

002610

BAY AREA WATER SUPPLY AND CONSERVATION AGENCY
PARTICIPATION AGREEMENT FOR THE WATER LOSS MANAGEMENT PROGRAM

JANUARY 1, 2019 TO DECEMBER 31, 2019

The Bay Area Water Supply and Conservation Agency (BAWSCA) administers a Water Loss Management (Program), under which Water Systems Optimization, Inc. (Contractor) supports participating BAWSCA agencies in reducing water losses to an economically optimized level and in complying with water loss requirements implemented by the State of California.

BAWSCA has entered into a professional services agreement (PSA) with Contractor, attached hereto as Attachment 1 (the PSA). Program details are provided in the Exhibit B of the PSA.

The respective roles and responsibilities of BAWSCA and each Participating Agency are outlined below:

BAWSCA's Roles and Responsibilities:

1. Overall Program management and coordination.
2. Coordinate Regional Water Loss Control Work Group.
3. Maintain program bill and budget information.

Participating Agency's Roles and Responsibilities:

1. Agreement to Program Scope of Work (Exhibit B of the PSA).
2. Provide data and respond to Contractor inquiries to complete selected Program tasks to Contractor in a timely manner.
3. Cooperate with BAWSCA in the administration of the Program.

Participating agencies may be required to pre-pay BAWSCA a deposit of 100% of the maximum program cost shown in line 9 of the table on page 2. BAWSCA will determine whether the deposit account will be required upon receipt of the applications and will notify the Participating Agencies of its determination. If a deposit is required, BAWSCA will invoice individual Participating Agencies for the full deposit amount. Participating Agencies can add funds to their deposit account at any time during the Program period. Each Participating Agency's funds will be separately accounted for and the interest tracked individually. The deposit account will be used by BAWSCA to pay Contractor for the Program implementation costs monthly. On a monthly basis, BAWSCA will invoice each Participating Agency for its Program costs, detailing use of the deposit account, and identifying the remaining budget balance. At the end of the fiscal year, each Participating Agency will have the option of receiving a check for any remaining balance in the deposit account or applying the remaining balance to participation in next year's Program.

Each Participating Agency may terminate participation in the Program or revise its participation level upon 30 days written notice to BAWSCA. Participating Agencies electing to terminate their participation will be responsible for all costs related to the Participating Agencies' participation in the Program up to the effective date of termination.

***Prior to finalizing this Application, Agency Representative should contact Kate Gasner, representing the Contractor team, to review requested program details to ensure program success. Contact Kate at kate.gasner@wso.us or 415-533-0419.**

1. *NAME OF AGENCY:*
City of Menlo Park

3. *PHONE:*
650-330-6745

2. *CONTACT PERSON*:*

Pam Lowe

4. *E-MAIL:*

phlowe@menlopark.org

Program Item	Subtask	Unit Cost x Quantity	Total Cost
1. Program Management	<input type="checkbox"/> 1.a Ongoing Administration	\$365 x 2 # of subtasks selected from 2.a, 2.c, 2.d, 2.e, 4.a, 4.b, 6.b	\$365
	<input type="checkbox"/> 1.b Monthly Status & Budget Updates	\$730	\$730
2. Water Audits & Data Sources	<input type="checkbox"/> 2.a Water Audit Compilation	\$7,600	\$7,600
	<input type="checkbox"/> 2.b Source Meter Volumetric Accuracy Testing	\$4020 x ____ # of tested meters	NA
	<input type="checkbox"/> 2.c Billing Data Chain Assessment	\$9,960	NA
	<input type="checkbox"/> 2.d Field Pressure Survey	determined upon discussion with Contractor about system setup (starts at \$10K and scales to size of survey)	NA
	<input type="checkbox"/> 2.e Water Audit Miscellaneous Support	determined upon discussion with Contractor about audit support needs (rates in Table 1 below)	NA
3. Level 1 Validation	<input type="checkbox"/> 3.a Level 1 Validation	\$2500	\$2,500
4. Component Analysis	<input type="checkbox"/> 4.a Real Losses Component Analysis	determined upon discussion with Contractor about repair data (between \$8K and \$15K given extent and readiness of repair data)	NA
	<input type="checkbox"/> 4.b Apparent Losses Component Analysis	\$7,600 4.b required if conducting Task 5, meter accuracy testing	NA
5. Meter Accuracy Testing	<input type="checkbox"/> 5.a Customer Meter Accuracy Testing	TBD	NA
6. Comprehensive Leak Detection	<input type="checkbox"/> 6.a Leak Detection Preparation & Kick Off	\$1,560	NA
	<input type="checkbox"/> 6.b Leak Detection Survey	price based on tiered rate described below (Table 2)	NA
7. Report Preparation	<input type="checkbox"/> 7.a Reporting	\$2,480 x 1 # of subtasks selected from 2.a, 2.b, 2.c, 2.d, 4.a, 4.b, 6.b	\$2,480
8. BAWSCA Administration Fee		Waived for Year One	\$0
9. Maximum Program Cost		Total Items 1 - 8	\$13,675

Table 1. Hourly Rate Table for additional services (Task 2.e)

Role	Rate (hourly)
Project Advisor	\$ 260
Project Director	\$ 210
Project Manager	\$ 155
Project Manager	\$ 155
Analyst	\$ 140

Table 2. Comprehensive Leak Detection Mileage Rate Table (Task 6.b)

Mileage Surveyed	\$/mile
Mile 1 through Mile 50	400
Mile 51 through Mile 100	350
Miles 101 +	300

Notes:
 1. Program Management. Required cost if any items except Item 3 – Level 1 Validation are selected.

Timeline

To memorialize this arrangement, please have the enclosed copy of this Application to Participate executed by an individual authorized to enter into such agreements and return it to BAWSCA, attention Andree Johnson. Agencies can enroll on an ongoing basis.

By submitting this Application to Participate, the Participating Agency agrees to pay its share of the Program costs, up to the maximum in line 9. within thirty (30) days of its receipt of an invoice from BAWSCA. In addition, the Participating Agency represents it has reviewed the PA attached hereto as Attachment 1; and the Participating Agency hereby acknowledges and finds acceptable the terms and conditions of the PSA including all of its exhibits. The Participating Agency is responsible for working with Contractor to ensure it remains within the Maximum Program Budget. Participating Agency agrees to hold BAWSCA harmless from any claims or actions arising from Contractor's performance or any allegation that materials or services provided by Contractor infringe or violate third party intellectual-property right. The person signing below represents and warrants that they are authorized by the Participating Agency to bind the Participating Agency to this Participation Agreement.


 [Signature of authorized representative]

Date: 3/18/19

Name: Justin I. C. Murphy
 [Please print]

Title: Public Works Director



AGREEMENT

THIS AGREEMENT is made as of this 1st day of July 2018, by and between the **Bay Area Water Supply & Conservation Agency** ("Agency" or "BAWSCA") and Water Systems Optimization, Inc. ("Contractor" or "WSO").

WHEREAS, Agency desires to obtain professional water loss management services and has issued a Request for Proposals, dated March 21, 2018, a copy of which is attached and incorporated as Exhibit A, and

WHEREAS, Contractor desires to perform such services and has represented that it is experienced and qualified to perform such services. It has agreed to a scope of work, dated May 25, 2018, a copy of which is attached and incorporated as Exhibit B.

NOW, THEREFORE, THE PARTIES AGREE AS FOLLOWS:

1. SCOPE OF SERVICES

Contractor will provide Agency the services set forth in Exhibit A, as supplemented by Exhibit B, in accordance with the terms and conditions of this Agreement. Agency may also engage Contractor for additional work as set forth in Section 3 below. In the event of any inconsistency between Exhibit A and Exhibit B, Exhibit A shall control.

2. SCHEDULE

Contractor will commence work upon Agency's issuance of a Notice to Proceed and, unless the Agreement is terminated sooner pursuant to Section 19, will complete the initial one-year term of the Water Loss Management Program by June 30, 2019 in accordance with the Schedule included in Exhibit B.

The initial term of the Water Loss Management Program shall be one year. Thereafter, the Agency may, in its sole discretion, exercise four one-year option terms to extend the support services. Agency will provide Contractor a minimum 30 days' notice of its intent to exercise such option(s).

3. COMPENSATION

The Contractor agrees to perform all of the services included in Section 1 for the cost in accordance with Exhibit B. For Tasks 1-7, Agency shall pay Contractor based on (1) the number of BAWSCA member agencies ("Participating Agency(ies)") that return a Participation Agreement for the Water Loss Management Program for Tasks 1-7 and (2) the level of participation they select for Tasks 1-7 ("Participation Agreement"), attached and incorporated as Exhibit C. For Task 8, Agency shall pay Contractor on a time and materials basis for a total all inclusive not-to-exceed amount of \$30,000 in accordance with Exhibit B. The compensation for the services set forth in Exhibit B includes all labor, materials, taxes, profit, overhead, insurance, subcontractor costs and all other costs and expenses incurred by the Contractor. The not-to-exceed amount is not guaranteed; compensation will be based on services actually rendered and accepted by Agency.

Contractor may not exceed the amount specified in Exhibit B for each individual task within the Scope of Services without the written permission of Agency. Nor may Contractor apply time spent on one task to the budgeted amount for another task without the written permission of Agency.

The hourly rates set forth on Exhibit B for ongoing support services shall remain in effect through the term of the Agreement.

