Operations Committee Meeting - January 2, 2020

1. Agenda Packet
   Documents:
   
   200102 AGENDA PACKET - POSTED 191227.PDF

2. Related Agenda Items
   Documents:
   
   PUBLIC COMMENT - POSTED 200102.PDF
   AGENDA ITEM NO. 4. B. - HANDOUTS POSTED 200102.PDF

3. Media Index By Agenda Item
   Documents:
   
   MEDIA INDEX BY AGENDA ITEM.PDF
OPERATIONS COMMITTEE

AGENDA

DATE: Thursday, January 2, 2020  TIME: 10:00 a.m.

1. CALL MEETING TO ORDER AND ROLL CALL.

2. ITEMS TO BE ADDED, WITHDRAWN, OR REORDERED IN THE AGENDA.

3. PUBLIC COMMENT.
   Opportunity for members of the public to address the Committee. (Government Code Section 54954.3).

4. ACTION AGENDA.
   The following items on the Action Agenda call for discussion and action by the Committee. All items are placed on the Agenda so that the Committee may discuss and take action on the item if the Committee is so inclined, including items listed for information.
   
   A. Consideration to Extend the Current Five-Year On-Call General Construction Services Contract by Six Months
   
   B. Review Qualifications for On-Call SCADA System Integration Professional Services

5. CLOSED SESSION.
   At any time during the regular session, the Committee may adjourn to closed session to discuss real property matters within the attorney-client privilege, subject to the appropriate disclosures. (Government Code Section 54956.8).

6. NEXT MEETING DATE: Wednesday, January 15, 2020 at 10:00 a.m.

7. ADJOURNMENT.

This agenda was posted at least seventy-two (72) hours before the meeting in a location freely accessible to the Public on the exterior bulletin board at the main entrance to the Authority’s office and it is also posted on the Authority’s website at www.sweetwater.org. No action may be taken on any item not appearing on the posted agenda, except as provided by California Government Code Section 54954.2. Any writings or documents provided to a majority of the members of the Sweetwater Authority Governing Board regarding any item on this agenda will be made available for public inspection at the Authority Administration Office, located at 505 Garrett Avenue, Chula Vista, CA 91910, during normal business hours. Upon request, this agenda will be made available in appropriate alternative formats to persons with disabilities, as required by Section 202 of the Americans with Disabilities Act of 1990. Any person with a disability who requires a modification or accommodation in order to participate in a meeting should direct such request to the Board Secretary at (619) 409-6703 at least forty-eight (48) hours before the meeting, if possible.

To e-subscribe to receive meeting agendas and other pertinent information, please visit www.sweetwater.org.
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TO: Governing Board (Operations Committee)

FROM: Management

DATE: December 27, 2019

SUBJECT: Consideration to Extend the Current Five-Year On-Call General Construction Services Contract by Six Months

SUMMARY

The Authority has procured the services of On-Call General Contractors to support its general construction needs since 1991. The type of work assigned to the On-Call General Contractor varies significantly, ranging from replacing a valve at the Perdue Water Treatment Plant, for example, to water main extensions needed to support development projects. The current on-call contract for General Construction Services was executed on February 1, 2015, for a five-year term. El Cajon Grading & Engineering Company, Inc. (ECG), Lakeside, CA, a City of San Diego-listed Small Local Business Enterprise (SLBE), was selected as the Authority’s On-Call General Contractor in 2015 and their five-year contract will end on February 1, 2020.

Based on the Authority’s focus on the system-wide flushing program and the related staffing needs for this effort, work associated with installing water service laterals for private developments (also referred to as 2280s) and water facility relocations to accommodate street improvements in National City, Chula Vista, and the County have been assigned to ECG. The system-wide flushing program will continue through the end of FY 2019-20, so the need to temporarily reassign the 2280s and street improvement projects will continue through June 2020.

ECG has recently been assigned several 2280 projects, a water main extension project for the Ridgeway Apartments Development project, and the water facility relocations to accommodate the third and final phase of the Third Avenue Beautification project in Chula Vista. A change in the current On-Call General Contractor at this time would likely cause significant disruption, and potential delay, in the completion of these on-going projects. To maintain continuity of service for on-going projects and to provide the support needed to continue with the system-wide flushing program, staff is recommending that the on-call contract with ECG be extended six months.
Memo to: Governing Board (Operations Committee)
Subject: Consideration to Extend the Current Five-Year On-Call General Construction Services Contract by Six Months
December 27, 2019
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PAST BOARD ACTION
November 12, 2014  The Board awarded a five-year contract to El Cajon Grading & Engineering Company, Inc. for On-Call General Construction Services

FISCAL IMPACT
Funds for this work would be provided as follows: 1) through deposit accounts for developer projects, or 2) through funds budgeted in the FY 2019-20 Expense Budget, Street Improvements Capital Fund, or the Capital Contingency Fund.

POLICY
The Authority’s Procurement Policy & Procedures allows for contracts to be executed for up to five (5) years.

Strategic Plan Goal 1: Water Quality (WQ) – Provide high quality water that meets regulatory requirements.

• Objective WQ2: Remove sediment and bacteria film build-up through unidirectional flushing of distribution pipelines (a three-year process) at 6-10 year intervals (Source: AWWA Partnership for Safe Drinking Water).

Strategic Plan Goal 2: System and Water Supply Reliability (SR) – Achieve an uninterrupted, long-term water supply through investment, maintenance, innovation and developing local water resources.

• Objective SR6: Review plans submitted by Chula Vista, National City, and County of San Diego for street improvement projects to identify potential conflicts, then develop the most cost-effective facility modifications to avoid known or potential conflicts.

• Objective SR7: Review proposed development plans and install necessary infrastructure to ensure the facilities meet the required demand, achieve code compliance, avoid cross-connections, and have minimal-to-zero financial impacts to the Authority’s ratepayers.

• Objective SR9: Cost-effectively maintain facilities and infrastructure to optimize their useful life and performance.
Memo to: Governing Board (Operations Committee)  
Subject: Consideration to Extend the Current Five-Year On-Call General Construction Services Contract by Six Months  
December 27, 2019  
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**ALTERNATIVES**

1. Authorize an extension the current On-Call General Construction Services contract with El Cajon Grading & Engineering Company, Inc. (ECG), Lakeside, CA, for six months, resulting in a new contract end date of August 1, 2020 and direct staff to begin the competitive process to select the next On-Call General Construction Services contractor.

2. Issue a Request for Proposals immediately to select the next Authority’s On-Call General Construction Services contractor, with the understanding that there may be a gap in coverage for general construction support services until the new contract is executed.

**STAFF RECOMMENDATION**

Staff recommends that the Governing Board authorize an extension the current On-Call General Construction Services contract with El Cajon Grading & Engineering Company, Inc., Lakeside, CA, for six months, resulting in a new contract end date of August 1, 2020 and direct staff to begin the competitive process to select the next On-Call General Construction Services contractor.
This page intentionally left blank.
TO: Governing Board (Operations Committee)
FROM: Management
DATE: December 27, 2019
SUBJECT: Review Qualifications for On-Call SCADA System Integration Professional Services

SUMMARY
The supervisory control and data acquisition (SCADA) system integrator provides services to the Authority’s operations that are critical to maintaining a safe and reliable drinking water supply. The existing five-year agreement between the Authority and the current consultant for SCADA integration professional services will expire on April 1, 2020. The scope of work for SCADA integration professional services includes a variety of tasks related to annual support and potential future capital projects. Examples of annual support tasks include:

- Maintaining hardware and software related to SCADA system operations
- Conducting operator training
- Performing annual planning
- Providing technical support for future capital projects that require SCADA integration including an iron and manganese removal system at the National City Wells and a powdered activated carbon feed system at the Perdue Water Treatment Plant

Background
Based on direction from the Board on the process of initiating a competitive selection process for ongoing professional services, a Request for Qualifications (RFQ) was approved by the Board and published on August 16, 2019.

In order to increase the pool of potential responders as compared to five years ago, the RFQ reflects a modified level of support expectation as follows:

- The emergency response time requirement was changed from 2 to 24 hours.
- The requirements for the panel fabrication services facility was changed from a commute time requirement of 2 hours to a location requirement of anywhere within the United States.
- Hardware and software specific certification requirements were changed from mandatory to negotiable by allowing prospective consultants to obtain them within an agreed-upon time period.
Memo to: Governing Board (Operations Committee)
Subject: Review Qualifications for On-Call SCADA System Integration Professional Services
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The Board-approved RFQ is provided as an attachment and outlines the submittal requirements and evaluation process.

Outreach
The first issuance of the RFQ was published on August 16, 2019, and was open for a 35-day period. Advertisement occurred on the Authority’s public website, Ebidboard.com, and the American Water Works Association (AWWA). After this process, the Authority received one submittal. Upon receiving direction from the Board, staff published the re-issuance of the RFQ on October 10, 2019. The RFQ was open for a 45-day period and was advertised on the Authority’s public website and Ebidboard.com, and with the American Water Works Association (AWWA), the California Special Districts Association (CSDA), and the Association of California Water Agencies (ACWA).

The RFQ was both advertised and direct mailed for each issuing period. Examples of the advertisements and information used to identify potential integrators are provided in Attachment 1, Advertisements and Consultant Search. A detailed summary of staff actions taken to date for the RFQ re-issuance is included in Attachment 2. For direct mail, staff contacted consultants who were identified as potential firms of interest through a variety of methods including, web-based search tool, a listing of firms certified to work on equipment, referrals from others, and responding to those who expressed interest.

After this combination of outreach, relaxing the requirements, and providing a total of 89 days for response between both issuances of the RFQ, the Authority received two submittals. Integrators that did not submit qualifications stated the following reasons: lack of qualifications, distance from the Authority, agreements with competing integrators, inability to provide for 24-hour emergency response, and lack of resources to submit.

Review Process
The RFQ stated that the Operations Committee would evaluate the Statement of Qualifications (SOQ) and recommend a contract award to the Authority’s Governing Board. As outlined in the RFQ, the Authority noted that it would evaluate the desired qualifications as follows:

<table>
<thead>
<tr>
<th>Category</th>
<th>Maximum Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Qualifying Projects</td>
<td>45</td>
</tr>
<tr>
<td>Experience and Technical Competence</td>
<td>45</td>
</tr>
<tr>
<td>Consultant’s Organization and Key Personnel</td>
<td>10</td>
</tr>
</tbody>
</table>
Memo to: Governing Board (Operations Committee)  
Subject: Review Qualifications for On-Call SCADA System Integration Professional Services  
December 27, 2019  
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During the Operations Committee meeting, staff will support the Committee members to evaluate the submittals and select the most qualified responder to recommend to the Governing Board.

PAST BOARD ACTIONS

October 2, 2019  
The Board directed staff to re-issue the RFQ; allow a response time of 45 days; and advertise the RFQ with ACWA, AWWA, and CSDA.

July 24, 2019  
The Board approved the On-Call SCADA System Integration Professional Services RFQ, and directed staff to convene the Operations Committee to review qualifications and make a recommendation to the Board.

June 12, 2019  
The Board approved the FY 2019-20 Strategic Plan Detailed Work Plan. The plan directs staff to select a SCADA integrator pursuant to the competitive selection process.

FISCAL IMPACT

Total costs spent to advertise the RFQ were approximately $1,500 ($500 for the first issuance and $1,000 to re-issue the RFQ) plus staff time.

As part of the FY 2019-20 budget process, an amount of $100,000 was set aside for potential orientation and transition to a new integrator.

