluation of the Proposal.

- 3.4 The Offeror with any sub-contractor where the value of the sub-contract is more than 25% of the total Offeror contract value, shall provide a copy of the sub-contractor's audited annual financial statement for the most recently completed fiscal year and the most recent quarterly financial statements available at the time of submission of this response.
- 3.5 The Offeror shall list all major investments in the last two (2) years relative to asset acquisition, capital infrastructure upgrades, etc., as it relates to the scope of this RFCSP.
- 3.6 The Offeror shall state its Company's relevant assets (in dollar value) as they relate to the scope of this RFCSP.
- 3.7 The Offeror shall provide its most current financial ratings from Moody's, S&P, Dun & Bradstreet, or other such rating agencies. Please identify any changes in ratings in the last two (2) years, providing explanations for any changes.
- 3.8 The Offeror shall describe how it anticipates meeting the financial obligations and resource requirements of this project, including access to short-term unsecured indebtedness.

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### 4 Safety.

The Offeror shall have a detailed and documented Safety Management Program. Offeror's response shall include at a minimum:

- 4.1. A copy of its minimum Safety Management Program that Offeror intends to incorporate for the execution of the End Point Installation Services.
- 4.2. Supply Total Recordable Incident Rate (TRIR) information for each year [poor, average, good] for calendar years 2018 to 2022, plus current 2023 statistics, including backup documentation.
- 4.3. Supply the company's Experience Modification Rate (EMR) for the past three (3) years, including backup documentation.
- 4.4. List any fatalities in the company's safety history of the prime Offeror.
- 4.5. Offeror shall provide the above information in the matrix provided below.

Company Name(s)	TRIR	TRIR	TRIR	TRIR	TRIR	EMR	EMR	EMR	Fatalities
	2022	2021	2020	2019	2018	2022	2021	2020	
Prime Contractor									
Key Subcontractor									
Key Subcontractor									
Key Subcontractor									