The Agency's Chief Executive Officer and General Manager may from time to time request Contractor to perform additional tasks outside the scope of work described in Section 1, and not subject to the not-to-exceed amount described above. At Agency's request, Contractor will provide a proposal for such additional task(s). If engaged, such task(s) will be on a work directive basis and will include a separate not-to-exceed budget for each specific task. Hourly rates for the additional work shall correspond to the hourly rates by personnel provided in Exhibit B, subject to the adjustments set forth in the previous paragraph.

4. MANNER OF PAYMENT

Contractor will submit detailed monthly invoices describing the work performed in the previous month, the personnel performing the work, and their applicable hourly rates of compensation, which shall be consistent with Exhibit B. Invoices will also include total expenditures to date and the remaining balance on the budgeted or not-to-exceed amount. Invoices will be prepared in a format acceptable to Agency.

Agency will pay for work satisfactorily performed within thirty (30) days after receipt of an invoice meeting the requirements of this section. Should Agency dispute the accuracy of any invoice, or deem Contractor's work unsatisfactory, Agency will notify Contractor within 30 days of receipt of such an invoice. Agency will only pay the undisputed portion of any invoice. Resolution of a dispute over an invoice will be pursuant to Section 20.

5. CHANGES

Agency may from time to time make changes to the scope of work by written notice to Contractor. If such changes increase, or decrease, the Contractor's cost of performing the work, or the time required for its completion, an equitable adjustment as mutually agreed will be made to the limit on compensation contained in Section 3, or the Schedule referred to in Section 2, or both. In the event that the Contractor encounters any unanticipated conditions or contingencies that may affect the scope of work or services, schedule, or the amount of compensation specified herein, the Contractor will notify the Agency immediately of such condition or contingency. The Contractor will explain the circumstances giving rise to the unforeseen condition or contingency and will suggest the proposed adjustment in schedule or compensation. Contractor will notify the Agency prior to the time that the Contractor performs work or services related to any proposed adjustment. Any agreed-upon changes will be memorialized in a written amendment to the Agreement.

6. CONTRACTOR'S STATUS

Contractor is an independent contractor and not a partner or agent of, nor a joint venturer with, Agency. Neither Contractor nor any of Contractor's officers or employees are employees of

Agency for any purpose. Contractor will determine the means and methods by which the work is performed; Agency may, however, monitor Contractor's performance.

7. ASSIGNMENT

Contractor may not assign any of its rights nor transfer any of its obligations under this Agreement without the prior written consent of Agency.

8. SUBCONTRACTORS

Contractor may not subcontract any work to be performed under this Agreement without the prior written consent of Agency, except for minor administrative services.

Contractor will be solely responsible for reimbursing any subcontractors and Agency will have no obligations to them.

9. KEY PERSONNEL

A material consideration in Agency's selection of Contractor is the experience and qualifications of the following persons.

- *Reinhard Sturm*
- *Kate Gasner*
- *Lucy Andrews*
- *Kris Williams*
- *Isabel Szendrey*

The Contractor agrees that these personnel will devote their personal attention to the work, as further described in Exhibit B. Contractor may substitute Key Personnel only with written approval of the Agency, which approval will not be unreasonably withheld. A request for substitution must demonstrate the replacement person's similar qualifications and experience for a position.

10. STANDARD OF CARE

Contractor will exercise the same degree of care, skill and diligence in the performance of the work as would be exercised by a reasonable professional performing similar work in the San Francisco Bay Area under similar circumstances. Contractor will re-perform, at no cost to Agency, services which fail to meet this standard. In the performance of its work, the Contractor represents that it (1) carries all applicable licenses, certificates, and registrations in current and good standing that may be required to perform the work; and (2) will retain all such licenses, certificates, and registrations in active status throughout the duration of this engagement.

11. OWNERSHIP OF WORK

All reports, plans and any other materials prepared, or in the process of being prepared, by Contractor under this Agreement are the property of Agency. Agency will be entitled to access to and copies of these materials during the progress of the work. Upon completion of the work, or earlier termination of this Agreement, all such materials in the possession of Contractor or any subcontractor

will be delivered to Agency. If any such materials are lost, damaged, or destroyed before delivery to Agency, Contractor will replace them at its own expense. Contractor may retain a copy of all materials produced under this Agreement for archival purposes, subject to the provisions of Section 12.

Any copyrightable work created by Contractor under this Agreement will be deemed a "work made for hire" for purposes of copyright law. Contractor agrees to execute any additional documents which may be necessary to evidence the assignment of all rights of copyright to Agency.

The Contractor represents and warrants that all materials prepared under this Agreement are original or developed from materials in the public domain (or both) and that all materials prepared under and services provided under this Agreement do not infringe or violate any copyright, trademark, patent, trade secret, or other intellectual-property or proprietary right of any third party.

12. CONFIDENTIALITY

Contractor will hold in confidence any Agency materials to which the Contractor has access, or materials prepared by the Contractor during the course of this Agreement ("Confidential Information"). Contractor will exercise all reasonable precautions to prevent the disclosure of Confidential Information to anyone except the officers, employees, and agents of the Contractor as necessary to perform services under this Agreement. Contractor, its employees, subcontractors, and agents, may not release any Confidential Information, and any reports or other materials prepared by it under this Agreement, whether deemed confidential or not, without the prior written approval of.

13. INDEMNIFICATION

Contractor will defend, indemnify and hold harmless the Agency, its directors, officers, employees and agents from and against any and all suits, claims or actions arising out of (i) any injury to persons or damage to property that may occur, or that may be alleged to have occurred, arising from the performance of this Agreement by the Contractor and caused by the willful misconduct, negligent act or omission by Contractor, its employees, subcontractors or agents, or (ii) any allegation that materials or services provided by the Contractor under this Agreement infringe or violate any copyright, trademark, patent, trade secret, or any other intellectual-property or proprietary right of any third party.

The Contractor further agrees to defend any and all such suits, claims or actions, and pay all reasonable charges of attorneys and all other costs and expenses of defenses as they are incurred. If any judgment is rendered against the Agency or any of the other individuals enumerated above in any such action, the Contractor will, at its expense, satisfy and discharge the same. This indemnification will survive the expiration or earlier termination of this Agreement.

14. INSURANCE

A. Types of Insurance

(1) Workers' Compensation Insurance. If Contractor employs any person to perform work under this Agreement, Contractor will procure and maintain:

(a) Workers' Compensation Insurance meeting the requirements of the State of California, and

(b) Employer's Liability Insurance with a policy limit of at least One Million Dollars (\$1,000,000) per accident or illness.

The policy will contain a waiver of subrogation in favor of Agency and its directors, officers, employees and agents.

(2) Commercial General Liability Insurance. Contractor will procure and maintain Commercial General Liability insurance providing bodily injury and property damage coverage with a combined single limit of at least One Million Dollars (\$1,000,000) per occurrence or claim and a general aggregate limit of at least Two Million Dollars (\$2,000,000). This insurance will include, but not be limited to, premises and operations, contractual liability covering the indemnity provisions contained in this Agreement, personal injury, products and completed operations, and broad form property damage, and include a Cross Liability endorsement. Said Policy will protect the Contractor and the Agency in the same manner as though a separate policy had been issued to each, but nothing in said policy will operate to increase the insurance company's liability as set forth in its policy beyond the amount or amounts shown or to which the insurance company would have been liable if only one interest had been named as an insured.

(3) Comprehensive Automobile Liability Insurance. Contractor will procure and maintain Automobile Liability insurance on vehicles used in connection with its business in an amount not less than One Million Dollars (\$1,000,000) combined single limit per occurrence or claim. This insurance will provide contractual liability covering all motor vehicles and mobile equipment to the extent coverage may be excluded from general liability insurance.

(4) Professional Liability Insurance. Contractor will maintain Professional Liability insurance covering Contractor's performance of this Agreement in an amount not less than One Million Dollars (\$1,000,000) per occurrence or claim.

B. Other Requirements

(1) Insurers. All insurance policies must be issued by a California admitted carrier. Insurance policies issued by surplus lines carriers are not acceptable absent the express written approval of Agency and the carrier is listed on the California DOI LASLI list. Policies must be issued by insurers must have a Best Financial Strength Rating of A- or better, and be in the Best Financial Size Category of VII or larger.

(2) Endorsements

(a) The company(ies) issuing all such policies will agree to give Agency thirty (30) days advance written notice of non-renewal or cancellation.

(b) The Commercial General Liability and Automobile Liability policies will include Agency, its directors, officer and employees as additional insureds.

(c) The Commercial General Liability and Automobile Liability policies will be primary to and not contributing with any insurance maintained by Agency.

(d) The inclusion of more than one insured will not affect the rights of such insureds as against one another; such policies will protect Contractor and Agency as though a

separate policy had been issued to each, but inclusion of more than one insured will not increase the limits of the insurer's liability.

(3) Evidence of Insurance. Before commencing work, Contractor will provide Agency with a certificate or certificates of insurance evidencing the existence of the required insurance policies. Agency may request a duplicate original of such policies and endorsements. The Contractor may not violate or permit to be violated any conditions or provisions of said policies of insurance, and at all times will satisfy the requirements of the insurer for the purpose of maintaining the required insurance in effect.

(4) Notice to Agency. If any claim is made by any third person against the Contractor on account of any incident connected to the Agreement, the Contractor will promptly report the fact in writing to the Agency, giving full details of the claim.

