



WESTMINSTER
COLORADO

CITY COUNCIL MEETING

AUGUST 28, 2023 at 7:00 PM

- D. Authorize Sole Source Purchase from Q-mation, Inc. of Aveva Scada Platform Software for the Three-Year Period from 2023 to 2025



WESTMINSTER
COLORADO

Agenda Memorandum

Agenda Item – 10.D.

City Council Meeting
August 28, 2023



Strategic Priority 5: Robust Infrastructure

Provide safe and equitable access to core services and amenities by safeguarding, maintaining and improving the city's water, wastewater, stormwater, mobility and roadway systems.

Subject: Authorize Sole Source Purchase from Q-mation, Inc. of Aveva Scada Platform Software for the Three-Year Period from 2023 to 2025

Prepared By: Andrea Song, Utilities Manager
Aaron Sturm, Instrumentation & Control Systems Engineer

Recommended City Council Action:

Based upon the recommendation of the City Manager, find that the public interest will be best served by authorizing a sole source purchase from Q-mation, Inc. in an amount not to exceed \$105,000 annually for AVEVA System Platform Software for the three-year period from 2023 to 2025, for a total cost not to exceed \$315,000 for the three-year period.

Summary Statement:

- The City owns and operates two potable water treatment facilities, one reclaimed water treatment facility, one wastewater treatment facility, ten water storage tanks, ten potable water pumping stations, six wastewater lift stations, and multiple raw water storage, metering, and pumping facilities.
- The AVEVA System Platform Software (AVEVA) provides the Supervisory Control and Data Acquisition (SCADA) solution that enables Staff to remotely record, monitor, control, and automate the utilities' water, reclaimed, and wastewater infrastructure.
- Q-mation, Inc. (Q-mation), the vendor for AVEVA, requires a three-year term purchase, paid in three equal annual installments. These payments include all needed cybersecurity and other updates.
- Staff is requesting the authorization of a sole source purchase from Q-mation for AVEVA beginning in October 2023 and ending in October 2026, for a total cost not to exceed \$315,000 for the three-year period.
- Adequate funds are budgeted and are available in the Utility Fund for this expenditure.

Fiscal Impact:

Not to exceed \$105,000 annually for the years 2023, 2024, and 2025 for a total cost not to exceed \$315,000 for the three-year period.

Source of Funds:

Utility Fund: Utilities Division Operating Budgets
Utility Fund Capital Improvement Fund: SCADA & PLC Updates

Policy Issue(s):

Should City Council authorize a sole source purchase with Q-mation for the licensing of the AVEVA System Platform Software for the City's utility SCADA system, not to exceed \$105,000 annually with a total cost not to exceed \$315,000 for the three-year period from 2023 to 2025?

Alternative(s):

City Council could choose not to approve the purchase as recommended. In this case the City would not have the SCADA software necessary to control pumping, treatment, and data collection required by both the Environmental Protection Agency (EPA) and Colorado Department of Public Health and Environment (CDPHE). This is not recommended as the City has been using the AVEVA System Platform for the last 21 years. The City has received guaranteed pricing for a three-year term beginning in October 2023, and the AVEVA System Platform Software continues to offer the best value for the City. Lack of a functional SCADA platform would create serious state and federal regulatory violations and put public health at risk.

Background Information:

AVEVA was deployed in the City's Northwest Water Treatment Facility in 2002 and has since been deployed utility-wide across raw, drinking, wastewater, and reclaimed water assets.

The City utilizes AVEVA for data collection, process control, and monitoring of systems at all water, reclaimed, and wastewater facilities to ensure the utility meets and exceeds federal and state regulatory requirements. Q-mation is the sole regional provider of AVEVA. The software performs well, and the City's current utility infrastructure communications system is built on this platform. The software continues to be reasonably priced for a program of this size and magnitude. Staff recommends the authorization of a three-year purchase agreement with Q-mation for the purchase of the AVEVA SCADA software that supports the City's Utility systems.

The current quote attached is for \$91,585 and includes 35 licenses. There is potential need for additional licenses, so Staff is requesting additional funding not to exceed \$105,000 annually to address these potential additional costs.

The recommended sole source purchase of AVEVA from Q-mation helps achieve the City's Strategic Plan, Strategic Priority 5: Robust Infrastructure, to "Provide safe and equitable access to core services and amenities by safeguarding, maintaining and improving the city's water, wastewater, stormwater, mobility, and roadway systems." by maintaining software for vital City operations.