POLICY

The Purchasing Policy requires solicitation of proposals from consultants for professional services exceeding $75,000 and the selection of a consultant by the Consultant Selection Committee.

Strategic Plan Goal 1: Water Quality – Provide high quality water that meets regulatory requirements.

- Objective WQ6: Maintain and improve the Supervisory Control and Data Acquisition (SCADA) system for all treatment and distribution facilities as defined in the SCADA master plan.
  - 002.1 Select a SCADA integrator pursuant to the competitive selection process.
Memo to: Governing Board (Operations Committee)
Subject: Review Qualifications for On-Call SCADA System Integration Professional Services
December 27, 2019
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ALTERNATIVES
1. That the Operations Committee evaluates the SOQ submittals and recommend an integrator to the Governing Board for on-call SCADA System Integration Professional Services.

2. Other recommendations as identified by the Operations Committee.

STAFF RECOMMENDATION
Staff recommends that the Governing Board award a SCADA system integration on-call professional services contract in accordance with the evaluation criteria outlined in the RFQ.

ATTACHMENTS
1) Advertisements and Consultant Search
2) Summary of Actions
3) SOQ - Enterprise Automation
4) SOQ – RoviSys
5) Request for Qualifications
Advertising & Consultant Search

American Water Works Association (AWWA) “www.awwa.org”

Two banner ads were advertised on the AWWA website for a five-week period with a maximum of 10,000 views.
Ebidboard “www.ebidboard.com”

Ebidboard is a bid board that the Authority uses to advertise projects.
Schneider Electric Integrator Locator Tool “https://www.schneider-electric.com/”

The Authority’s SCADA system is comprised of Schneider Electric products. Master alliances hold the most product specific certifications. Certified alliances hold most product specific certifications. Below are search results for master and certified alliances within the United States.

Schneider Electric Master Alliances (1 System Integrator serves the water/wastewater market)

Schneider Electric Certified Alliances (11 system integrators serve the water/wastewater market)
RFP Clearinghouse

Open RFPs and RFQs

CSDA's RFP Clearinghouse is a member benefit, where Requests for Proposals and Requests for Qualifications can be posted and viewed by CSDA members.

RFQ: On-Call SCADA System Integration Professional...

By: Justin Brazil, 22 hours ago

Posted in: RFP Clearinghouse

Sweetwater Authority is seeking a SCADA System Integrator to provide SCADA system integration services to support its annual maintenance activities and modifications to the water system that may be required as a result of capital improvement. RFQ proposal...

RFQ-On-Call SCADA System Integration Professional Services

1. RFQ-On-Call SCADA System Integration Professional Services

Posted 21 hours ago | view attached

Sweetwater Authority is seeking a SCADA System Integrator to provide SCADA system integration services to support its annual maintenance activities and modifications to the water system that may be required as a result of capital improvement.

RFQ proposal submissions (6 copies) shall be delivered to the address below by December 3rd, 2019 at 5:00 PM.

Sweetwater Authority
505 Garrett Avenue
Chula Vista, CA 91910
Attention: Justin Brazil, Director of Water Quality

Please contact Justin Brazil by phone at 619-409-6802 or by email at jbrazil@sweetwater.org for any questions regarding the RFQ.

For more information about Sweetwater Authority please visit www.sweetwater.org
Association of California Water Agencies (ACWA)

Exclusive email sent directly to ACWA members on October 16\textsuperscript{th}, 2019.

**WANTED: SCADA SYSTEM INTEGRATOR**

CLICK TO VIEW RFQ

Sweetwater Authority (Authority) is seeking a SCADA System Integrator to provide SCADA system integration services to support its annual maintenance activities and modifications to the water system that may be required as a result of capital improvement.

Serving approximately 190,000 people in the southwest region of San Diego County, the Authority delivers water from various sources across nearly 400 miles of pipeline. The Authority’s SCADA system monitors and controls equipment at two dams, three water treatment plants, and numerous tanks and booster stations.

For more information and the full RFQ, click here.

**QUESTIONS?**

Contact Justin Brazil, Director of Water Quality
jbrazil@sweetwater.org
(619) 409-6802
In total, staff contacted 21 consultants, 17 of which requested a copy of the RFQ. A list of the consultants contacted throughout the process is provided below.

### Outreach

<table>
<thead>
<tr>
<th>Integrator</th>
<th>Contacted by Authority</th>
<th>Requested RFQ</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 AECOM Los Angeles, CA</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>2 Computation Bensenville, IL</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>3 Enterprise Automation Irvine, CA</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>4 Frakes Engineering Indianapolis, IN</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>5 George T Hall Sparks, NV</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>6 Hazen &amp; Sawyer San Diego, CA</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>7 Huffman Engineering Lincoln, NE</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>8 Jacobs Dallas, TX</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>9 JM Integration Vacaville, CA</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>10 KDC Los Alamitos, CA</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>11 Pacific Blue Engineering Signal Hill, CA</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>12 Prime Controls Lewisville, TX</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>13 Revere Texarkana, TX</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>14 Richardson Logistic Controls McKinney, TX</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>15 RoviSys Aurora, OH</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>16 Stone Technologies Chesterfield, MO</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>17 Techknownsion Pleasant Hill, CA</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>18 TESCO Sacramento, CA</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>19 TSI Controls Irvine, CA</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>20 Wanderlich-Malec Prairie, MN</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>21 Westin San Marcos, CA</td>
<td>Yes</td>
<td>Yes</td>
</tr>
</tbody>
</table>
Request for Qualifications (RFQ) Re-Advertisement

Summary of Actions

10/10/19

RFQ re-advertised as follows:

- Sweetwater Authority (SWA) public website
- Ebidboard.com
- American Water Works Association (AWWA) website
- California Special District Association (CSDA) Request for Proposals (RFP) Clearinghouse
- Email blast to members of the Association of California Water Agencies (ACWA)

RFQ emailed to the following consultants that expressed interest during the first round of advertising in August and September:

- Tesco Controls (Sacramento, CA)
- TSI Controls (Irvine, CA)
- George T Hall (Sparks, NV)
- Wanderlich-Malec (Prairie, MN)
- JM Integration (Vacaville, CA)
- Westin (San Marcos, CA)
- KDC Systems (Los Alamitos, CA)
- Pacific Blue Engineering (Signal Hill, CA)
- Prime Controls (Lewisville, TX)
- Rovi Sys (Los Angeles, CA)
- Enterprise Automation (Irvine, CA)

Responses received:

- Pacific Blue responded by email that they will review the RFQ.
  - They indicated that they do not meet the requirement that requires the consultant to have been in business for at least 10 years. Staff responded that they should consider submitting and provide a letter indicating why they believe they qualify without meeting the 10-year requirement.
- JM Integration responds by email that they have received the RFQ and would be pleased to submit a proposal.

10/11/19

RFQ emailed to the following who were identified through additional staff inquiries:

- Jacobs (Dallas, TX)

Contact(s) made or Response(s) received:
• Jacobs responded by email that they will review the RFQ.
• Spoke with Westin on the telephone to discuss the RFQ.

10/12/19
RFQ emailed to the following who were identified through additional staff inquiries:
• Revere (Texarkana, TX)

10/14/19
Contact(s) made or Response(s) received:
• Spoke with Revere to answer questions regarding the RFQ. Revere indicated that they are interested in submitting.

10/15/19
RFQ emailed to the following:
• Hazen & Sawyer (San Diego, CA)

Response(s) received:
• Rovi Sys responded by email that they would submit on the RFQ.

10/17/19
RFQ emailed to the following:
• AECOM (Los Angeles, CA)

Contact made:
• Contacted TechKnowsion, Inc. by telephone for interest in the SCADA RFQ as they were referred to Sweetwater Authority staff based on the ACWA advertisement.

10/18/19
Response(s) received:
• TechKnowsion, Inc. responded that they reviewed the RFQ on the SWA website and will not submit because they cannot commit to the immediate telephone support requirement or the 24-hour onsite emergency response requirement.
10/22/19
Contact(s) made:

- Phone contact made and/or voicemails left with those who had not acknowledged receipt of the RFQ.

10/23/19
Response(s) received:

- Revere responded that they have a “gentlemen’s agreement” with Enterprise Automation to not compete with each other. They are both members of the Automation Alliance.

10/24/19
Response(s) received:

- Hazen & Sawyer responded that they would not be submitting as the RFQ was not be a good fit for them.

10/25/19
RFQ emailed to the following:

- The RFQ was emailed to Stone Technologies and Frakes Engineering. Both firms were located by visiting the Automation Alliance website.

10/28/19
Response(s) received:

- Stone Technologies responded that they would not be submitting as the RFQ was not be a good fit for them and suggested that the Authority consider contacting Enterprise Automation.

11/12/19
Response(s) received:

- Jacobs responded that they would not be submitting due to a lack of resources. They indicated that the 45-day period was sufficient, but that they had competing opportunities at this time.

11/13/19
Qualifications received:

- A statement of qualifications (SOQ) was received.

11/21/19
Qualifications received:

- A statement of qualifications (SOQ) was received.
11/26/19

Response(s) received:

- Tesco responded that they will not be submitting after consideration and review of their risk assessment for bidding this project. They stated that they declined submitting a proposal due to the qualification and experience requirements pertaining to Sweetwater Authority’s Citect SCADA system.
VOLUME I - Proposal

REQUEST FOR QUALIFICATIONS
FOR
ON-CALL SCADA SYSTEM INTEGRATION
PROFESSIONAL SERVICES

SWA FILE:- [S2019-94]

Prepared for: Sweetwater Authority
Submission Deadline: Prior to 5:00 p.m., Friday, September 20, 2019
6 copies
Proposal Contact: Justin Brazil
Director of Water Quality
Phone: (619) 409-6802
Mail-to Address: Sweetwater Authority
Administration Office
505 Garrett Ave.
Chula Vista, CA 91910

Proposed by: Enterprise Automation
Primary Contact: Alex Stipe, Inside Sales Manager
Email: alex.stipe@eaintegrator.com
Cell: (949) 378-7087
Address: 210 Goddard
Irvine, CA 92618
Phone: (949) 769-6000, ext. 124
Fax: (949) 769-6005
Volume I: Proposal

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September 20, 2019

Attention: Justin Brazil, Director of Water Quality
Sweetwater Authority
505 Garrett Avenue
Chula Vista, CA 91910

Subject: REQUEST FOR QUALIFICATIONS FOR ON-CALL SCADA SYSTEM INTEGRATION PROFESSIONAL SERVICES, SWA FILE: [S2019-94]

Mr. Brazil

Thank you for this opportunity to present the following Statement of Qualifications for On-Call SCADA Integration Services for the Sweetwater Authority. Herein is Enterprise Automation’s (EA’s) response, which was completed in accordance with the Authority’s RFQ.

For the past 15 years, it has been an honor to be the Authority’s trusted partner for SCADA systems integration. During our tenure, EA has delivered every project on-time, within-budget, and at a level of quality that exceeds the Authority’s stringent standards. Additionally, EA has helped the Authority save hundreds of thousands of dollars by being proactive and by remediating the unsatisfactory work of other consultants and contractors during the design and construction phases of several capital projects.

We are grateful for the Authority’s business and appreciate your dedication to implementing and enforcing industry best practices and standards throughout the water department. EA is a better organization because of it.

The near-zero unplanned downtime over the past 15 years and continued reliability of the Authority’s water assets are a testament to the world-class automation platform we have built together.