(5) Self-Insurance, Deductibles, and Retentions. Upon evidence of financial capacity satisfactory to the Agency, and Contractor's agreement to waive subrogation against the Agency respecting any and all claims that may arise, Contractor's obligation hereunder may be satisfied in whole or in part by adequately funded self-insurance. Contractor shall be responsible for payment of any deductible or retention on Contractor's policies without right of contribution from the Agency. Deductible and retention provisions shall not contain any restrictions as to how or by whom the deductible or retention is paid. Any deductible or retention provision limiting payment to the Named Insured is unacceptable. In the event that the policy of the Contractor or any subcontractor contains a deductible or self-insured retention, and in the event that the Agency seeks coverage under such policy as an additional insured, Contractor shall satisfy such deductible or self-insured retention to the extent of loss covered by such policy for a lawsuit arising from or connected with any alleged act or omission of Contractor, subcontractor, or any of their officers, directors, employees, agents, or suppliers, even if Contractor or subcontractor is not a named defendant in the lawsuit.

(6) Subcontractors. Any person, firm, or corporation that the Contractor authorizes to work pursuant to this Agreement, including any subcontractor, is deemed to be the Contractor's agent and is subject to all applicable terms of this Agreement. Prior to the Contractor's start of the work, the Contractor is required to assess the risks associated with work to be performed by its subcontractors and to include in every subcontract the requirement that the subcontractor maintain adequate insurance coverages with appropriate limits and endorsements to cover such risks. To the extent that any subcontractor does not procure and maintain such insurance coverage, Contractor shall be responsible for said coverage and assume any and all costs and expenses that may be incurred in securing said coverage or in fulfilling Contractor's indemnity obligation as to itself or any of its subcontractors in the absence of insurance coverage.

15. RECORDS

Agency and its authorized representatives, including the California State Auditor, may inspect and make copies of Contractor's books, records and data relating to the Agreement at any reasonable time and may audit and verify invoices submitted by Contractor. Contractor will provide such assistance as may be reasonably required in the course of such inspection and audit.

Contractor will maintain its records relating to this Agreement, and make them available for inspection, for a period of three (3) years after Agency makes final its payment to Contractor.

16. NONDISCRIMINATION

In connection with the performance of this Agreement, the Contractor shall not discriminate against any employee or applicant for employment because of race, color, religion, citizenship, political activity or affiliation, national origin, ancestry, physical or mental disability, marital status, age, medical condition (as defined under California law), veteran status, sexual orientation, gender identity, gender expression, sex or gender (which includes pregnancy, childbirth, breastfeeding, or related medical conditions), taking or requesting statutorily protected leave, or any other characteristics protected under federal, state, or local laws. The Contractor shall take affirmative actions to ensure that applicants are employed, and that employees are treated during their employment, without regard to their race, religion, color, sex, disability, national origin, or any other characteristic protected under state, federal, or local laws. Such actions shall include, but not be limited to, the following: employment, upgrading, demotion or transfer, recruitment or recruitment advertising, layoff or termination, rates of pay or other forms of compensation; and selection for training, including apprenticeship. The Contractor further agrees to insert a similar provision in all subcontracts, except subcontracts for standard commercial supplies or raw materials.

17. COMPLIANCE WITH LAW

In connection with the performance of this Agreement, Contractor will comply with all applicable federal and state laws, including regulations of federal and state agencies, and with applicable local ordinances.

18. MODIFICATION

This Agreement may be modified or amended only by a written document signed by both parties.

19. TERMINATION

Agency may terminate this Agreement at any time and for any reason by written notice. Upon receiving notice of termination, Contractor will promptly deliver to Agency all materials prepared or obtained in performance of this Agreement and will not commit itself to any further expenditure of time or resources.

If the Agreement is terminated for any reason other than a breach or default by Contractor, Agency will pay Contractor, in accordance with the provisions of Sections 3 and 4, all sums actually due and owing from Agency for all services performed and all expenses incurred up to the day written notice of termination is given, plus any costs reasonably and necessarily incurred by Contractor to effect such termination. If the Agreement is terminated for breach or default, Agency will pay Contractor for only those services performed and expenses incurred in full accordance with the terms of this Agreement, up to the effective date of termination. Whether terminated for breach or for convenience, the Agency will not in any manner be liable for the Contractor's actual or projected lost profits had the Contractor completed the services required by this Agreement.

20. DISPUTE RESOLUTION

In the event of any dispute, the parties will promptly meet and confer, first at a staff level and then elevated to a meeting of executives, in a good faith attempt to resolve the dispute. If a dispute cannot be resolved by the parties independently, they may agree to submit such dispute to non-binding mediation by a mutually agreed-upon neutral third party with offices in the San Francisco Bay Area. The cost of mediation will be shared equally. Unless otherwise directed by Agency, Contractor will continue performance under this Agreement while matters in dispute are being resolved.

In the event the parties agree to mediation, the party proposing mediation will provide the other party with the names of three mediators (provided by the American Arbitration Association, JAMS, or other such organization), each of which is acceptable to that party. The other (second) party will select one of the three mediators and notify the first party of its selection within fifteen (15) days after receiving the names of the three mediators. If the second party fails to make a selection within this fifteen (15) day period, the first party may either select the mediator from among the three it proposed or may pursue its legal and equitable remedies through litigation.

The parties will meet with the mediator within thirty (30) days of his/her selection and will discuss the dispute with the mediator in a good faith effort to reach an agreement. However, nothing in this section requires either party to make a concession or accept an offer. If the mediation does not resolve the matter to the satisfaction of both parties within sixty (60) days after the mediator is selected, either party may pursue its legal and equitable remedies through litigation. Any lawsuit between the parties will be filed and prosecuted in the Superior Court of the State of California. The agreed venue is the County of San Mateo. This section does not limit Agency's right to terminate the Agreement.

21. NOTICE

All notices will be given in writing by personal delivery, or first class mail, to the parties at the following addresses:

If to Agency: Bay Area Water Supply & Conservation Agency
155 Bovet Road, Suite 650
San Mateo, CA 94402
Attention: Chief Executive Officer and General Manager

If to Contractor: Water Systems Optimization
290 Division St, Suite 311
San Francisco CA 94103
Attention: Chief Executive Officer/President

Notice given by mail will be deemed received two days after it is deposited in the United States mail postage prepaid, addressed as provided above.

Day-to-day communications will be between Andree Johnson for Agency at (650) 349-3000, and Kate Gasner for Contractor at (415) 533-0419.

22. CONFLICT OF INTEREST

The Contractor warrants and represents that it presently has no interest and agrees that it will not acquire any interest which would present a conflict of interest under California Government Code §§ 1090 et seq. or §§ 87100 et seq. during the performance of services under this Agreement. The Contractor further covenants that it will not knowingly employ any person having such an interest in the performance of this Agreement. Violation of this provision may result in this Agreement being deemed void and unenforceable.

Depending on the nature of the work performed, the Contractor may be required to publicly disclose financial interests under the Agency's Conflict of Interest Code. The Contractor agrees to promptly submit a Statement of Economic Interest on the form provided by Agency upon receipt.

No person previously in the position of director, officer, employee or agent of the Agency may act as an agent or attorney for, or otherwise represent, the Contractor by making any formal or informal appearance, or any oral or written communication, before the Agency, or any officer or employee of the Agency, for a period of twelve (12) months after leaving office or employment with the Agency if the appearance or communication is made for the purpose of influencing any action involving the issuance, amendment, award or revocation of a permit, license, grant or contract.

23. PUBLICITY

The Contractor, its employees, subcontractors, and agents will not refer to the Agency, or use any logos, images, or photographs of the Agency for any commercial purpose, including, but not limited to, advertising, promotion, or public relations without the Agency's prior written consent. Such written consent will not be required for the inclusion of the Agency's name on a customer list.

24. WAIVER

A waiver of any requirement of this Agreement must be in writing by an authorized representative of the party waiving the requirement. The waiver by either party of a breach of any requirement of this Agreement will not be deemed a waiver of any such breach in the future or of a breach of any other requirement.

25. INTERPRETATION

Section headings are solely for convenience and are not intended to affect the interpretation of the Agreement. The Agreement will be interpreted reasonably, not in favor of or against either party.

26. ENTIRE AGREEMENT

This Agreement including any exhibits or attachments, constitutes the complete agreement between the parties and supersedes any prior agreements, promises, and understandings whether written or oral. This Agreement may be modified or amended only by written instrument signed by both the Contractor and the Agency. In the event of a conflict between the terms and conditions of this Agreement and any Exhibit, the terms of this Agreement will control.

27. NO THIRD PARTY RIGHTS

The parties do not intend this Agreement to create rights in any third parties and nothing in this Agreement should be construed to do so.

28. SEVERABILITY

If any provision of this Agreement or any portion thereof is held to be invalid or unenforceable for any reason, that provision will be reformed and/or construed consistently with applicable law as nearly as possible to reflect the original intentions of this Agreement, and in any event such provision will be severable and will not affect the validity or enforceability of any other provision.

29. BINDING ON SUCCESSORS

All of the terms, provisions and conditions of this Agreement will be binding upon and inure to the benefit of the parties and their respective successors, permitted assigns and legal representatives.

30. AGENCY WARRANTIES

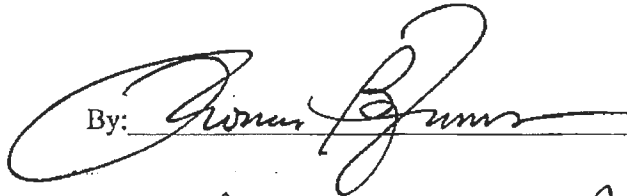
The Agency makes no warranties, representations, either express or implied, beyond such as are explicitly stated in this Agreement.

