



WATER · WASTEWATER · STORMWATER  
**SOLUTIONS**

[www.ejprescott.com](http://www.ejprescott.com) 1-800-EJP-24HR  
SERVING THE NORTHEAST, MIDWEST, AND NEW YORK

April 28, 2022

Newton City Council  
Newton City Hall, Room 105  
1000 Commonwealth Avenue  
Newton, MA 02459

**Subject: Water Meter Reading System Replacement**

Dear City Council Members –

We are writing to express our disappointment and concern with the recent process in which the City of Newton, Utilities Department “evaluated” and purchased a new meter reading system which goes against the standard practices of the Massachusetts Chapter 30B Manual: Procuring Supplies, Services, and Real Property for this type of purchase.

Traditionally, a complete metering system replacement begins with the process of contracting with an engineering firm and there is a Request for Proposal process in which vendors throughout the industry submit technical and price proposals for the City to evaluate. During this process, companies can present the benefits of their system to the city and the city ranks those proposals and then opens price proposals for the finalist.

According to the Office of the Inspector General of Massachusetts and Chapter 30B, Chapter 5 “Bidding is the basic method under Chapter 30B for procuring supplies or services estimated to cost more than \$50,000. However, when it is in your local jurisdiction’s best interest to do so, you may instead use a request for proposals (RFP) to award such contracts.”

By removing this process, the city has not reviewed the features and benefits of some of the largest meter reading companies in the world and seemingly negotiated a deal for over 16 million dollars. Not only could these vendors provide additional benefits to the City in terms of technology, but the City lost the potential to potentially save substantial money and review of a true life-cycle cost comparison with a competitive RFP process.





WATER • WASTEWATER • STORMWATER  
**SOLUTIONS**

For over 65 years EJP has been in the water industry and at no time in the history of our company have we seen such a large purchase negotiated without the use of a competitive bidding/proposal process.

We hope that the Council, at a minimum, reviews the actions and decisions taken by both the City of Newton's Utility and Purchasing Departments, reverses the current decision to move forward with the present AMI contract, and initiates a true bid proposal and evaluation process in which all vendors are allowed to submit a proposal that may be more advantages to the City of Newton.

Sincerely,

A handwritten signature in black ink, appearing to read "D. Burdin", is written over a horizontal line.

Dan Burdin  
Smart Utilities Specialist  
Everett J. Prescott, Inc.

cc:

Purchasing Department – City of Newton  
Mayor Ruthanne Fuller  
State of Massachusetts – Office of Inspector General