We appreciate this opportunity to re-qualify ourselves and earn the Authority’s business once again by proving that we remain the most qualified and long-term cost-effective automation consultant to meet the Authority’s specific needs.
1 Partnership Approach

Although the municipal Systems Integration business has traditionally been a low-bid industry, the Authority has been on the forefront of a paradigm shift towards long-term and stable relationships with trusted automation partners.

The shift is primarily due to municipalities realizing that their SCADA system is a critical asset that must be maintained and upgraded no differently than their physical infrastructure, rather than treating it as an afterthought.

This realization is typically the result of an inflection point where it becomes obvious that their SCADA system has been neglected. The symptoms included finding that your SCADA hardware and software is on the verge of obsolescence, difficult and expensive to maintain, difficult for operations staff to use efficiently, and not providing the value and information that they expect and need. Due to the water staff's proactiveness, the Authority's SCADA system is not plagued with any of these problems.

In stark contrast to when the Authority initially contracted EA, long term engagements with SCADA Systems Integrators are no longer unusual among municipalities. In fact, within our own portfolio, EA’s relationship with the Authority is not unique.

We specialize in these established, consultative partnerships, and have been servicing most of our clients (both municipal and private) for as long as 16 years. These clients have continued to engage EA because they recognize that we maximize the value of their assets and reduce their long-term cost of ownership.

Below is an abbreviated list of current clients that have engaged EA on a long-term basis:

<table>
<thead>
<tr>
<th>Municipal Clients</th>
<th>Starting Year</th>
<th>No. Years Served</th>
</tr>
</thead>
<tbody>
<tr>
<td>City of Fresno</td>
<td>2008</td>
<td>11</td>
</tr>
<tr>
<td>City of Huntington Beach</td>
<td>2013</td>
<td>6</td>
</tr>
<tr>
<td>City of Santa Ana</td>
<td>2014</td>
<td>5</td>
</tr>
<tr>
<td>Orange County Sanitation District</td>
<td>2013</td>
<td>6</td>
</tr>
<tr>
<td>Water Replenishment District of Southern California</td>
<td>2017</td>
<td>2</td>
</tr>
<tr>
<td>Encina Wastewater Authority</td>
<td>2017</td>
<td>2</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Non-Municipal Clients</th>
<th>Starting Year</th>
<th>No. Years Served</th>
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</thead>
<tbody>
<tr>
<td>QSC Audio</td>
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<tr>
<td>JR Simplot</td>
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<tr>
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<td>2005</td>
<td>14</td>
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<tr>
<td>Hampton Products International</td>
<td>2008</td>
<td>11</td>
</tr>
<tr>
<td>B. Braun Medical</td>
<td>2013</td>
<td>6</td>
</tr>
</tbody>
</table>
2 Qualifications Summary

EA has earned every required certification specified in the RFP and far exceed the minimum quantity for most. Additionally, we meet all required and desired experience qualifications.

We hold the greatest quantity of certifications and experience with the Authority’s specific SCADA platform technologies in the Country.

3 Enterprise Automation Background

I. Schneider Automation Expertise:

Enterprise Automation is the only Schneider Electric Master Alliance Partner in the USA (their highest level of certification) providing unparalleled access to the manufacturer and proven expertise with their products.

Additionally, we are Schneider’s first and only preferred partner in Water & Wastewater and the first to earn their PLC Modernization certificate for expertise with both the M340 and M580 platforms.

Because EA has such a close relationship with Schneider Electric and their local distributors, we will continue to ensure that the Authority never overpays for their SCADA hardware or software.

II. Wonderware Expertise:

Enterprise Automation carries the most Wonderware certifications of any integrator in California. We have also been invited and sponsored to become a Wonderware/AVEVA Endorsed Partner (their highest level of certification). Once the clerical portion of the process is complete, EA will be the only Wonderware/AVEVA Endorsed Partner in California.

Because EA has such a close relationship with Wonderware’s local distributor, Wonderware California, we will continue to ensure that the Authority has the correct licenses and never overpays for support or upgrades.
III. **Location:**

Our headquarters, where all engineering will be performed, is located in Irvine, CA which is approximately 86 miles from the Authority’s Administrative Office. This allows our engineers to respond to emergency support calls on site in a matter of hours in most cases. Rapid response times decrease the probability that the Authority will incur the additional costs of purchasing treated water, particularly during periods of peak demand.

![Location Map]

IV. **CSIA Certification:**

Enterprise Automation is one of only seven systems integrators in California who have passed the rigorous audit process to become CSIA Certified.

The audit encompasses industry best practices including general management, project management, system development lifecycle, quality assurance, and service and support.

The CSIA Certified designation is an endorsement that we operate a business founded on integrity, a continual drive for self-improvement, and strict adherence to best practices and industry standards (www.controlsys.org).
4 Scope Summary

The Authority is seeking to engage a partner who has a broad range of certified experience, is technically competent with a unique combination of hardware and software systems and leverages a systematic approach to industrial automation.

The selected consultant will be responsible for supporting the Authority’s SCADA platform through both annual support and capital projects, keeping the Authority’s long-term SCADA vision in mind.

The specific scope includes:

1. Managing the Authority’s source control and change management systems
2. Maintaining a secure environment for testing and validation (the Test Platform)
3. Testing and deploying updates to the Authority’s server operating systems on a monthly basis
4. Managing manufacturer support contracts for the Authority’s SCADA hardware and software assets, including negotiating and enforcing special pricing agreements for all applicable products
5. Providing annual operator training
6. Assisting the Authority in annual planning and budgeting for the upcoming fiscal year and 5-year time horizon
7. Providing routine and emergency technical support both remotely (via phone) and on-site when needed
8. Providing design and construction phase support associated with capital improvement projects

EA has been executing this scope for the Authority for over 14 years. Selecting EA as the Authority’s next consultant could save the Authority tens of thousands of dollars in staff and consultant training and alignment alone.
5 Conclusion

In conclusion, as Enterprise Automation’s Inside Sales Manager, I hereby submit our proposal which includes this cover letter and our Statement of Qualifications. I can be reached at our main number, 949-769-6000 ext. 124, via cell phone at 949-378-7087, or via email at alex.stipe@eaintegrator.com.

My contact address is:
Enterprise Automation
210 Goddard
Irvine, CA 92618

This proposal is valid for a 90-day period from the date of submittal, September 20, 2019.

Again, we appreciate your consideration.

Sincerely

[Signature]

Alex Stipe
Inside Sales Manager
Enterprise Automation
2 Identification of Responder

a. Legal name and address of company:
   • Partners in Control Inc. dba Enterprise Automation is located at the following address:
     210 Goddard
     Irvine, CA 92618

b. Legal form of company (partnership, corporation, joint venture, etc.).
   • Enterprise Automation is a California S-Corporation.

c. Identify any parent companies.
   • Enterprise Automation does not have any parent companies.

d. Addresses of office(s) within the 24-hour commute limit and number of employees.
   • The address of our office is located above in section a. The commute from our office to the Authority’s Administrative Office or any of their treatment or distribution sites is typically between one and two hours.
   • Our office currently has 26 employees.

e. Addresses of fabrication facility and number of employees.
   • Enterprise Automation contracts the fabrication of panels to ESL Power Systems, Inc.
   • ESL Power Systems, Inc. currently has 107 employees and is located at:
     2800 Palisades Dr.
     Corona, CA 92880

f. Name, title, address and telephone number of a person to contact concerning the Statement of Qualification.
   • Alex Stipe
     Inside Sales Manager
     210 Goddard
     Irvine, CA 92618
     (949) 378-7087
3 Financial Relationships Disclosure

a. *Identify all existing and past financial relationships between Consultant’s firm and current members of the Authority’s Governing Board and staff and entities for which said members are employed or have an interest, both past and present. If there are none, clearly state this.*

There are no existing or prior financial relationships between Enterprise Automation and the current members of the Authority’s Governing Board, staff, or entities for which the members are employed or have an interest, both past and present.

b. *Identify all existing and past financial relationships between Consultant’s proposed sub-Consultants and current members of the Authority’s Governing Board and staff and entities for which said members are employed or have an interest, both past and present. If there are none, clearly state this.*

Enterprise Automation does not have any proposed sub-Consultant groups that would be utilized on this project.
4 **Required Qualifications**

4.1 **General:**

1. *The Consultant’s primary business, or the primary business of a department within the Consultant’s firm, shall be SCADA Integration service for public and municipal entities.*

   Over 85% of Enterprise Automation’s revenue is derived from providing SCADA integration and automation consulting services to the water and wastewater industries, specifically in Southern California. Our current municipal clients include:

<table>
<thead>
<tr>
<th>Client</th>
<th>Region</th>
</tr>
</thead>
<tbody>
<tr>
<td>City of Fresno</td>
<td>Central California</td>
</tr>
<tr>
<td>City of Huntington Beach</td>
<td>Southern California</td>
</tr>
<tr>
<td>City of Long Beach</td>
<td>Southern California</td>
</tr>
<tr>
<td>City of Newport Beach</td>
<td>Southern California</td>
</tr>
<tr>
<td>City of Santa Ana</td>
<td>Southern California</td>
</tr>
<tr>
<td>City of West Sacramento</td>
<td>Northern California</td>
</tr>
<tr>
<td>Encina Wastewater Authority</td>
<td>Southern California</td>
</tr>
<tr>
<td>Fallbrook Public Utilities District</td>
<td>Southern California</td>
</tr>
<tr>
<td>Orange County Sanitation District</td>
<td>Southern California</td>
</tr>
<tr>
<td>South Coast Water District</td>
<td>Southern California</td>
</tr>
<tr>
<td>Sweetwater Authority</td>
<td>Southern California</td>
</tr>
<tr>
<td>Water Replenishment District of Southern California</td>
<td>Southern California</td>
</tr>
<tr>
<td>Western Municipal Water District</td>
<td>Southern California</td>
</tr>
</tbody>
</table>

2. *The Consultant (as a firm) shall have been in the business of SCADA Integration for at least 10 years.*

   Since Enterprise Automation was established in 1998, our core focus has been SCADA integration and automation consulting.

3. *Consultant’s lead engineer shall have at least 10 years of hands-on experience designing and implementing SCADA systems based on the Schneider Electric Citect SCADA platform and Schneider Electric PLC hardware, or equivalent.*

   Adam Ekstrand is currently the Lead Engineer assigned to the Sweetwater Authority. He would retain this role if Enterprise Automation is awarded the contract associated with this RFQ.

   Adam has 11 years of experience designing, fabricating, programming, and commissioning SCADA systems, including equipment and software based on the Schneider Electric Citect SCADA platform and Schneider Electric PLC hardware.

   See **Volume II, Appendix A: Resumes** for additional information on Adam’s qualifications.
4. Consultant shall provide a single Project Manager/Program Manager as the primary point of contact for all work assigned by the Authority. This Project Manager must have at least 5 years (total, with current firm or other employers) of experience in control systems integration.

Luke Stephenson is currently the Project Manager assigned to the Sweetwater Authority. He would retain this role if Enterprise Automation is awarded the contract associated with this RFQ.

Luke has nine years of experience in control systems integration; four years of experience as VP of Engineering for VCORE Renewable Energies and five years of experience as a Project Manager and Operations Manager at Enterprise Automation.


5. Preference will be given to Consultants whose place of business is located in the United States and within a 24-hour commute of the Authority’s Administrative office at 505 Garrett Avenue, Chula Vista, CA. The engineering expertise and work must be based in and be performed in said offices.