31. APPLICABLE LAW

This Agreement, its interpretation and all work performed under it will be governed by the laws of the State of California.

IN WITNESS WHEREOF the parties have executed this Agreement by their duly authorized officers as of the day and year first above written.

BAY AREA WATER SUPPLY & CONSERVATION AGENCY

By:  Date: 07/01/2018

202
SBL

Title: Water Resources Manager

CONTRACTOR

By:  Date: 07/01/2018

Title: Reinhard Sturm, CEO/President, Water systems optimization

Taxpayer ID Number: 75-3055233

Exhibit A: Request for Proposals



REQUEST FOR PROPOSALS:
BAWSCA Water Loss Management Program

SUBMITTALS DUE:
By 5pm – April 20, 2018

INTERVIEW DATE (IF NEEDED):
May 2, 2018

RETURN TO:
Bay Area Water Supply & Conservation Agency
155 Bovet Road, Suite 650
San Mateo, CA 94402
(650) 349-3000

TABLE OF CONTENTS

1. Intent of Request for Proposals 4
2. About BAWSCA..... 4
3. Project Background 4
4. Project Description 5
5. Project Schedule 8
6. Required Proposal Format..... 8
7. Proposal Instructions and Submittal Information 10
8. Ex-Parte Communications 11
9. Addenda to RFP 11
10. Withdrawal of Proposal..... 11
11. Evaluation of Proposals and Selection Procedure..... 12
12. BAWSCA Rights..... 13
13. Confidentiality 13
14. Waiver 14
15. Form of Agreement..... 14

NOTE: IT IS THE PROPOSER'S RESPONSIBILITY TO EXAMINE
THIS "REQUEST FOR PROPOSALS" SOLICITATION IN ITS ENTIRETY PRIOR TO
SUBMITTING A PROPOSAL

1. INTENT OF REQUEST FOR PROPOSALS

The Bay Area Water Supply and Conservation Agency (BAWSCA) is soliciting proposals from qualified service providers to implement a Regional Water Loss Management Program (WLM Program). The WLM Program will support participating BAWSCA agencies in reducing water losses to an economically optimized level and in complying with water loss requirements implemented by the State of California¹.

2. ABOUT BAWSCA

BAWSCA provides regional water supply planning, resource development, and conservation program services for the benefit of the 16 cities, 8 water districts, and 2 private water suppliers that provide water to over 1.78 million residents and thousands of commercial, industrial and institutional customers in Alameda, San Mateo and Santa Clara Counties. BAWSCA's goals are to ensure a reliable supply of high quality water at a fair price. BAWSCA is governed by a 26-member Board of Directors.

BAWSCA manages a Regional Water Conservation Program that is made up of several different programs and initiatives and is designed to support and augment the member agency and customer efforts to use water more efficiently. The Regional Water Conservation Program includes both Core Programs, implemented regionally throughout the BAWSCA service area, and Subscription Programs, funded by individual member agencies that elect to participate (Participating Agencies) and implemented within their respective service areas.

3. PROJECT BACKGROUND

In October of 2015, the Governor of California signed Senate Bill (SB) 555 into law to improve water system auditing throughout the state. SB 555 requires all California Urban Retail Water Suppliers² to submit validated water audits to the Department of Water Resources (DWR) annually, beginning in October 2017. SB 555 also requires that, by July 1, 2020, the State Water Resources Control Board (SWRCB) adopt rules requiring urban retail water suppliers to meet performance standards for water loss. Most of BAWSCA's 26 member agencies have completed their first validated audits and submitted the audits to DWR in 2017.

BAWSCA is currently completing Phase 1 of its "Making Water Conservation a California Way of Life" Strategic Plan. Phase 1 has provided information on BAWSCA agencies' current water loss control practices, water audit results, and desired future actions related to water loss. During Phase 1 agency workshops, BAWSCA agencies expressed a desire to implement the WLM Program in order to obtain the necessary technical assistance to fully

¹ SB 555 requires all California urban retail water suppliers to submit annual water audits to the Department of Water Resources.

² An Urban Water Supplier defined in California Water Code is a water system that has either more than 3,000 service connections or produces more than 3,000 acre-feet (AF) of water.

comply with regulatory requirements and to benefit from cost-effective water loss interventions. Most of the WLM Program will be implemented as a Subscription Program, funded by the individual agencies that elect to participate and implemented for their respective service areas.

One portion of the WLM Program, the Regional Water Loss Control (RWLC) Work Group, will be implemented as a Core Program funded by BAWSCA to the benefit of all BAWSCA agencies.

4. PROJECT DESCRIPTION

BAWSCA seeks to select a firm (Contractor) to implement the BAWSCA's WLM Program. The WLM Program is anticipated to be implemented over a period of three to five years, to enable agencies to collect missing information, improve data sources, consider economics of water loss management, and refine Participating Agency's local water loss management practices. BAWSCA intends to enter into a one-year contract with the Contractor with four additional one-year options to extend the contract at BAWSCA's discretion.

As the specific needs of each BAWSCA agency differ, BAWSCA anticipates that each Participating Agency will implement a selection of the specific tasks outlined below to meet its individual needs. BAWSCA also anticipates that tasks may be phased over multiple years. Therefore, the annual budget for each Participating Agency is expected to vary, as is the number of agency participants. It is estimated that 12 BAWSCA agencies will opt to engage in the technical assistance task in the first year of the program.

The WLM Program shall include the following tasks:

Task 1 - Program Management

Contractor will provide administrative services to oversee the day to day implementation of the WLM Program. To keep the work on schedule and budget, Contractor must provide BAWSCA with monthly status and budget updates by Participating Agency and by task. The information can be shared via phone or email in combination with updated Excel spreadsheets detailing budget and schedule status.

Task 2 - Technical Assistance for Preparation and/or Validation of Distribution System Water Audits

Contractor will assist Participating Agencies in preparation of distribution system water audits, and/or in the Level 1 Validation of water audits, consistent with SB 555 requirements. For each Participating Agency, specific support activities may include:

- a) Water Audit Compilation: Collect and review existing records and compile water audit and associated documentation.
- b) Level 1 Validation: Complete Level 1 Validation of agency's audit and compose documentation for submission to DWR for SB 555 compliance.

- c) **Source Meter Volumetric Accuracy Testing:** Design a volumetric source meter accuracy test to establish a field-validated water supplied baseline for the water audit. Document test procedures for future meter accuracy investigation.
- d) **Billing Data Chain Assessment:** Map meter read collection and billing processes. Compare raw data across billing data management platforms (e.g. read collection system, billing data system, and reporting system). Identify data transmission errors.
- e) **Field Pressure Survey:** If desired by or if determined to be necessary for a Participating Agency, 1) determine average system pressure, 2) conduct pressure transient investigation, and/or 3) prepare district metered area (DMA) potential assessment.

It is anticipated that this effort will help to identify data components that require further validation and recommend improvements to data validation processes. Direction and advice shall be provided to each Participating Agency regarding how to best improve its data process and improve audits in subsequent years.

Task 2 Deliverable

- A completed and/or Level 1 Validated water audit for each Participating Agency.
- A memorandum documenting Task 2 activities and results for each Participating Agency.

Task 3 - Component Analysis: Volume and Value of Real and Apparent Losses

Contractor will provide technical assistance to Participating Agencies who desire a higher level of investigation into real and apparent losses occurring in their systems. Real losses are attributed to leakage in transmission and distribution mains, leakage and overflows at utility storage tanks, and leakage at service connections. Apparent losses are attributed to unauthorized consumption, metering inaccuracies and data handling errors.

- a) **Component Analysis of Real Losses:** Establish methods and data requirements to quantify background leakage, unreported leakage, and reported leakage. Tasks shall be customized based on the characteristics of the Participating Agency and may include:
 - Collect and review leakage repair documentation.
 - Evaluate leak repair process.
 - Determine participating agency's leakage profile (background, unreported, and reported leakage).
 - Develop analysis of cost-effective interventions against leakage. Design leak management program.
- b) **Component Analysis of Apparent Losses:** Establish methods and data requirements to quantify customer metering inaccuracies, systematic data handling errors, and unauthorized consumption. Tasks shall be customized based on the characteristics of the Participating Agency and may include:
 - Design small meter testing protocol.
 - Prioritize large customer meters for testing.
 - Analyze meter testing results.

- Calculate and determine value of apparent losses due to meter inaccuracy.
- Recommend further study areas and customer meter management practices.

Task 3 Deliverable

- A memorandum documenting Task 3 activities and results for each Participating Agency.

Task 4 – Meter Accuracy Testing

Contractor will conduct volumetric meter accuracy testing. For each Participating Agency, tasks may include:

- Source Meter Volumetric Accuracy Testing: Design and conduct volumetric source meter accuracy test(s). Establish a field-validated water supplied baseline for the water audit. Document test procedures for future meter accuracy investigation.
- Customer Meter Volumetric Accuracy Testing: Design and conduct volumetric small meter customer tests to quantify customer metering inaccuracies. Design and conduct volumetric large customer meter tests to quantify customer metering inaccuracies.

Task 4 Deliverable

- A detailed Meter Testing report containing a list of each meter tested, meter age and cumulative flow information, details of the meter testing protocol employed, and meter testing results.
- A report summarizing findings and recommendations as pertaining to meter maintenance and replacement program development and water audit results.

Task 5 – Comprehensive Leak Detection

Contractor will survey participating agencies' distribution systems for leakage. Participating Agencies may choose to have their entire systems surveyed or to elect to survey only those portions of their systems suspected to have leaks. Contractor will calculate water savings resulting from the leak detection and associated repairs.