Respectfully Submitted,

Mark A Freitag

Mark A. Freitag
City Manager

Attachments:

Attachment 1 – AVEVA Sole Source Letter
Attachment 2 – Q-mation, Inc. Proposal



August 4, 2023

Aaron Sturm
City of Westminster | Public Works and Utilities
8900 Pierce St
Westminster, CO 80021

REF: Representation of AVEVA Operator Interface Products

This letter is to certify that Q-mation is the only authorized distributor in the area of industrial operator interface products from AVEVA and the only company authorized by AVEVA to sell and support our products.

As the authorized distributor of AVEVA operator interface products in Colorado, Q-mation is the only authorized distributor in the area for City of Westminster to purchase AVEVA software and support.

AVEVA industrial operator interface products may be procured and supported by contacting Q-mation. Please call me or anyone at Q-mation whenever we can be of service.

Sincerely,

A handwritten signature in blue ink, appearing to read "Eric Talbott". The signature is stylized and somewhat abstract.

Eric Talbott
AVEVA Software, LLC
Commercial Manager, North America
Ph: 949-639-8609

AVEVA Software, LLC
26561 Rancho Parkway South
Lake Forest, CA 92630 USA
Phone: +1 949 727 3200
Fax: + 1 949 727 3270

 [linkedin.com/company/aveva](https://www.linkedin.com/company/aveva)
 [@avevagroup](https://twitter.com/avevagroup)

[aveva.com](https://www.aveva.com)



PROPOSAL
VALID FOR 90 DAYS

Q-mation, Inc.
Formerly Wonderware North
425 Caredean Drive
Horsham, PA 19044
sales@q-mation.com
(877) 900-4996

prepared for

City of Westminster - Westminster
8900 Pierce St.
Westminster, Colorado 80021
(303) 658-2400 phone

Aaron Sturm
asturm@cityofwestminster.us
3036582471 phone

prepared by

Mitchell Araman
maraman@q-mation.com
602.432.3301 cell

sales@q-mation.com
(877) 900-4996 phone

DATE: 08.08.2023
QUOTE: QUO-55836-C3Y2T0 REV: 0
REF: Operations Control 35 Users

Line #	Description	Qty	Unit Price	TOTAL
AVEVA Flex Credits - 3 Year Subscription – Standard Level Customer FIRST Support – 6,500 Credits				
1	Subscription Part #: FLEXCR-01-1 VEVA FLEX Credits - 6,500 Credits - Standard Support Year 1 Contract term: 1 Year from date of purchase: 2023 -2024	1	\$91,585.00	\$91,585.00
2	Subscription Part #: FLEXCR-01-1 AVEVA FLEX Credits - 6,500 Credits - Standard Support Year 2 Contract term: 2024 - 2025	1	\$91,585.00	\$91,585.00
3	Subscription Part #: FLEXCR-01-1 AVEVA FLEX Credits - 6,500 Credits - Standard Support Year 3 Contract term: 2025 - 2026	1	\$91,585.00	\$91,585.00
4	Note AVEVA Operations Control Supervisory - Base - Qty 1 @ 3000 Credits - Unlimited use of System Platform, Plant SCADA, Premium Communication Drivers, Development Systems, Operations Reporting, Historian Tier 1, Supervisory Server Historian and Supervisory Clients, Insight Standard with Standard Users and AVEVA Teamwork Minimum of 25 named users must be added, no limit to number of sites Monthly Integration Studio usage of 100 hours, 5 GB cloud storage			



Q • M A T I O N

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Horsham, PA 19044
sales@q-mation.com
(877) 900-4996

AVEVA Operations Control - Named User (minimum qty 25) Qty 35 @
100 Credits each for 3,500 Credits
Requires one or more Operations Control - Base Minimum required
quantity 25 named users

1 advanced Tier 2 historian, redundant with unlimited tags

VIEW TERMS ON LAST PAGE OF QUOTE

GRAND TOTAL \$274,755.00

Subscription Year 1 Total \$91,585.00

Subscription Year 2 Total \$91,585.00

Subscription Year 3 Total \$91,585.00



PROPOSAL

VALID FOR 90 DAYS

Q-mation, Inc.
Formerly Wonderware North
425 Caredean Drive
Horsham, PA 19044
sales@q-mation.com
(877) 900-4996

remittance address

Q-mation, Inc.
DBA Wonderware North
425 Caredean Drive
Horsham, PA 19044

to ensure timely processing of your purchase order, please note the following:

- Shipping terms: FOB Shipping Point
- Standard Payment Terms is NET 30

*Please provide tax exemption document if applicable.
Failure to provide documents may require you to report and pay tax direct to your state.*