Enterprise Automation is located at 210 Goddard, Irvine, CA 92618. All work will be performed at this office. The commute from this office to the Authority’s Administration office or any of their treatment or distribution sites is typically between one and two hours.
6. *The Consultant shall provide panel fabrication services, either in-house or through a subcontractor. The panel fabrication facility shall be located in the United States.*

Enterprise Automation contracts the fabrication of panels to ESL Power Systems, Inc. which is located at 2800 Palisades Dr., Corona, CA 92880.

ESL has been providing high-quality panel fabrication services since 1990. EA has chosen to work exclusively with ESL for over a decade due to their exceedingly high standards and industry leading quality assurance processes.
7. **Consultant shall have the capability of training operations and maintenance personnel in industrial control systems application.**

Enterprise Automation is experienced in providing training to all levels of our clients’ organizations and does so at the conclusion of all projects.

For municipal clients, we develop separate training courses for operators, engineers, and administrators, each focusing on subjects relevant to the audience. Several of the training courses we have provided in the past include:

- PLC Hardware and Redundancy/Failure Training
- SCADA training on General Use, Programming, Graphics, Navigation, and Objects
- Specific Site or Area Operation
- Remote Access and Network Redundancy Training
- Source Control Training
- Server Hardware and Virtualization Administration Training
- Historian and Reports Training
- Alarm Dialer Training
8. **Consultant shall have experience with performing review of facility construction documents as they relate to SCADA.**

Enterprise Automation has performed dozens of interdisciplinary reviews of design documentation for municipality owners. The primary role of these Instrumentation, Control, and Electrical reviews is to:

- Be our client’s advocate, verifying that the design meets their needs
- Verify that the design incorporates our clients’ SCADA and I&C standards
- Verify that the design is accurate and complete
- Verify that the design is constructible

Recently, we have provided design reviews for the following clients:

<table>
<thead>
<tr>
<th>Client</th>
<th>Consultants Reviewed</th>
</tr>
</thead>
<tbody>
<tr>
<td>City of Santa Ana</td>
<td>Tetra Tech, Morales/Pham&amp; Assoc., ARA</td>
</tr>
<tr>
<td>Encina Wastewater Authority</td>
<td>Brown &amp; Caldwell, CDM Smith</td>
</tr>
<tr>
<td>J.R. Simplot</td>
<td>Axiom Engineers, Weatherly</td>
</tr>
<tr>
<td>Sweetwater Authority</td>
<td>MWH, CH2M Hill, NLine Energy</td>
</tr>
<tr>
<td>Water Replenishment District of Southern California</td>
<td>JF Shea, Tetra Tech, Hazen and Sawyer</td>
</tr>
</tbody>
</table>

See the following pages for several examples of the level of detail EA goes to when performing interdisciplinary consultant design reviews.
4.2 Certifications:

Enterprise Automation is proud to demonstrate that we have earned every required certification specified in the RFQ and far exceed the minimum quantity for most.

The effort required to obtain manufacturer certifications is not trivial. Over the past five years, EA has invested an average of over $100,000 per year to employee training and certifications. This significant expenditure ensures that our team is leading the industry in technology expertise, as verified by the manufacturers themselves.

It has taken years to accumulate our existing portfolio of certifications and we take pride knowing that each engineer has sacrificed their personal time and energy to pursue them. Therefore, in the sections below, where we’ve demonstrated our compliance with the RFQ’s required certification qualifications, we have indicated the individual effort required to obtain each.

Required Certifications:

1. The Consultant shall have one or more employees holding the following Schneider Electric Certifications, or ability to obtain

<table>
<thead>
<tr>
<th>Certification</th>
<th>SWA Requirement</th>
<th>EA Count</th>
<th>Min. Individual Hrs. to Earn</th>
</tr>
</thead>
<tbody>
<tr>
<td>Citect SCADA Certified Expert (CSCE) or Citect Certified Engineer (CCE)(^1)</td>
<td>1</td>
<td>4</td>
<td>60 hr experience 8 hr exam (total)</td>
</tr>
<tr>
<td>Networking Certified Professional (NCP)</td>
<td>1</td>
<td>11</td>
<td>8 hr preparation 2 hr exam</td>
</tr>
<tr>
<td>Unity Pro Certified Professionals (UCP)(^2)</td>
<td>1</td>
<td>11</td>
<td>57 hr experience 2 hr exam</td>
</tr>
</tbody>
</table>

EA currently holds the most Schneider Electric certifications in the USA.

2. The Consultant shall have one or more employees holding the following Wonderware Certifications, or ability to obtain

<table>
<thead>
<tr>
<th>Certification</th>
<th>SWA Requirement</th>
<th>EA Count</th>
<th>Min. Individual Hrs. to Earn</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wonderware Certified [Application Developer](^3)</td>
<td>1</td>
<td>5</td>
<td>36 hr training 6 hr exam</td>
</tr>
<tr>
<td>Wonderware Certified Historian Developer</td>
<td>1</td>
<td>5</td>
<td>16 hr experience 6 hr exam</td>
</tr>
</tbody>
</table>

\(^1\) CSCE designation is earned when passing three separate exams (CitectSCADA, Cicode, and Citect Architecture & Redundancy)

\(^2\) Unity Pro has been rebranded as EcoStruxure Control Expert, certifications in Appendix B may include either brand name

\(^3\) Note that the certification listed in the Authority's RFQ “Wonderware Certified System Platform Certification” is a company-level certification. EA assumes the Authority intended to require proposers to have at least one “Wonderware Certified Application Developer” on staff, which is the individual certification awarded to engineers who have passed the Wonderware Application Developer exam. In addition to the individual certifications listed in the table above, EA has held the “Wonderware Certified System Platform” company-level certification since 2010.
3. The Consultant shall be competent in VMware virtualization with at least one employee holding VMware Professional Certification in Data Center Virtualization or Network Virtualization, or ability to obtain

<table>
<thead>
<tr>
<th>Certification</th>
<th>SWA Requirement</th>
<th>EA Count</th>
<th>Min. Individual Hrs. to Earn</th>
</tr>
</thead>
<tbody>
<tr>
<td>VMware Professional Certification in Data Center Virtualization</td>
<td>1</td>
<td>1</td>
<td>35 hr training 40 hr self-study 6 hr exam</td>
</tr>
</tbody>
</table>

4. The Consultant shall have at least one employee who has completed the following course and possesses the certification(s) below, or ability to obtain

<table>
<thead>
<tr>
<th>Certification/Training</th>
<th>SWA Requirement</th>
<th>EA Count</th>
<th>Min. Individual Hrs. to Earn</th>
</tr>
</thead>
<tbody>
<tr>
<td>Department of Homeland Security’s Industrial Control Systems Cyber Security (301) training</td>
<td>1</td>
<td>1</td>
<td>40 hrs training</td>
</tr>
<tr>
<td>Palo Alto Networks: Accredited Configuration Engineer (ACE) or Certified Network Security Engineer (PCNSE)</td>
<td>1</td>
<td>1</td>
<td>20 hr experience 2 hr exam</td>
</tr>
</tbody>
</table>

5. The Consultant [shall have] at least one engineer who is licensed as a Professional Engineer in Electrical Engineering in the State of California.

<table>
<thead>
<tr>
<th>License</th>
<th>SWA Requirement</th>
<th>EA Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>CA Professional Engineer in Electrical Engineering</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>CA Professional Engineer in Control Systems Engineering</td>
<td>0</td>
<td>2 (3 pending for 2019)</td>
</tr>
</tbody>
</table>

See Volume II, Appendix A: Resumes for information on the numerous certifications our staff hold which are not required by this RFQ and Appendix B: Certifications for a copy of each.
4.3 Experience:

1. The Consultant shall have successfully completed one or more projects containing the following elements.

   a. *Citect SCADA HMI*

   Enterprise Automation is a world class CitectSCADA integrator, with a substantial quantity of Citect installs (100+). We are intimately familiar with Citect’s architecture and have applied redundancy to the Authority’s facilities and several municipal water and wastewater plants similar in function to the Authority’s facilities. In addition, we have provided redundant CitectSCADA solutions to dozens of clients in other industries.

   Below is a list of example projects where Enterprise Automation built and installed Citect SCADA HMI platforms for critical plants (including Sweetwater Authority):

<table>
<thead>
<tr>
<th>Client</th>
<th>Project</th>
</tr>
</thead>
<tbody>
<tr>
<td>City of Fresno</td>
<td>Groundwater distribution (260+ sites)</td>
</tr>
<tr>
<td>J.R. Simplot</td>
<td>Nitric acid plant</td>
</tr>
<tr>
<td>Rancho California Water District</td>
<td>Santa Rosa Water Reclamation Facility (6 MGD)</td>
</tr>
<tr>
<td>Sweetwater Authority</td>
<td>Robert Perdue Water Treatment Plant (30MGD)</td>
</tr>
<tr>
<td>Sweetwater Authority</td>
<td>Distribution (45 sites)</td>
</tr>
</tbody>
</table>

   b. *Ampla operations management software.*

   Enterprise Automation designed, developed, implemented, and currently manages Sweetwater Authority’s Ampla system. We are the only integrator in the country to have applied Ampla to improve water operations and are therefore uniquely prepared to provide support for the Authority’s system.

   c. *Virtualized SCADA infrastructure using VMware.*

   Enterprise Automation has made virtualization a standard practice when upgrading existing systems or developing new SCADA platforms.

   We routinely help clients in water and wastewater utilities, as well as other industries, understand the benefits of system virtualization. We are experts at implementing SCADA system virtualization from design through procurement and configuration, testing, deployment, and final acceptance.

   In addition to the production systems, Enterprise Automation provides clients with virtualized development environments where project modifications and upgrades can be thoroughly tested before deployment to the production systems. Enterprise Automation currently maintains several virtualized development systems for our clients in our own virtualized environment.
Below is a list of clients (including Sweetwater Authority) with whom we currently use the VMware virtualized SCADA infrastructure:

<table>
<thead>
<tr>
<th>Client</th>
<th>System</th>
<th>Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td>B. Braun</td>
<td>VMware vCenter Server, 11 Hosts, 66 VMs, Virtualized Test Platform</td>
<td>2014 to present</td>
</tr>
<tr>
<td>City of Fresno - Distribution</td>
<td>VMware vCenter Server, 3 Hosts, 12 VMs, Virtualized Test Platform</td>
<td>2010 to present</td>
</tr>
<tr>
<td>City of Fresno – NE Surface Water Treatment Plant</td>
<td>VMware vCenter Server, 2 Hosts, 13 VMs, Virtualized Test Platform</td>
<td>2016 to present</td>
</tr>
<tr>
<td>City of Huntington Beach</td>
<td>VMware vCenter Server, 3 Hosts, 34 VMs, Virtualized Test Platform</td>
<td>2014 to present</td>
</tr>
<tr>
<td>J.R. Simplot</td>
<td>VMware vCenter Server 3 Hosts, 16 VMs, Virtualized Test Platform</td>
<td>2008 to present</td>
</tr>
<tr>
<td>Santa Rosa Water Reclamation Facility</td>
<td>VMware vCenter Server, 3 Hosts, 13 VMs, Virtualized Test Platform</td>
<td>2013 to present</td>
</tr>
<tr>
<td>Sweetwater Authority</td>
<td>VMware vCenter Server, 3 Hosts, 29 VMs, Virtualized Test Platform</td>
<td>2005 to present</td>
</tr>
</tbody>
</table>

d. **Modicon M340 or M580 PLCs with Unity Pro programming.**

Enterprise Automation was an early adopter of Schneider’s Unity Pro software and has been using the software to engineer controls for municipal clients since 2006. Three Enterprise Automation engineers (still with the company) attended the original factory Unity Pro training in 2005, and this has been the company’s preferred PLC platform since then. Our experience with Unity Pro has been refined over the past thirteen years with implementations on a variety of Modicon PLC platforms including Quantum (with scanning of Modicon Advantys Ethernet I/O), Momentum, Premium, M340, and M580.