Task 5 Deliverable

- A detailed Leak Report containing a photo showing each leak location, X-Y GPS coordinates, satellite photo with location of leak, details of the type of leak found, estimated leak flow rate in gallons per minute, leak classification and prioritization, and equipment and technique used to locate the leak. Pinpoint leaks need to be marked on the asphalt in accordance with Participating Agency requirements.
- A prioritized list of leaks, including the specific location within the distribution system and a quantification of the volume of water for each identified leak.

- A report summarizing findings as pertaining to water audit results.

Task 6 – Report Preparation

For each Participating Agency, Contractor shall prepare report documenting water loss investigation and findings for Tasks 2 through 5, as applicable to the Participating Agency. Report shall include recommendations for next steps to cost-effectively improve data qualify, water loss understanding, and water loss performance.

Task 7 - RWLC Work Group

Contractor will coordinate RWLC Work Group meetings to provide water loss control education and peer to peer learning opportunities for BAWSCA member agencies. Activities will include:

- Coordination of quarterly meetings.
- Development of meeting curriculum.
- Preparation of meeting materials and handouts.
- Communication with BAWSCA on water loss regulatory updates and industry news.

5. PROJECT SCHEDULE

BAWSCA anticipates commencing work in July 2018. Work will be contracted on a fiscal year basis, with the first year of work to be completed by June 30, 2019. Proposals must include a detailed schedule demonstrating Contractor's proposed approach for completing each task and supporting Participating Agency compliance with State reporting deadlines. Schedule must identify phasing of tasks, where applicable, and tasks to be completed in the first project year and in each subsequent year.

All dates are subject to change at the sole discretion of BAWSCA.

6. REQUIRED PROPOSAL FORMAT

The response to this RFP may be in a letter format. There is no page limitation, but proposers are encouraged to be succinct. Proposers should only include information that is essential to understand and evaluate proposals. Items not specifically and explicitly related to the RFP and proposal (e.g. brochures, marketing material, etc.) will not be considered in the evaluation. Please submit all requested information, documents, insurance certificates, and applicable licenses with your proposal. Proposers must have a business license, proof of insurance, and key staff assigned to the project and identified in their proposal with substantial experience in water use efficiency program planning and evaluation.

Proposals shall include the following components, labeled and ordered exactly as listed below:

A. Project Understanding

Proposals shall provide a brief description of the Contractor's understanding of the Project, including (1) Contractor's perspective on the challenges and complexities associated with water loss management and compliance with water audit requirements for the 26 BAWSCA member agencies, and (2) Contractor's approach to implement the Program in a resource-efficient manner as a BAWSCA Subscription Program.

B. Company Background

Proposals shall identify the prime Contractor and any subcontractors proposed to be used. Proposals shall include a description of the company's organization, number of years in business, and relevant experience. Proposals shall provide names and biographies of key team members that will be committed to the project. Proposals shall include a project organization chart (1) identifying the key staff who will be assigned to the project and (2) illustrating the lines of authority and the individual responsible for the completion of each service component and deliverable.

C. Qualifications

Proposals shall include descriptions of similar projects completed and/or experiences and/or qualifications related to this Project completed or undergoing within the last five years. Proposals shall include at least (3) references for key personnel and the project team from projects completed within the past five years that were a similar size and scope to this Project. For each reference, proposals shall include a contact name with current phone number and email address and a description of the services performed for each reference.

D. Implementation Plan

Proposals shall describe in detail the methodology for completing the project as described in detail in Section 4 in as much detail as necessary. Proposals shall describe the roles and responsibilities of both BAWSCA and the Contractor during each phase of implementation. Proposals shall address plans for collaboration with BAWSCA staff and BAWSCA member agencies. Proposal shall include a detailed schedule for completion of all tasks.

E. Budget

Proposals shall include an estimated budget for each task and subtask to complete the scope of work. For Tasks 1 to 6, proposals shall provide an estimated budget on an individual Participating Agency basis for each subtask to complete the Scope of Work. For Task 7, proposals shall provide an estimated budget for BAWSCA for each subtask to complete the Scope of Work. Costs may be provided as a range (low cost amount and high cost amount) with an explanation of factors impacting the cost differences between Participating Agencies. The budget should include the hourly labor rate for all key personnel that will be involved with the project and their anticipated hours per subtask. Proposals shall list any anticipated

reimbursable expenses other than labor. Proposals shall list any optional services as separate budget items.

F. Exceptions to RFP & Standard Agreement

In accordance with Section 15, proposals shall provide a statement that Proposer is prepared to sign the standard Agreement without alterations or exceptions or whether it is requesting modifications to the standard Agreement and/or any requirements of this RFP. A copy of the BAWSCA standard Agreement is attached as Exhibit A. Any exception taken to the RFP requirements or standard Agreement must be clearly identified and described. Failure to specify any exceptions or objection to the requirements, and terms and conditions of this RFP will constitute acceptance of BAWSCA's requirements.

In addition, Proposers shall specify any exceptions of objection to the template Participation Agreement, which represents the agreement between BAWSCA and Participating Agencies. A template Participation Agreement, which is anticipated to be substantively the same as the final Participation Agreement, has been provided in Exhibit C.

G. Levine Act Statement

California Government Code Section 84308, commonly referred to as the "Levine Act," prohibits any BAWSCA Board Member from participating in any action related to a contract if he or she receives any political contributions totaling more than \$250 within the previous twelve months, and for three months following the date a final decision concerning the contract has been made, from the person or company awarded the contract. The Levine Act also requires a member of the BAWSCA Board who has received such a contribution to disclose the contribution on the record of the proceeding. Proposers must complete Exhibit B, California Levine Act Statement, and submit it with their proposal.

7. PROPOSAL INSTRUCTIONS AND SUBMITTAL INFORMATION

Questions regarding the required services, the contents of the proposal, the selection procedures, or any other requirements in this RFP should be submitted in writing no later than April 3, 2018 by 5:00 p.m., Pacific Standard Time. Questions should be directed to Andree Johnson, Senior Water Resources Specialist, by e-mail at ajohnson@bawasca.org. BAWSCA's reply to questions and/or requests for clarification will be provided by April 9, 2018 to all firms that received the RFP package and will be posted to the BAWSCA website.

Hard copy proposals and an electronic copy must be received by BAWSCA via mail or in person by 5:00 pm, April 20, 2018. *Late proposals will be returned unopened. Proposals received after this deadline, but postmarked prior to the deadline will not be accepted.*

1. All proposals must be responsive to the instructions of this RFP. Proposals that do not meet all RFP requirements and instructions may be rejected at the sole discretion of BAWSCA.

2. Complete the detailed proposal as described in Section 6. The content of the proposals should be ordered and numbered as listed in Section 6.
3. Submit three identical copies of the detailed proposal, as well as one searchable electronic copy. The electronic copy of the proposal may be provided on a USB drive or e-mailed to ajohnson@bawasca.org. *Submittal of the electronic proposal does not substitute for the hard copy proposals. Both hard copy proposals and an electronic copy must be received by the proposal deadline of 5:00 pm on April 20, 2018.*

Please send proposals to:

Bay Area Water Supply & Conservation Agency
Attention: Andree Johnson, Senior Water Resources Specialist
155 Bovet Road, Suite 650
San Mateo, CA 94402

All proposals will become the property of BAWSCA. Refer to Section 13, Confidentiality.

8. EX-PARTE COMMUNICATIONS

Proposers' and Proposers' representatives may not communicate with BAWSCA's Board Members except in writing and if the communication is made public. Proposers and Proposers' representatives must communicate in the manner set forth in this RFP. There shall be no communication with any officer, director, employee, or agent of BAWSCA, except as may be reasonably necessary to carry out the procedures specified in this RFP.

Nothing herein prohibits Proposers and their representatives from making oral statements or presentations in public to one or more representatives of BAWSCA during a public meeting.

9. ADDENDA TO RFP

BAWSCA reserves the right to amend this RFP at any time. Any amendments to or interpretations of the RFP shall be described in written addenda. Each prospective Proposer receiving RFP package will be sent a notification of the posting of clarifications. All addenda issued shall become part of the RFP. If BAWSCA determines that the addenda may require significant changes in the preparation of proposals, the deadline for submitting the proposals may be postponed by the number of days that BAWSCA determines will allow Proposers sufficient time to revise their proposals. Any new due date shall be included in the addenda.

10. WITHDRAWAL OF PROPOSAL

Submission of a proposal constitutes a firm offer to BAWSCA for one-hundred (100) days from the deadline for submitting proposals. A Proposer may withdraw its proposal before the date proposals are due by submitting a written request to BAWSCA. BAWSCA reserves the right to reject any and all proposals, the right to accept the proposal it considers most favorable to BAWSCA's interests, and the right to waive irregularities in the proposal or proposal process.

11. EVALUATION OF PROPOSALS AND SELECTION PROCEDURE

By submitting a Proposal, each Proposer agrees that BAWSCA may consider the Proposer's experience, facilities, delivery abilities, conduct and performance under other contracts, financial condition, reputation in the industry, and other factors which could affect the Proposer's performance under this Agreement. Only Proposers who have demonstrated the ability to meet the requirements of this RFP will be considered for selection. BAWSCA reserves the right to determine the highest qualified Proposer to provide the requested services.

Responses must be prepared and submitted in accordance with the directions specified in Sections 6 and 7. BAWSCA will review proposals and evaluate them based on their relative ranking in each area of the proposal, according to the criteria specified below.