Enterprise Automation has designed, implemented, and managed Unity Pro programs on Schneider Electric M340 and/or M580 PLCs for numerous clients. Several such clients are listed below:

<table>
<thead>
<tr>
<th>Client</th>
<th>Technology</th>
</tr>
</thead>
<tbody>
<tr>
<td>City of Huntington Beach</td>
<td>2 M340</td>
</tr>
<tr>
<td></td>
<td>1 M580</td>
</tr>
<tr>
<td>City of Santa Ana</td>
<td>5 M340</td>
</tr>
<tr>
<td></td>
<td>1 M580</td>
</tr>
<tr>
<td>Encina Wastewater Authority</td>
<td>4 M580</td>
</tr>
<tr>
<td>Rancho California Water District</td>
<td>2 M340</td>
</tr>
<tr>
<td>Sweetwater Authority</td>
<td>12 M340</td>
</tr>
<tr>
<td>Water Replenishment District of Southern California</td>
<td>4 M340</td>
</tr>
<tr>
<td></td>
<td>2 M580</td>
</tr>
</tbody>
</table>
e. Modicon M580 PLCs with remote I/O.

Enterprise Automation has significant experience with Modicon M580 PLCs including project work with remote I/O that was provided for the Water Replenishment District of Southern California. We also have project experience working with Modicon M580 PLCs with other clients without remote I/O. In addition, we are contracted to install at least four Modicon M580 PLC units with remote I/O at Encina Waste Water Authority within the next year. These PLCs are already set up on a test rack at the Enterprise Automation Irvine office.

Four redundant M580 pairs set up on our test platform for configuration and testing

One redundant M580 pair and four individual site M340s set up on our test bench for testing and validation prior to deployment in the field
f. **User security implemented through Microsoft Active Directory Domain Controller.**

Microsoft Active Directory security is a standard feature on all the systems that Enterprise Automation develops, giving us extensive experience with the design, implementation, and management of this service.

Every platform listed in **Section 4.3.1.c on page 12** utilizes an Active Directory security platform which was designed, developed, and implanted by EA.
5 Desired Qualifications

5.1 Qualifying Projects

Please see Volume II, Appendix C: Project Profiles for additional details for each project listed below.

5.1.1 Master/Professional Services Agreements

Enterprise Automation is currently engaged with the following clients to provide both annual and capital project support similar to that described in the Authority’s RFP:

<table>
<thead>
<tr>
<th>1. Sweetwater Authority</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Project:</strong> Professional Services Agreement</td>
</tr>
<tr>
<td><strong>Description:</strong> Same scope as indicated in RFP</td>
</tr>
<tr>
<td><strong>Technologies:</strong> Modicon PLCs, Citect SCADA, Wonderware Historian, VMWare</td>
</tr>
<tr>
<td><strong>Cost:</strong> n/a</td>
</tr>
<tr>
<td><strong>EA Personnel:</strong> Adam Ekstrand, Adrian Leon, Kyle Pickrell, Dave Lewis, Zack Gentry</td>
</tr>
<tr>
<td><strong>Contact:</strong> Justin Brazil, Director of Water Quality, (619) 409-6802</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>2. Water Replenishment District of Southern California</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Project:</strong> Master Services Agreement</td>
</tr>
<tr>
<td><strong>Description:</strong> Bi-annual maintenance, software support renewals, as-needed integration services, test platform management, extension of staff, software support renewals, emergency support, annual budgeting and planning</td>
</tr>
<tr>
<td><strong>Technologies:</strong> Modicon PLCs, Wonderware SCADA, Wonderware Historian, VMWare</td>
</tr>
<tr>
<td><strong>Cost:</strong> n/a</td>
</tr>
<tr>
<td><strong>EA Personnel:</strong> Alex Coker, Kyle Pickrell, Michael Nguyen, Zack Gentry, Jasmine Jauregui</td>
</tr>
<tr>
<td><strong>Contact:</strong> Phuong Watson, Senior Engineer, (562) 275-4246</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>3. City of Santa Ana</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Project:</strong> Professional Service Agreements:</td>
</tr>
<tr>
<td>1. Change Management</td>
</tr>
<tr>
<td>2. Programming</td>
</tr>
<tr>
<td><strong>Term:</strong></td>
</tr>
<tr>
<td>1. 2018 – present, 3-year contract</td>
</tr>
<tr>
<td>2. 2018 – present, 3-year contract</td>
</tr>
<tr>
<td><strong>Description:</strong></td>
</tr>
<tr>
<td>1. Test platform management, source control, change control, extension of staff, annual budgeting and planning</td>
</tr>
<tr>
<td>2. Capital and expense projects, emergency support,</td>
</tr>
<tr>
<td><strong>Technologies:</strong> Modicon M340 PLCs, Dynac SCADA, VMWare</td>
</tr>
<tr>
<td><strong>Cost:</strong></td>
</tr>
<tr>
<td>1. n/a</td>
</tr>
<tr>
<td>2. n/a</td>
</tr>
<tr>
<td><strong>EA Fee:</strong></td>
</tr>
<tr>
<td>1. $1M</td>
</tr>
<tr>
<td>2. TBD</td>
</tr>
<tr>
<td><strong>HW/SW:</strong></td>
</tr>
<tr>
<td>1. n/a</td>
</tr>
<tr>
<td>2. TBD</td>
</tr>
<tr>
<td><strong>EA Personnel:</strong> Adam Ekstrand, Dave Lewis, Kyle Pickrell, Zack Gentry, Bryce Williamson</td>
</tr>
<tr>
<td><strong>Contact:</strong> Cesar Barrera, Principal Civil Engineer, (714) 647-3387</td>
</tr>
</tbody>
</table>
4. **Encina Wastewater Authority**

<table>
<thead>
<tr>
<th>Project</th>
<th>Term</th>
<th>Description</th>
<th>Technologies</th>
<th>Cost</th>
<th>EA Fee</th>
<th>HW/SW</th>
</tr>
</thead>
<tbody>
<tr>
<td>Master Services Agreement</td>
<td>2017-present, 5-year contract</td>
<td>Bi-annual maintenance, software support renewals, as-needed integration services, test platform management, extension of staff, emergency support, annual budgeting and planning</td>
<td>Modicon PLCs, CitectSCADA, Allen Bradley PLCs and SCADA, VMWare</td>
<td>n/a</td>
<td>$15M (est. total)</td>
<td>n/a</td>
</tr>
</tbody>
</table>

**EA Personnel:** Adam Ekstrand, Zack Gentry, Adrian Leon, Dave Lewis, Matt Price

**Contact:** Scott McClelland, Assistant General Manager, (760) 268-8837

5. **City of Huntington Beach**

<table>
<thead>
<tr>
<th>Project</th>
<th>Term</th>
<th>Description</th>
<th>Technologies</th>
<th>Cost</th>
<th>EA Fee</th>
<th>HW/SW</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professional Services Agreement</td>
<td>2016-present, 2x 3-year contracts plus 1-year extension</td>
<td>Bi-annual maintenance, software support renewals, as-needed integration services, test platform management, extension of staff, emergency support, annual budgeting and planning</td>
<td>Modicon M340 PLCs, Wonderware SCADA, Wonderware Historian, VMWare</td>
<td>n/a</td>
<td>$2.5M (est. total)</td>
<td>n/a</td>
</tr>
</tbody>
</table>

**EA Personnel:** Alex Coker, Michael Nguyen, Jasmine Jauregui, Kyle Pickrell

**Contact:** Mike Fry, SCADA Coordinator, (714) 536-5206

5.1.2 **Annual Support Projects**

Enterprise Automation is currently engaged with the following clients to provide annual support similar to that described in the Authority’s RFP:

6. **City of Fresno**

<table>
<thead>
<tr>
<th>Project</th>
<th>Term</th>
<th>Description</th>
<th>Technologies</th>
<th>Cost</th>
<th>EA Fee</th>
<th>HW/SW</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual Support Contract</td>
<td>2014-present, renewed annually</td>
<td>Bi-annual maintenance, software support renewals, test platform management, extension of staff, emergency support, annual budgeting and planning</td>
<td>Modicon PLCs, Citect SCADA, Wonderware Historian, VMWare</td>
<td>n/a</td>
<td>$164,043</td>
<td>n/a</td>
</tr>
</tbody>
</table>

**EA Personnel:** Jasmine Jauregui, Zack Gentry

**Contact:** Chris Carroll, Water Manager, (559) 621-5481

7. **JR Simplot Helm**

<table>
<thead>
<tr>
<th>Project</th>
<th>Term</th>
<th>Description</th>
<th>Technologies</th>
<th>Cost</th>
<th>EA Fee</th>
<th>HW/SW</th>
</tr>
</thead>
<tbody>
<tr>
<td>Master Services Agreement</td>
<td>2007-present, renewed annually</td>
<td>Quarterly routine maintenance, annual major maintenance software support renewals, automation consulting, test platform management, emergency support</td>
<td>Citect SCADA, Wonderware Historian, Allen Bradley PLCs, VMWare</td>
<td>n/a</td>
<td>$856,748</td>
<td>n/a</td>
</tr>
</tbody>
</table>

**EA Personnel:** Adrian Leon, Dave Lewis, Alex Coker

**Contact:** Agus Sumantri, Process Engineer, (559) 866-5681
5.1.3 Capital Support Projects

The following projects are examples of instances where Enterprise Automation was engaged to provide capital project support similar to that described in the Authority’s RFP.

<table>
<thead>
<tr>
<th>Project</th>
<th>Period</th>
<th>Description</th>
<th>Technologies</th>
<th>Cost</th>
<th>EA Fee</th>
<th>HW/SW</th>
<th>EA Personnel</th>
<th>Contact</th>
</tr>
</thead>
<tbody>
<tr>
<td>8. City of West Sacramento</td>
<td>Distribution SCADA Upgrade</td>
<td>2/2019 – present</td>
<td>Automation consulting and SCADA construction management, communications panel design, testing coordination and validation, deployment support, training</td>
<td>$4.43M</td>
<td>$300,000 (est. total)</td>
<td>n/a</td>
<td>Alex Coker, Luke Stephenson, Dave Lewis</td>
<td>Mike Llapitan, Wonderware California, (707) 473-3175</td>
</tr>
<tr>
<td>10. City of Santa Ana</td>
<td>Walnut Pump Station</td>
<td>5/2016 – present</td>
<td>Integration management services, developed functional specifications, developed SCADA specification, developed PLC program, developed OIT programs, network design, MCC design review, training</td>
<td>$5M (est. total)</td>
<td>$287,940 (est. total)</td>
<td>none</td>
<td>Adam Ekstrand, Zack Gentry, Kyle Pickrell, Dave Lewis</td>
<td>Cesar Barrera, Principal Civil Engineer, (714) 647-3387</td>
</tr>
</tbody>
</table>
5.2 Experience and Technical Competence:

1. *Provide evidence of the experience and technical competence of the Consultant’s team, including evidence that the team has the required certification and experience.*

   Enterprise Automation has the most Schneider Electric and Wonderware Certifications in the country. Collectively, our engineers have invested hundreds of hours to earn them.