BAWSCA reserves the right to conduct interviews and hold discussions with any individual or qualified firm, but also may award the contract without conducting interviews. If BAWSCA conducts interviews, it will do so only with those Proposers found to be within the "competitive range." BAWSCA requests that Proposers reserve May 2, 2018 for potential interviews.

BAWSCA may request additional information from any Proposer. BAWSCA may also request revised proposals or best and final offers.

The maximum possible total combined score for a proposal is 100 points. Proposals will be evaluated based on the following weighted criteria:

Qualifications and Experience of Firm and Key Personnel (25%)

Proposals will be evaluated based on the qualifications of the firm and its key personnel as related to the specific tasks in Section 4 and overall water conservation program planning, management, and implementation. Particular consideration will be given to the qualifications of the Key Personnel that will specifically be assigned to performing the work on this Project. Proposers who have the experience and qualifications to implement similar projects will be rated higher than Proposer who do not have the relevant experience and qualifications. Refer to Section 6, subsections B and C.

Project Understanding, Approach and Scope of Work (25%)

Proposals will be evaluated based on the Proposer's ability to complete the tasks described in Section 4 and on the overall clarity of the proposal written in the format described in Section 6. Proposals will be evaluated on the proposed approach for accomplishing each task and meeting the overall objective of this Project. Refer to Section 6, subsections A and D.

Ability to Meet Project Timeline (25%)

Proposals will be evaluated based on the Proposer's demonstrated ability to complete all tasks related to the project within the proposed timeline. Refer to Section 6, subsection D.

Cost (25%)

Proposals will be evaluated based on the Proposer's overall value provided within the proposed budget. Refer to Section 6, subsection D and E.

All proposed costs shall be inclusive of all labor, materials, insurance, overhead, profit, subcontractor costs, warranty, training, and all other costs to implement the Project (with the exception of optional services.) Refer to Section 6, subsections A, D, and E.

12. BAWSCA RIGHTS

This RFP does not commit BAWSCA to award an Agreement(s), to pay any costs incurred in the preparation of the proposal for this request, or to procure or contract for services. BAWSCA reserves the right to modify or cancel in whole or in part this RFP, to reject any and all proposals, to accept the proposal it considers most favorable to BAWSCA's interest in its sole discretion, and to waive irregularities or informalities in any proposal or in the proposal procedures. BAWSCA further reserves the right to reject all proposals and seek new proposals when BAWSCA considers such procedure to be in its best interest.

If there is any evidence indicating that two or more Proposers are in collusion to restrict competition or are otherwise engaged in anti-competitive practices, the proposals of all such Proposers shall be rejected, and such evidence may be a cause for disqualification of the participants in any future solicitations undertaken by BAWSCA.

13. CONFIDENTIALITY

The California Public Records Act (Cal. Govt. Code § 6250 et seq.) mandates public access to government records. Therefore, unless the information is exempt from disclosure by law, the content of any request for explanation, exception or substitution, response to these specifications, protest or any other written communication between BAWSCA and the Vendor shall be available to the public.

If the Proposer believes any communication contains trade secrets or other proprietary information that the Proposer believes would cause substantial injury to the Proposer's competitive position if disclosed, the Proposer shall request that BAWSCA withhold from disclosure the proprietary information by marking each page containing such proprietary information as confidential. Proposer may not designate its entire proposal as confidential.

If the Proposer requests that BAWSCA withhold from disclosure information identified as confidential, and BAWSCA complies with the Proposer's request, the Proposer shall assume all responsibility for any challenges resulting from the non-disclosure, indemnify and hold harmless BAWSCA from and against all damages (including but not limited to attorneys' fees that may be awarded to the party requesting the Proposer information), and pay any and all costs and expenses related to the withholding of the Proposer information. The Proposer shall not make a claim, sue or maintain any legal action against BAWSCA or its directors, officers, employees or agents in connection with the withholding from disclosure of Proposer information.

If the Proposer does not request that BAWSCA withhold from disclosure information identified as confidential, BAWSCA shall have no obligation to withhold the information from disclosure and may release the information sought without liability to BAWSCA.

14. WAIVER

By submitting a proposal, the Proposer represents and warrants that it has sufficiently informed itself in all matters affecting the performance of the work requested in this Request for Proposals; that Proposer has checked its proposal for errors and omissions; that the rates stated in its proposal are correct and as intended by it and are a complete and correct statement of its rates for performing the work requested in this Request for Proposals.

The Proposer waives any claim against BAWSCA for costs incurred in preparing a proposal and responding to this RFP.

15. FORM OF AGREEMENT

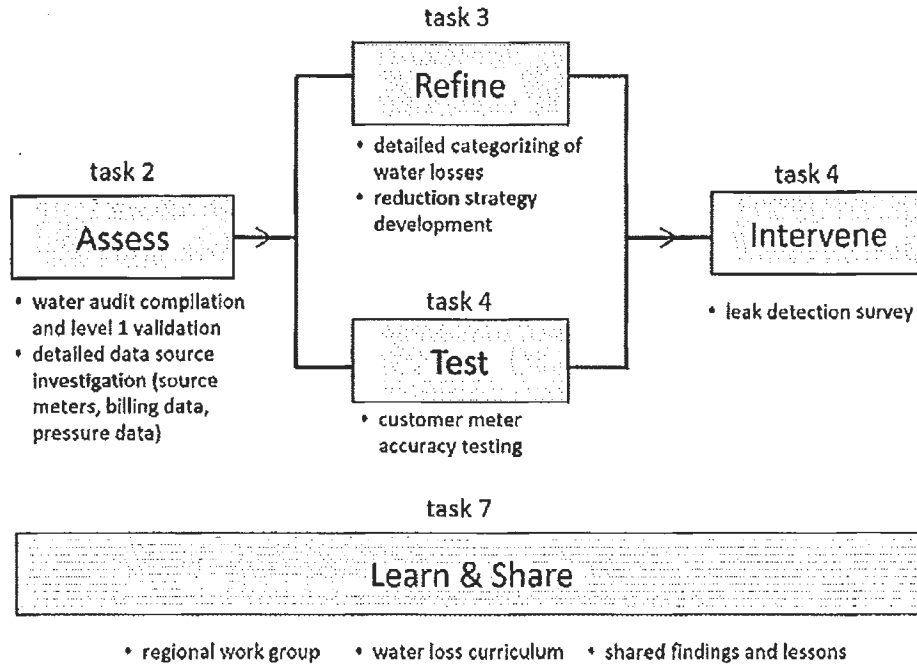
The Contractor selected by BAWSCA to perform the services as set forth in this RFP will be required to execute an Agreement with BAWSCA. A sample of BAWSCA's standard Agreement is attached as Exhibit A so that potential Proposers have an opportunity to review the terms and conditions of the Agreement. A sample of BAWSCA's Participation Agreement, the agreement between the BAWSCA and Participating Agencies, is also attached As Exhibit C so that potential Proposers have an opportunity to review the format and terms. If a Proposer desires any modifications to the terms of Agreement, Participation Agreement, or this Request for Proposals, those requested modifications must be submitted for consideration with the proposal. Otherwise, the Proposer will be deemed to have accepted all the terms and conditions included in the form of Agreement and this Request for Proposals.

Exhibit B: Scope of Work

A. Implementation Plan

A.1 Project Approach

WSO understands that the Bay Area Water Supply & Conservation Agency (BAWSCA) is pursuing a well-informed, cost-justified water loss control program and appreciates the task instruction and deliverables provided in the request for proposals. The following figure summarizes the goals and activities of each task of work.



WSO's approach for each task is outlined below alongside highlights of notable experience to reinforce that WSO is uniquely equipped to efficiently and capably deliver this program.

Task One: Program Management

With each Participating Agency, WSO will set up systems of data collection and management, track progress, and communicate frequently.

WSO will also start work with each Participating Agency with a kick-off meeting to clarify goals and expectations, develop shared missions, and outline milestones. WSO will facilitate discussion to:

- Understand the full context of and incentives for water loss control activity at the Participating Agency
- Acknowledge past challenges and hurdles in managing water loss
- Develop project communication and management approaches

Task Two: Water Audits & Data Sources

2.a: Water Audit Compilation

With the support of each Participating Agency's staff, WSO will compile a water audit in the American Water Works Association (AWWA) Free Water Audit Software. In Task 2.a, WSO will:

WSO authored the DWR California Water Audit Manual that instructs water suppliers on how to best compile a water audit.

- Collect and review water audit data
- Validate raw billing data (where available), including verification of data integrity and pro-rating of billed volumes to reduce lag-time effects
- Compile water audit compilation in the AWWA Free Water Audit Software
- Produce supporting documentation required for level 1 validation
- Identify strengths and shortcomings of available information and instruments

2.b Source Meter Volumetric Accuracy Testing

In this task, WSO will design and conduct a volumetric source meter accuracy test. Source meter accuracy testing establishes a field-verified volume of water supplied, the baseline of the water audit. For each source meter accuracy test, WSO will:

- Conduct a site visit
- Draft a test design
- Conduct a volumetric accuracy test with comparative meter or reservoir reference volume
- Complete a data chain assessment, if relevant
- Analyze test results
- Document test procedure for future meter accuracy investigation

2.c Billing Data Chain Assessment

For Participating Agencies that want a detailed review of their billing data collection, transmission, and reporting systems, WSO will offer a billing data chain assessment. In this process, WSO will:

- Map the meter read collection and billing processes
- Compare raw data across billing data management platforms (read collection system, billing data system, and reporting system)
- Identify data transmission errors (i.e. misreads, zero reads, dropped reads, duplicated reads, etc)

2.d Field Pressure Survey

WSO will identify the best fit goals for pressure data collection for each Participating Agency. The following table summarizes potential goals and our approach toward that end.

<i>Goal:</i>	Understand System Average Pressure	Investigate Pressure Transients	Identify Potential District Metered Areas
<i>Approach:</i>	<ul style="list-style-type: none"> ○ Select logging sites ○ Deploy pressure loggers ○ Analyze and visualize pressure data ○ Calculate average system pressure ○ Recommend potential targeted pressure reductions 	<ul style="list-style-type: none"> ○ Select logging sites ○ Deploy high-frequency pressure loggers ○ Analyze and visualize pressure data ○ Analyze and explain transients ○ Recommend transient mitigation 	<ul style="list-style-type: none"> ○ Identify pressure zone boundaries and critical infrastructure ○ Study zonal hydraulic isolation ○ Establish zonal pressure average and pressure range ○ Recommend further study toward DMA installation and management

2.e Water Audit Miscellaneous Support

WSO will provide technical support and guidance to Participating Agency in completing its water audit. Level of support and associated costs will be determined through discussions with the Participating Agency.

Task Three: Level 1 Validation

3.a Level 1 Validation

WSO will conduct level one validation for each of the Participating Agencies' water audits. For each agency, the level 1 validation process will entail:

- **Data transfer:** WSO will request the water audit and supporting documentation necessary for level 1 validation from each agency.
- **Validation session:** WSO will schedule and lead an interview with appropriate staff to confirm the inputs and Data Validity Grades provided in the water audit.
- **Documentation:** WSO will furnish all necessary documentation for compliance with the requirements set forth by the Department of Water Resources, Title 23 CCR § 700.3.

WSO authored the Water Research Foundation research that defined level 1 validation and led the Water Loss TAP program, validating hundreds of audits.

Task Four: Component Analysis

4.a Component Analysis of Real Losses

WSO will perform a component analysis of real losses to establish each Participating Agency's unique leakage profile and inform targeted and cost-effective leak management strategies.

WSO's component analysis of real losses will entail background leakage modeling using infrastructure and pressure data, quantification of reported leakage using repair records, assessment of unreported leakage proactively discovered through leak detection, and estimation of hidden leakage ongoing in the system. In working with Participating Agencies' infrastructure, pressure, leak detection, and repair documentation, WSO will also identify and recommend data collection and management improvements that provide more accurate insight into leakage.

WSO designed the **Component Analysis of Real Losses tool** (Water Research Foundation Project #4372A).

WSO's work on this task will provide:

- Determination of each Participating Agency's component leakage volumes: background, unreported, reported, and hidden leakage
- Break frequency analysis and comparison to national and international datasets
- Evaluation of documented leak response times
- Review of leak documentation and recommendations for improved and/or streamlined data collection
- Analysis of cost-effective intervention against leakage
- Leakage management program design

4.b Component Analysis of Apparent Losses

Apparent losses result from customer meter inaccuracy, meter reading errors, data transcription errors, inaccurate consumption estimates, and theft. Apparent losses produce revenue loss, and the accuracy of apparent loss estimations affects insight into system leakage volumes. To assess apparent losses, WSO will:

In Design a random and representative meter test sample

- Prioritize large customer meters for testing
- Analyze test results
- Review and refine estimates for unauthorized consumption and systemic data handling errors
- Calculate and value apparent losses due to customer meter inaccuracy
- Recommend further study and customer meter management

WSO currently leads a regional effort to better understand customer meter performance in Orange County, California. To date, **WSO has analyzed over 1000 small customer meter tests.**

Task Five: Meter Accuracy Testing¹

5.a Customer Meter Accuracy Testing

For participating utilities without customer meter testing programs in place who want to pursue task 3.b Component Analysis of Apparent Losses, WSO will work with BAWSCA to facilitate customer meter bench testing. WSO does not directly offer customer meter bench testing, but we have designed group contracting for testing programs.

WSO will work with BAWSCA to develop a shared service offering around customer meter testing. We will be careful to consider conveniences and costs in choosing meter testing partners: policies on drop off and pick up protocols, mileage expenses, and documentation are critical to a successful, affordable, and streamlined meter testing program.

Task Six: Comprehensive Leak Detection

6.a Leak Detection Kick Off Meeting

WSO will prepare for and lead leak detection kick off meetings for each Participating Agency conducting a survey of their system. WSO will walk through the methodology and discuss procedures for traffic control, leak identification and leak confirmation in this pre-survey session.

6.b Comprehensive Leak Detection Survey

WSO will perform a comprehensive acoustic leak detection survey in which an expert leak detection technician listens for leak noise on all available fittings on main pipe and service connections. Geophones and correlators will be used to pinpoint and confirm potential leaks as necessary.

WSO's leak detection technician will confirm leak noise with the Participating Agency staff to ensure agreement on existence and location.

Task Seven: Reporting

WSO views accessible reporting as an essential part of a water loss control program. Our reports document each piece of the water loss investigation and findings for future reference and stakeholder communication. Each report will describe the task's analysis, synthesize findings, and outline recommended next steps.

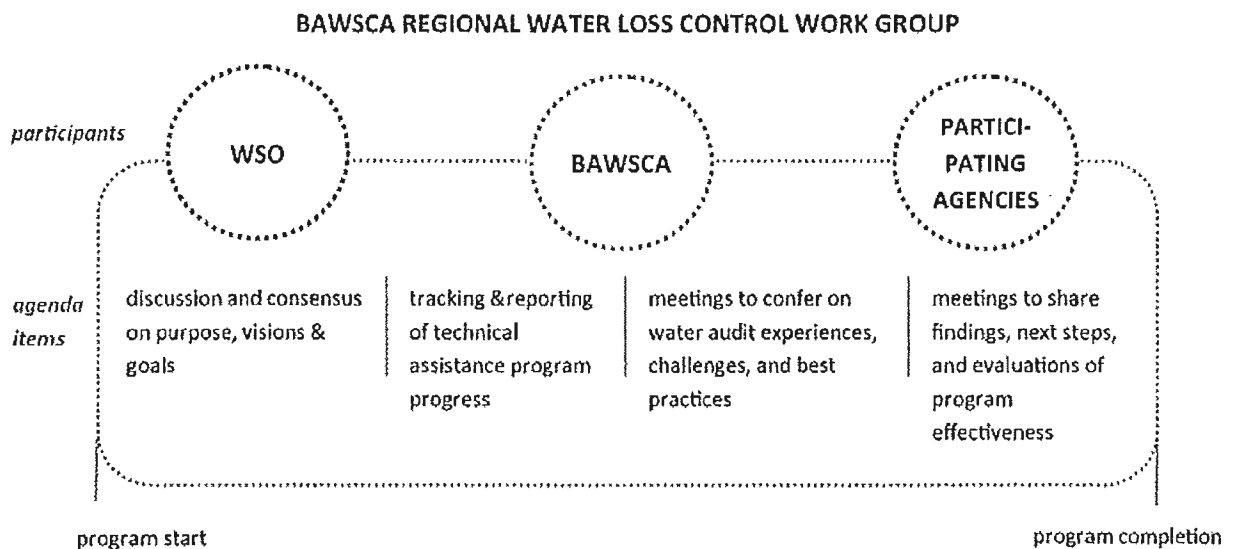
¹ Please note that the Request for Proposal's Section 4 "Project Description" outlines two subtasks for Task 4 – Meter Accuracy Testing: 1) Source Meter Volumetric Accuracy Testing and 2) Customer Meter Volumetric Accuracy Testing. The first is already described in Task 2.c Source Meter Volumetric Accuracy Testing, so it will not be duplicated in the presentation of Task 4 here nor in the budget presented in Section E.

Task Eight: Regional Water Loss Control Work Group

8.a Regional Water Loss Control Work Group Meetings

Developing a productive, well-attended Regional Water Loss Control Work Group (RWLC Work Group) will be a cornerstone of the BAWSCA Water Loss Control Program. The RWLC Work group's first meeting will discuss and decide the group's **purpose, vision, and goal outcomes**.

WSO together with BAWSCA will lead the RWLC Work Group meetings, provide technical input, schedule the meetings, prepare meeting agendas, steer the RWLC Work Group toward goal outcomes, share background information and additional resources, prepare meeting notes and keep track of action items identified during these meetings. The figure below presents a summary of participants and activity we expect for the RWLC Work Group meetings.



Possible subsequent RWLC Work Group meeting topics include:

- Source meter testing procedures
- Advanced metering infrastructure and the role of technology in water loss management
- The statistics of customer meter testing and customer meter management
- Component analysis of real loss methodology
- The economics of water loss control
- District metered area management
- Water loss in California

8.b Summary Reporting and Regulatory Updates

In addition to leading and coordinating the RWLC Work Group, WSO will provide monthly progress updates, communicating with BAWSCA staff on the status of the Participating Agencies. At the close of

each year's work, WSO will provide summary reporting, reflecting on observed trends and the group's achievements.