   We believe that manufacturer certifications are the most effective way to validate an engineer’s experience and technical competence. Each requires a significant investment by both the engineer and the employer to achieve. EA takes pride in the nearly $100,000 we invest annually to ensure our engineers are the most qualified in the industry.

   Please see **Section 4.2 Certifications** and **Appendices A and B** for a full record our engineering staff’s professional experience and manufacturer certifications.

2. *In order to provide the Authority with an understanding of the Consultant’s commitment to manufacturer training and certification, provide details of any current manufacturer certifications that have been awarded to individual staff. Include all training and certification certificates in an appendix.*

   **Section 4.2** provides details on every required certification which Enterprise Automation staff has earned.

   Please see **Appendices A and B** for a full record our engineering staff’s professional experience and manufacturer certifications, required or otherwise.
3. As noted in the RFQ, the Authority will provide a Test Platform for the Consultant’s use. Provide details of similar environments the Consultant has used for other clients. For each system, include details such as system architecture, technologies utilized, system size, and how the system was used by the Consultant and/or the client.

A foundational resource to provide world-class startups and reliable SCADA operation is a meticulously maintained test platform, which is an identical copy of the production SCADA computing platform used for ongoing development and testing. The test platform facilitates superior quality control processes whereby bugs are identified and mitigated prior to deploying system updates onsite.

In our state-of-the-art centralized data center and lab, we set up and configure a development and test environment for each client, which resembles the client’s SCADA architecture as close as practical.

The core of the test bench is each client’s SCADA test platform server, which closely mimics a large majority of their SCADA architecture, software, and computing foundation (e.g. Windows, SCADA, Historian, networks, etc.).

We currently host test platforms for the following clients:

<table>
<thead>
<tr>
<th>Client</th>
<th>System</th>
<th>Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td>B. Braun</td>
<td>VMware vCenter Server, 66 VMs</td>
<td>2014 to present</td>
</tr>
<tr>
<td>City of Fresno - Distribution</td>
<td>VMware vCenter Server, 12 VMs</td>
<td>2010 to present</td>
</tr>
<tr>
<td>City of Fresno – North East Surface Water Treatment Plant</td>
<td>VMware vCenter Server, 13 VMs</td>
<td>2016 to present</td>
</tr>
<tr>
<td>City of Huntington Beach</td>
<td>VMware vCenter Server, 34 VMs</td>
<td>2014 to present</td>
</tr>
<tr>
<td>J.R. Simplot</td>
<td>VMware vCenter Server, 16 VMs</td>
<td>2008 to present</td>
</tr>
<tr>
<td>Santa Rosa Water Reclamation Facility</td>
<td>VMware vCenter Server, 13 VMs</td>
<td>2013 to present</td>
</tr>
<tr>
<td>Sweetwater Authority</td>
<td>VMware vCenter Server, 29 VMs</td>
<td>2005 to present</td>
</tr>
</tbody>
</table>

All other clients have virtualized test platforms which we host on our own hardware.

Test platforms are used daily for all aspects of design, implementation, and testing during capital projects. Each new or updated configuration is subjected to a thorough testing process which can only be executed safely in the isolated environment that a test platform provides.
4. The Authority will require the Consultant to implement the Authority’s source control system and use it to manage all code and configuration across the facilities. Provide details of systems that perform this function that the Consultant has deployed for other clients. Include details such as the software used and the functionality of the system.

Enterprise Automation has been using source control, primarily Visual SVN, internally since 2010 and have installed it locally at 80% of our Municipal clients’ sites, including the Sweetwater Authority. EA developed the Authority’s full suite of source control protocols and procedures which meet or exceed industry best practices. They have been used hundreds of times to successfully develop and deploy software upgrades.

<table>
<thead>
<tr>
<th>Existing Municipal Clients with EA Managed Source Control Systems</th>
</tr>
</thead>
<tbody>
<tr>
<td>City of Fresno</td>
</tr>
<tr>
<td>City of Huntington Beach</td>
</tr>
<tr>
<td>City of Long Beach</td>
</tr>
<tr>
<td>City of Santa Ana</td>
</tr>
<tr>
<td>Encina Wastewater Authority</td>
</tr>
<tr>
<td>Fallbrook Public Utilities District</td>
</tr>
<tr>
<td>Orange County Sanitation District</td>
</tr>
<tr>
<td>Sweetwater Authority</td>
</tr>
<tr>
<td>Water Replenishment District</td>
</tr>
<tr>
<td>Western Municipal Water District</td>
</tr>
</tbody>
</table>

The image below is an excerpt from the Authority’s source control system. It provides an effective example of the level of detail EA includes in each entry and demonstrates how we maintain full transparency with each configuration change.
5. The Authority will require the Consultant to implement the Authority’s documented change control system to manage changes required to the SCADA system. Provide details of change control systems that the Consultant has implemented for other clients. Include details such as the software used and the functionality of the system.

Enterprise Automation has, through proven experience, developed the processes and procedures to properly implement change control for our clients that are simple to administer.

Along with documented change control procedures, Mantis BT (our preferred platform) allows EA’s engineers to log a change request, develop a proposed solution and price, obtain authorization to implement the change, and log all notes, within a single interface.

We utilize this software to track bugs and feature requests for our internal IT department, and even use it to track maintenance requests for our own building. It has become more than just a tool for clients and is now an integral part of our own business operations.

We have been using Mantis BT as our sole change control software since 2012 and have implemented it for over 80% of our clients, including the Sweetwater Authority. EA has managed and executed over 500 change requests since the Authority’s change control system was initially implemented.

<table>
<thead>
<tr>
<th>Existing Clients (Municipal and Otherwise) with EA-Managed Change Control Systems</th>
</tr>
</thead>
<tbody>
<tr>
<td>B. Braun</td>
</tr>
<tr>
<td>City of Fresno</td>
</tr>
<tr>
<td>City of Huntington Beach</td>
</tr>
<tr>
<td>City of Santa Ana</td>
</tr>
<tr>
<td>Encina Wastewater Authority</td>
</tr>
<tr>
<td>J.R. Simplot</td>
</tr>
<tr>
<td>Orange County Sanitation District</td>
</tr>
<tr>
<td>QSC Audio</td>
</tr>
<tr>
<td>Rancho California Water District</td>
</tr>
<tr>
<td>Sweetwater Authority</td>
</tr>
<tr>
<td>Water Replenishment District</td>
</tr>
</tbody>
</table>
6. The Authority will require the Consultant to establish a tiered technical support system as described in the RFQ. Provide details of similar services provided to clients including written procedures for accessing technical support if they exist.

EA provides technical support to every client we serve. Our support programs, whether 24x7 or 10x5, cover three support scenarios:

<table>
<thead>
<tr>
<th>Tier</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Routine, scheduled maintenance</td>
<td>Quarterly or Bi-annual visits to assess system health (software and hardware), test and apply operating system and firmware updates, collect change requests, collect site backups</td>
</tr>
<tr>
<td>2. Urgent support</td>
<td>On-call, accessed via direct contact with EA personnel or via after-hours call service via dedicated phone number, typical phone response times are less than one hour and on-site within 2.5 hours</td>
</tr>
<tr>
<td>3. Non-urgent support</td>
<td>On-call, accessed via direct contact with EA personnel or via after-hours call service via dedicated phone number, typical phone response times are less than one hour and on-site within 2.5 hours</td>
</tr>
</tbody>
</table>

Urgent and non-urgent support is provided via three tiers:

1. **Phone Support**
   
   Phone support will be provided 24 hours, 7 days a week. After hours support is for critical problems only that are threatening safety or production.
   
   *Phone support is the first tier of support provided.*

2. **Remote Support**
   
   Remote support and diagnosis of problems by EA engineers will be provided where necessary. Remote access combined with phone support is typically the fastest and most efficient way to address urgent support needs.
   
   The Authority does not currently have or allow remote access to their system. EA will, though, provide this service in alignment with the Department of Homeland Security’s Industrial Control System division (ICS CERT) if the existing policy changes.
   
   *Remote support is the second tier of support provided and will be provided when phone support options have been exhausted.*

3. **On-site Support**
   
   Where necessary, EA engineers will provide on-site support, with 24x7 support clients (such as SWA) receiving priority scheduling.
   
   *On-site support is the third tier of support provided and will be provided when phone support and remote support options have been exhausted.*
7. Provide details of clients for which the Consultant currently serves as an extension of staff managing their SCADA system and implementing new features as needed. State the number of continuous years you have been under direct contract with each client.

EA is currently serving as an extension of staff, under either professional or master services agreements for the following clients:

<table>
<thead>
<tr>
<th>Client</th>
<th>Years Contracted</th>
<th>Contract Period</th>
</tr>
</thead>
<tbody>
<tr>
<td>City of Huntington Beach</td>
<td>3 years</td>
<td>2016 - 2020</td>
</tr>
<tr>
<td>City of Santa Ana</td>
<td>1 year</td>
<td>2018 - 2021</td>
</tr>
<tr>
<td>Encina Wastewater Authority</td>
<td>2 years</td>
<td>2017 - 2022</td>
</tr>
<tr>
<td>Sweetwater Authority</td>
<td>14 years</td>
<td>2005 - 2020</td>
</tr>
<tr>
<td>Water Replenishment District of Southern California</td>
<td>3 years</td>
<td>2016 - 2021</td>
</tr>
</tbody>
</table>

Additionally, EA is routinely called to act as an extension of staff through capital and expense projects, where clients are unable to solicit long-term service agreements. Below is a list of clients which EA is currently contracted to provide integration and automation consulting services on one or more projects:

<table>
<thead>
<tr>
<th>Client</th>
<th>Year of Initial Engagement</th>
</tr>
</thead>
<tbody>
<tr>
<td>City of Fresno</td>
<td>2008, 33 projects</td>
</tr>
<tr>
<td>City of Long Beach</td>
<td>2018, 5 projects</td>
</tr>
<tr>
<td>City of West Sacramento</td>
<td>2018, 1 project</td>
</tr>
<tr>
<td>Orange County Sanitation District</td>
<td>2013, 7 projects</td>
</tr>
<tr>
<td>Western Municipal Water District</td>
<td>2018, 1 project</td>
</tr>
<tr>
<td>JR Simplot Helm</td>
<td>2007, 72 projects</td>
</tr>
<tr>
<td>K&amp;N Engineering</td>
<td>2005, 19 projects</td>
</tr>
<tr>
<td>QSC Audio</td>
<td>2003, 24 projects</td>
</tr>
<tr>
<td>Hampton Products, Int.</td>
<td>2008, 20 projects</td>
</tr>
<tr>
<td>B. Braun Medical</td>
<td>2013, 23 projects</td>
</tr>
</tbody>
</table>
5.3 Consultant’s Organization and Key Personnel:

All engineers work out of EA’s only office in Irvine, CA. For more details on each project team member’s experience and qualifications, please see Volume II, Appendix A: Resumes.

*note: project team may vary between individual projects depending on expertise required*
6 Costs

Please see the envelope included with this proposal for our rates sheet which is valid through 12/31/2020.
7 Exceptions to the RFQ

The following are EA’s exceptions to the Sweetwater Agreement for Services. Each of the following sections are a new requirement that were not included in any previous Agreement for Services.