Table 1: Cost Proposal

Name	Reinhard Sturm, Kate Gasner, Kris Williams, Lucy Andrews, Kim Manago					Total		Notes
	Project Advisor	Project Director	Project Manager	Project Manager	Analyst	hours	budget	
Hourly Rate	\$260	\$210	\$155	\$155	\$140			
Task 1: Program Management								
1.a Ongoing Administration		1	1			2	\$ 365	required, multiplied by number of sub-tasks selected from from Tasks 2.a, 2.b, 2.c, 2.d, 2.e, 4.a, 4.b,
1.b Monthly Status & Budget Updates		2	2			4	\$ 730	required for each Participating Agency, unless just completing Task 3
Task 2: Water Audits & Data Sources								
2.a Water Audit Compilation	2	8	12	12	12	46	\$ 7,600	first year costing; expect Task 2.a to be more efficient in subsequent years
2.c Source Meter Volumetric Accuracy Testing		2	16		8	26	\$ 4,020	per meter tested
2.d Billing Data Chain Assessment	2	8	16	16	20	62	\$ 9,960	
2.e Field Pressure Survey	4	8	24	24	24	60	\$ 9,800	VARIABLE, this is an example budget for pressure logging and analysis
2.f Water Audit Miscellaneous Support		TBD based on participating agency needs				TBD	TBD	VARIABLE, depending on agency need
Task 3: Level 1 Validation								
3.a Level 1 Validation		10				10	\$ 2,500	
Task 4: Component Analysis								
4.a Component Analysis of Real Losses	2	8	16	16	20	62	\$ 9,960	VARIABLE, depending on quality and detail of repair records available
4.b Component Analysis of Apparent Losses	2	8	12	12	12	46	\$ 7,600	meter testing either conducted in-house or out-sourced in Task 4
Task 5: Meter Accuracy Testing								
5.a Customer Meter Volumetric Accuracy Testing	-	-	-	-	-	-	-	coordinated customer meter accuracy testing will be sub-contracted, budget TBD
Task 6: Comprehensive Leak Detection								
6.a Leak Detection Preparation & Kick Off	2	2	4			8	\$ 1,560	
6.b Leak Detection Survey						-	TBD	cost determined based on miles surveyed
Task 7: Report Preparation								
7.a Reporting on Tasks 2,4,5, and 6	1	2	8		4	15	\$ 2,480	budget for single subtask, multiplied by # of subtasks selected from Tasks 2.a, 2.b, 2.c, 2.d, 4.a, 4.b, 6.b
Task 8: Regional Water Loss Control Group								
8.a Regional Water Loss Control Group	24	24	24	16	12	100	\$ 19,160	budgeted for four RWLC Work Group meetings, curriculum development
8.b BAWSCA Communication	8	24	24			56	\$ 10,840	program synthesis, reg. updates
Task 8 Total						156	\$ 30,000	

Leak Detection Survey Rates	
Mileage Surveyed	\$/mile
Mile 1 through Mile 50	400
Mile 51 through Mile 100	350
Miles 101 +	300

Role	Rate (hourly)
Project Advisor	\$ 260
Project Director	\$ 210
Project Manager	\$ 155
Project Manager	\$ 155
Analyst	\$ 140

EXHIBIT C

**BAY AREA WATER SUPPLY AND CONSERVATION AGENCY
PARTICIPATION AGREEMENT FOR THE WATER LOSS MANAGEMENT PROGRAM
FOR JULY 1, 2018 THROUGH JUNE 30, 2019**

The Bay Area Water Supply and Conservation Agency (BAWSCA) administers a Water Loss Management (Program), under which Water Systems Optimization, Inc. (Contractor) supports participating BAWSCA agencies in reducing water losses to an economically optimized level and in complying with water loss requirements implemented by the State of California.

BAWSCA has entered into a professional services agreement (PSA) with Contractor, attached hereto as Attachment 1 (the PSA). Program details are provided in the Exhibit B of the PSA..

The respective roles and responsibilities of BAWSCA and each Participating Agency are outlined below:

BAWSCA's Roles and Responsibilities:

1. Overall Program management and coordination.
2. Coordinate Regional Water Loss Control Work Group.
3. Maintain program bill and budget information.

Participating Agency's Roles and Responsibilities:

1. Agreement to Program Scope of Work (Exhibit B of the PSA).
2. Provide data and respond to Contractor inquiries to complete selected Program tasks to Contractor in a timely manner.
3. Cooperate with BAWSCA in the administration of the Program.

Participating agencies may be required to pre-pay BAWSCA a deposit of 100% of the maximum program cost shown in line 9 of the table on page 2. BAWSCA will determine whether the deposit account will be required upon receipt of the applications and will notify the Participating Agencies of its determination. If a deposit is required, BAWSCA will invoice individual Participating Agencies for the full deposit amount. Participating Agencies can add funds to their deposit account at any time during the Program period. Each Participating Agency's funds will be separately accounted for and the interest tracked individually. The deposit account will be used by BAWSCA to pay Contractor for the Program implementation costs monthly. On a monthly basis, BAWSCA will invoice each Participating Agency for its Program costs, detailing use of the deposit account, and identifying the remaining budget balance. At the end of the fiscal year, each Participating Agency will have the option of receiving a check for any remaining balance in the deposit account or applying the remaining balance to participation in next year's Program.

Each Participating Agency may terminate participation in the Program or revise its participation level upon 30 days written notice to BAWSCA. Participating Agencies electing to terminate their participation will be responsible for all costs related to the Participating Agencies' participation in the Program up to the effective date of termination.

***Prior to finalizing this Application, Agency Representative should contact Kate Gasner, representing the Contractor team, to review requested program details to ensure program success. Contact Kate at kate.gasner@wso.us or 415-533-0419.**

1. NAME OF AGENCY:

3. PHONE:

2. CONTACT PERSON*:

4. E-MAIL:

Program Item	Subtask	Unit Cost x Quantity	Total Cost
1. Program Management	<input type="checkbox"/> 1.a Ongoing Administration	\$365 x ____ # of subtasks selected from 2.a, 2.c, 2.d, 2.e, 3.a, 3.b, 5.b	
	<input type="checkbox"/> 1.b Monthly Status & Budget Updates	\$730	
2. Water Audits & Data Sources	<input type="checkbox"/> 2.a Water Audit Compilation	\$7,600	
	<input type="checkbox"/> 2.b Source Meter Volumetric Accuracy Testing	\$4020 x ____ # of tested meters	
	<input type="checkbox"/> 2.c Billing Data Chain Assessment	\$9,960	
	<input type="checkbox"/> 2.d Field Pressure Survey	determined upon discussion with Contractor about system setup (starts at \$10K and scales to size of survey)	
	<input type="checkbox"/> 2.e Water Audit Miscellaneous Support	determined upon discussion with Contractor about audit support needs	
3. Level 1 Validation	<input type="checkbox"/> 3.a Level 1 Validation	\$2500	
4. Component Analysis	<input type="checkbox"/> 4.a Real Losses Component Analysis	determined upon discussion with Contractor about repair data (between \$8K and \$15K given extent and readiness of repair data)	
	<input type="checkbox"/> 4.b Apparent Losses Component Analysis	\$7,600 4.b required if conducting Task 4, meter accuracy testing	
5. Meter Accuracy Testing	<input type="checkbox"/> 5.a Customer Meter Accuracy Testing	TBD	
6. Comprehensive Leak Detection	<input type="checkbox"/> 6.a Leak Detection Preparation & Kick Off	\$1,560	
	<input type="checkbox"/> 6.b Leak Detection Survey	price based on tiered rate described below (Table 2)	
7. Report Preparation	<input type="checkbox"/> 7.a Reporting	\$2,480 x ____ # of subtasks selected from 2.a, 2.b, 2.c, 2.d, 4.a, 4.b, 6.b	
8. BAWSCA Administration Fee		Waived for Year One	\$0
9. Maximum Program Cost		Total Items 1 - 8	\$

Table 1. Hourly Rate Table for additional services (Task 2.b)

Role	Rate (hourly)
Project Advisor	\$ 260
Project Director	\$ 210
Project Manager	\$ 155
Project Manager	\$ 155
Analyst	\$ 140

Table 2. Comprehensive Leak Detection Mileage Rate Table (Task 6.b)

Mileage Surveyed	\$/mile
Mile 1 through Mile 50	400
Mile 51 through Mile 100	350
Miles 101 +	300

Notes:
 1. Program Management. Required cost if any items except Item 3 – Level 1 Validation are selected.

Timeline

To memorialize this arrangement, please have the enclosed copy of this Application to Participate executed by an individual authorized to enter into such agreements and return it to BAWSCA, attention Andree Johnson, no later than **June 22, 2018** to begin the program on July 1, 2018. Agencies wishing to enroll after July 1 can enroll on an ongoing basis.

For agencies selecting to complete Task 3: Level 1 Validation, please note that the following time constraints apply:

- Agreement signed and returned by **June 22, 2018**
- Level 1 Validation Session scheduled and completed by August 31, 2018
- *If any Task 2 services are selected, an early start relative to validation will be necessary*

By submitting this Application to Participate, the Participating Agency agrees to pay its share of the Program costs, up to the maximum in line 9, within thirty (30) days of its receipt of an invoice from BAWSCA. In addition, the Participating Agency represents it has reviewed the PA attached hereto as Attachment 1; and the Participating Agency hereby acknowledges and finds acceptable the terms and conditions of the PSA including all of its exhibits. The Participating Agency is responsible for working with Contractor to ensure it remains within the Maximum Program Budget. Participating Agency agrees to hold BAWSCA harmless from any claims or actions arising from Contractor's performance or any allegation that materials or services provided by Contractor infringe or violate third party intellectual-property right. The person signing below represents and warrants that they are authorized by the Participating Agency to bind the Participating Agency to this Participation Agreement.

[Signature of authorized representative]

Date: _____

Name: _____

Title: _____

[Please print]