7.1 Section 6.10

*The Authority reserves the right to modify these insurance requirements, including limits, based on the nature of the risk, prior experience, insurer, coverage or other circumstances.*

a. Exception:
This action is outside the control of the Consultant and no limit to the increases that may be requested has been specified. An increase in insurance coverage could increase premiums significantly, particularly in relation to Errors and Omissions insurance.

b. Recommendation:
Add the following sentence to this section:
In the event Consultant is required to increase insurance coverages above the limits already in place by Consultant, the Authority will reimburse Consultant at cost for any additional premium incurred. Any requested increase in insurance coverage is dependent upon the Consultant’s insurance carriers’ willingness to grant the requested increase.

7.2 Section 15.8

*Disputes. If any disputes should arise between the Parties concerning the work to be done under this Agreement, the payments to be made, or the manner of accomplishment of the work, Consultant shall nevertheless proceed to perform the work as directed by the Authority pending settlement of the dispute.*

a. Exception:
This clause does not sufficiently protect both parties’ interest. We would like to add a clause to this section to clarify that if a dispute were to occur, that payments on any undisputed work would not be withheld.

b. Recommendation:
Add the following sentence to this section:
Payment shall not be withheld on any undisputed portions of Consultant’s invoices.
REQUEST FOR QUALIFICATIONS
FOR
ON-CALL SCADA SYSTEM INTEGRATION
PROFESSIONAL SERVICES

SWA FILE: [S2019-94]

Prepared for: Sweetwater Authority

Submission Deadline: December 3, 2019 6 copies

Justin Brazil
Proposal Contact: Director of Water Quality
Phone: (619) 409-6802

Mail-to Address: Sweetwater Authority
Administration Office
505 Garrett Ave.
Chula Vista, CA 91910

Proposed by: Enterprise Automation

Primary Contact: Alex Stipe, Inside Sales Manager
Email: alex.stipe@eaintegrator.com
Cell: (949) 378-7087
Address: 210 Goddard
Irvine, CA 92618
Phone: (949) 769-6000, ext. 124
Fax: (949) 769-6005
Volume II: Appendices

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<td>2. Appendix B: Certifications</td>
<td>2</td>
</tr>
<tr>
<td>3. Appendix C: Project Profiles</td>
<td>3</td>
</tr>
</tbody>
</table>
Appendix A: Resumes

Following is a collection of resumes of Enterprise Automation personnel who may be assigned to one or more Chino Desalter Authority tasks. Engineers are assigned based on technical expertise and availability.

Contents:

1. Adam Ekstrand .......(Lead Engineer) ................................................................. 1
2. Adrian Leon ..........(Controls Engineer II) .......................................................... 2
3. Alex Coker .............(Controls Engineer II) ......................................................... 3
4. Bryce Williamson ....(Controls Engineer I) ......................................................... 4
5. Dave Lewis ..........(Senior Engineer) ................................................................. 5
6. Jasmine Jauregui ....(Controls Engineer II) ....................................................... 6
7. Kyle Pickrell ..........(Controls Engineer II) ......................................................... 7
9. Michael Nguyen .... (Controls Engineer II) ....................................................... 9
10. Zack Gentry .......(Controls Engineer II) .......................................................... 10
Professional Summary

- **Engineering**
  Fifth year lead engineer with experience in industrial automation and controls concentrated on water and wastewater, including specialization in network architecture, PLC programming, advanced SCADA programming, SCADA standards development, virtualization, functional specification development, critical process cutover planning, field inspections, SCADA preventative maintenance, and project execution planning.

Formal Education

- Bachelor of Science, Electrical Engineering
  Cal Poly – Pomona, 2010

Professional Certifications

- Citect SCADA Certified Expert (CSCE) Schneider Electric, 2018
- Networking Certified Professional (NCP) Schneider Electric, 2016
- PlantStruxure Certified Expert (PSXCE) Schneider Electric, 2016
- Unity Pro Certified Professional (UCP) Schneider Electric, 2016

Formal Training

- VTScada Advanced Configuration and Scripting
  Trihedral, 2017

Significant Projects

- **Sweetwater Authority Desalination Facility Controls Upgrade**
  Lead Engineer for upgrade and expansion of complete control system for a groundwater desalination facility that was upgraded from 4MGD to 10MGD capacity. The plant required controls for 11 wells, 9 chemical injection systems, 6 reverse osmosis trains, 2 iron and manganese removal trains, 2 pumping stations and various miscellaneous systems. Project scope included function specifications for all plant equipment, design of fiber optic, coaxial and radio communication networks, design of 10 PLC I/O panels and 21 VFD panels. Configuration and testing activities included Unity Pro PLC programming for 12 PLCs, Citect SCADA screen development, as well as plant startup and commissioning services.

- **Rancho California Water District Distribution System SCADA Upgrade**
  Lead Engineer on a contract that upgraded RCWD’s water distribution SCADA system. The system upgrade involved replacing the legacy RSView32 system, MSSQL based zone optimization engine, and multiple Kepware communication drivers, with a virtualized Microsoft Domain based redundant CitectSCADA system. The new system replaced several driver variations with Modbus gateways over 900MHz radios to over 140 remote sites. Responsibilities included project team technical oversight, tag database conversion, cutover workshops, quality assurance, and lead programming for zone based pump energy optimization engine.

- **Rancho California Water District Water Recycling Facility Controls Platform Upgrade**
  Lead Engineer for platform upgrade implementation which included consolidating 8 computers and 25 network devices into enterprise class servers running virtualized computers with VMWare. Platform includes redundant InTouch 7.0 servers, thin clients, firewall for remote access, and UPS backup power. Network backbone replacement included redundant industrial managed switches, redundant power supplies, and redundant fiber optic ring install with self-healing configurations for SCADA communications with 10 redundant GE PLCs. Plant processes remained online and were not impacted at any phase of cutovers.
Adrian Leon, EIT
Certified: Unity Pro, Networking, PlantStruxure
Primary Location: Irvine, CA
Full-time Controls Engineer II, 5 years experience

Professional Summary

• Engineering
  Technical knowledge and experience including writing SCADA standards, writing SCADA specifications, Ethernet networking, Modicon/Schneider Electric Unity PLCs, Allen Bradley PLCs, FactoryTalk View, Schneider Electric CitectSCADA, Schneider Electric Vijeo Historian, Schneider Electric Ampla.

Formal Education

• Bachelor of Science, Mechanical Engineering  Cal Poly - San Luis Obispo, 2013

Professional Certifications

• EcoStruxure Plant Certified – PLC Modernization  Schneider Electric, 2018
• PlantStruxure Certified Expert (PSXCE)  Schneider Electric, 2016
• Networking Certified Professional (NCP)  Schneider Electric, 2016
• Unity Pro Certified Professional (UCP)  Schneider Electric, 2016
• Vijeo Citect Certified Engineer (VCCE)  Schneider Electric, 2017
• Wonderware Historian Server 2017 Update 2  Wonderware, 2018
• Wonderware Application Server 2014 R2  Wonderware, 2017
• Engineer In Training (EIT)  State of California, 2012

Formal Training

• Wonderware Application Server 2014  Wonderware, 2017
• CitectSCADA 7.3 Configuration, Architecture, and Redundancy  Schneider Electric, 2014

Significant Projects

• Sweetwater Authority  Desalination Plant Upgrade Reporting, MES, and Data Analytics
  Served as Lead Engineer and programmer on a project to upgrade their existing Ampla MES and reporting systems. The main goals of the project were to create a lasting system with no bugs, a new virtual machine, the latest revision of Ampla, and to incorporate changes required by a major SCADA and PLC upgrade project running in parallel.

• Sweetwater Authority  Distribution System SCADA Upgrade
  Served as Project Engineer on a water distribution SCADA system upgrade. The project involved an upgrade to a newer version of CitectSCADA, remote site communication architecting, tag database conversion (5,000 tags), replacement of all existing HMI screens, and Historian and reporting updates. Responsibilities included renaming and readdressing all tags to use new address and tagging standards, developing all new screens in CitectSCADA, and onsite commissioning.

• J.R. Simplot  Ammonia Storage and Loading System
  Served as Project Engineer and programmer on a greenfield ammonia storage and loading facility for a nitric acid fertilizer plant. Responsibilities included programming the Allen Bradley based PLC and remote I/O system, development of both a CitectSCADA and FactoryTalk View ME based HMI, and onsite commissioning and startup.
Alex Coker, PE
Certified: Unity Pro, Wonderware, Citect, VMware
Primary Location: Irvine, CA
Full-time Controls Engineer II, 5 years experience

Professional Summary
- Engineering
  Experienced SCADA and network architecture specialist. Specific experience in SCADA specification writing, SCADA standards development, VMware virtualization, networking, cyber security, Modicon/Schneider Electric Unity PLCs, Allen Bradley PLCs, FactoryTalk View ME, CitectSCADA, and Wonderware App Server and Historian.

Formal Education
- Bachelor of Science, Chemical Engineering Cal Poly Pomona, 2014

Professional Certifications
- Citect SCADA Certified Expert (CSCE) AVEVA, 2018
- Wonderware Application Server 2017 U2 AVEVA, 2019
- Palo Alto Networks Accredited Configuration Engineer (ACE) Palo Alto Networks, 2015
- EcoStruxure Plant Certified – Hybrid DCS Schneider Electric, 2019
- EcoStruxure Plant Certified – PLC Modernization Schneider Electric, 2018
- Networking Certified Professional (NCP) Schneider Electric, 2016
- PlantStruxure Certified Expert (PSXCE) Schneider Electric, 2016
- Unity Pro Certified Professional (UCP) Schneider Electric, 2016
- Professional Engineer, Control System Engineering, CS 7596 State of California, 2019
- VMware Certified Professional (VCP6-DCV) VMware, 2017

Formal Training
- Wonderware Application Server 2014 Schneider Electric, 2014
- VMware VCP6-DCV Training VMware, 2016

Significant Projects
- Sweetwater Authority Treatment Plant Hydroelectric Station
  Served as engineer on a project to implement a hydroelectric station used to generate electricity from a high pressure pipeline used as the raw water feed to a treatment plant. Responsibilities included: composition of the functional specification, development of new SCADA standards, programming of the Unity Pro based PLC, development of new CitectSCADA graphics and screens, and on-site startup and commissioning. Complex control strategies were used to minimize pressure and flow disruption on the pipeline while turbines spin up and down, while also optimizing turbine usage to maximize electricity generation for a particular flow regime.

- Water Replenishment District of Southern California Wonderware SCADA Template
  Served as engineer on a project to implement a standard Wonderware HMI menu interface used across five separate facilities. Responsibilities included: design and specification of the interface, programming of the ArchestrA graphics and InTouch windows, configuration of the backend Wonderware Galaxy, and on-site commissioning. The standard HMI interface allows for consistent system operation across all the district’s facilities.
Professional Summary

- **Engineering**
  First year Jr. Engineer with technical knowledge and experience programming with Schneider Electric and Allen Bradley PLCs. Has experience in programming and configuring in the following environments: Unity Pro, Citect SCADA, RSLogix 500, Studio 5000, and Wonderware Historian.

Formal Education

- Bachelor of Science, Mechanical Engineering  
  University of California, Los Angeles, 2018

Professional Certifications

- Engineer In Training (EIT)  
  State of California, 2018
- Wonderware Historian Server 2017 U2  
  AVEVA, 2019
- Network Certified Professional (NCP)  
  Schneider Electric, 2019
- Unity Pro Certified Professional (UCP)  
  Schneider Electric, 2019

Formal Training

- Wonderware Historian Server 2014 R2  
  Schneider Electric, 2018

Significant Projects

- **Encina Wastewater Authority**  
  On-Call Support
  Investigated and programmed Allen Bradley PLCs for to reintegrate existing, but unused, feed pumps for the Ultra-Filtration (UF) system. The control system consisted of three Allen Bradley PLCs; two of which were used to control the 5 feed pumps for the UF system. Programming required configuring messaging between the PLCs as well as working across different Allen Bradley software. Frequent communications with the operators was necessary for programming a new five pump lead, lag control scheme with the new pumps added in.

- **Encina Wastewater Authority**  
  Carlsbad Water Recycling Facility Audit
  Investigated several aspects of the CWRF facility as part of a comprehensive audit of the SCADA/Control system. The audit included an investigation and scoring of software, hardware, documentation, security, disaster recovery, training, and overall system performance. Created a draft audit summary document that highlighted key findings.

- **Encina Wastewater Authority**  
  Plantwide Network Design
  Served as a supporting engineer on a contract to design a new plantwide network architecture for the Encina Wastewater Facility. Created a technical memo used to highlight design decisions for part of a request for bid package for a general contractor. Created drawings of the network cabinets, fiber optic termination cabinets, and server room floor layout drawings in Visio.

- **Sweetwater Authority**  
  Vijeo Historian Evolution
  Served as a supporting engineer on a contract to upgrade the existing Vijeo Citect Historian with a new Wonderware Historian. Installed and configured the Citect Connector, Wonderware Historian, and SQL server software on the virtual machines (VMs). Prepared testing plans, deploy plans, and a new training manual for the operators on the new system.
Professional Summary

- Engineering
  Over 24 years of Industrial automation and controls utilizing Modicon/Schneider Electric, Allen-Bradley, Barber-Colman/Eurotherm, Siemens, CitectSCADA, Wonderware InTouch, motion control, and VFDs. Specialties include Schneider Electric PLC programming and panel design, installation, and commissioning.

Formal Education

- Bachelor of Science, Electrical Engineering  University of Akron, 1993

Professional Certifications

- Unity Pro Certified Professional (UCP)  Schneider Electric, 2016
- Licensed Professional in Electrical Engineering  State of California

Formal Training

- Wonderware App Server 2014 R2 SP1  Schneider Electric, 2018

Significant Projects

- Sweetwater Authority Desalination Expansion
  Served as Engineer on a project to overhaul the SCADA system during the expansion of a reverse osmosis desalination facility. Responsibilities included field investigation of existing systems, the design of 11 new control cabinets for ground water wells and water treatment, the design of upgrade modifications for existing control cabinets, development of work orders to complete the upgrade. Worked in coordination with multiple contractors to perform onsite implementation and startup processes.

- Sweetwater Authority Water Treatment Facility Control System Upgrade
  Served as Project Engineer, panel designer and programmer on multiple contracts to upgrade a controls system for a 30M gallon water treatment facility. The projects involved modifications, additions, and upgrades to a redundant CitectSCADA server system, single and multi-monitor clients, historian, and AMPLA system. The scope of work included implementing a new Unity Pro based Modicon plant master PLC with Ethernet based field I/O. Responsibilities included field investigation of existing systems, field I/O panel design, Modicon Unity Pro programming and configuration, CitectSCADA programming, software standards development, software implementation, electrical design, onsite implementation and startup.

- Rancho California Water District Waste Water Treatment Facility Controls System Documentation
  Served as Project Engineer to document existing electrical, PLC, and SCADA controls at a 5M gallon waste water treatment facility. This documentation was then used in conjunction with the district to budget and schedule for a multiyear controls system upgrade for the facility. Responsibilities included collecting existing customer as-built drawings and verifying that they matched existing field control panel wiring, developing documentation on all existing control systems, and identification of possible future PLC and remote I/O panel locations.
Professional Summary

- **Engineering**
  Project Engineer with specialized experience in PLC/SCADA standards design, configuration, and reverse engineering of legacy systems. Experienced in programming and commissioning of Citect SCADA, Wonderware InTouch and ArchestrA, Allen Bradley PLCs, and Modicon/Schneider PLCs.

Formal Education

- Master of Science in Mechanical Engineering  
  UCLA, 2015
- Bachelor of Science in Mechanical Engineering  
  Loyola Marymount University, 2014
  - Minor in Applied Mathematics

Professional Certifications

- Engineer In Training (EIT)  
  State of California, 2013
- Wonderware Application Server 4.1 2014 R2  
  Wonderware, 2016
- Wonderware Historian 11.6 2014 R2  
  Wonderware, 2018
- Vijeo Citect Certified Expert (VCCE)  
  AVEVA, 2019
- Unity Pro Certified Professional (UCP)  
  Schneider Electric, 2019
- Network Certified Professional (NCP)  
  Schneider Electric, 2019

Formal Training

- Wonderware App Server 2014 R2  
  Schneider Electric, 2015
- VTScada Advanced Configuration and Scripting  
  Trihedral, 2017

Significant Projects

- **City of Huntington Beach**  
  Water Production SCADA Replacement Design
  Investigated the existing Wonderware ArchestrA and InTouch based SCADA system and developed a SCADA Reference Specification to identify main components and structure of the existing system in preparation for the replacement design. The project involved developing a replacement design for the Water Production SCADA system. There was complex logic being handled by the HMI that needed to be identified and captured in the design replacement so it was important to interview the client and review those areas with them.

- **Water Replenishment District of Southern California**  
  SCADA Standards
  Configured new HMI standards in a Wonderware ArchestrA based SCADA system. This project created Unity PLC and Wonderware SCADA standards for the new SCADA platform. Because the facility standards would be new to operations and management, frequent webinars were held with the client to engage input and review configurations throughout the design and development phases of the project.
Professional Summary

• Experience
Second year junior engineer with specific expertise in HMI and PLC configuration. Technical knowledge and experience with PLC/SCADA design, reverse engineering, networking, programming, installation, and commissioning of a variety of systems including VijeoCitect SCADA, Wonderware InTouch and Archestra, and Modicon/Schneider PLCs.

Formal Education
- Bachelor of Science, Mechanical Engineering  Cal Poly – Pomona, 2016

Professional Certifications
- EIT (Engineer in Training)  State of California, 2016
- Vijeo Citect Certified Professional (VCCP)  Schneider Electric, 2017
- Wonderware Historian 11.6 2014 R2  Wonderware, 2017
- Network Certified Professional (NCP)  Schneider Electric, 2019
- Unity Pro Certified Professional (UCP)  Schneider Electric, 2019
- CitectSCADA Certified Engineer (CSCE)  Schneider Electric, 2019

Formal Training
- VTScada Advanced Configuration and Scripting  Trihedral, 2017

Significant Projects

• Sweetwater Authority  Desalination Plant Upgrade Configuration
Played key role on expansion project for Desalination plant. Completed various project tasks during an ongoing one-year assignment to this project. Responsibilities included configuration, testing, and verification of dozens of SCADA screens; investigation and testing communications between third party power meters, Citect, and Modicon PLCs. Also involved in testing of SCADA software. This was the largest project the company had to date and many hurdles were overcome involving the project’s size and duration.

• Sweetwater Authority  Desalination Plant Upgrade Commissioning
Served as Engineer during a six-week commissioning and deployment period at Sweetwater Authority’s Desalination plant. Responsibilities included investigation and testing of numerous field devices, investigation and testing of communications between Modicon PLCs and field devices, and equipment PID tuning. EA worked with and around several subcontractors hired by the Authority during commissioning. This proved to be a unique challenge for coordination and required deployment plans and checklists to be developed far in advance and thoroughly reviewed with all parties involved.

• City of Santa Ana  Walnut Pump Station Upgrade
Programmed new PLC and OIT systems for an upgraded pump station leveraging SCADA standards developed by another team member. The project involved significant system updates that required a new PLC and OIT to run the station effectively. Overcame numerous challenges regarding the communications between the station’s old SCADA system and upgraded SCADA system both running at the same time.
Luke Stephenson  
Certified: Project Management Professional PMP  
Primary Location: Irvine, CA  
Business Operations Manager, 9 years experience

Professional Summary

- Experience
  Business, Project, and Engineering Management experience, including controls projects and industrial design-build projects. Record of accomplishment of proactively working with customers to identify problems and guide them through solutions to end results that provide relief and closure. Experience with managing internal teams and external resources to complete projects on time, on budget, and within scope.

Formal Education

- Master of Business Administration  
  University of California, Irvine, 2019
- Bachelor of Science, Manufacturing Engineering  
  Brigham Young University, Provo, 2010

Certifications

- Project Management Professional (PMP)  
  Project Management Institute, 2017
- Engineer In Training (EIT)  
  State of California, 2013

Significant Projects

- Sweetwater Authority  
  RO Desalination Facility  
  Project Manager on a 5 to 10 MGD reverse osmosis desalination plant expansion. The project involved a complete controls system and telemetry replacement for 11 remote groundwater wells, and the entire treatment plant. Oversaw the design, fabrication and delivery of 11 new PLC cabinets for remote groundwater wells, 21 new chemical pump VFD control panels, and 11 new plant PLC and remote IO cabinets. The project also included numerous client and designer workshops to define plant control schemes, brand new PLC and HMI programs as well as extensive startup and commissioning planning and support.

- Sweetwater Authority  
  Hydroelectric Power Plant  
  Project Manager over a small-scale Hydroelectric pressure reduction station. Oversaw the team of engineers tasked with developing a complex control strategy to provide consistent untreated water flow from San Diego County to the Perdue Water Treatment plant for processing. The system included complex constraints about the startup and sequencing of equipment, as well as interconnection and synchronization to the utility grid.

- J.R. Simplot  
  Ammonia Storage and Loading System  
  Served as Project Manager on a greenfield ammonia storage and loading facility for a nitric acid fertilizer plant. Responsibilities included project schedule and budget management, oversight of engineering team, coordination with larger contracting team to arrange witnessed testing and startup.

- McCommas Bluff Landfill Gas to High BTU Plant Upgrades  
  With a previous employer, served as Engineering and Field Manager during a multi-year, $30M construction project. Directed the work of civil, electrical, mechanical and controls sub-contractors while overseeing in house design of the facility. Involved in process and piping design and drawing packages through startup and commission, and eventual turnover to client.

- Graham Landfill Cogen Facility  
  With a previous employer, served as Engineering and Field Manager for a new $8M green power generation facility using landfill biogas to power three Caterpillar 3520 engine generators. The facility generated 4.5MW of continuous power for the local utility. Directed the work of civil, electrical, mechanical and controls sub-contractors while overseeing in house design of the facility. Involved in process and piping design and drawing packages through startup and commission, and eventual turnover to client.
Professional Summary

- **Engineering**
  Fourth year project engineer with specific expertise in Modicon PLC programming, Wonderware System Platform development, Magellis OITs, and Citect SCADA development. Combines technical knowledge, reverse engineering experience and diligent documentation to execute projects efficiently and effectively.

Formal Education

- Bachelor of Science, Chemical Engineering  
  University of California, Irvine, 2016
  Minor in Materials Science and Engineering

Professional Certifications

- EIT (Engineer in Training)  
  State of California, 2016
- Wonderware Application Server 4.1 - 2014 R2  
  Wonderware, 2016
- Wonderware Historian 11.6 - 2014 R2  
  Wonderware, 2017
- Networking Certified Professional (NCP)  
  Schneider Electric, 2019
- Unity Certified Professional (UCP)  
  Schneider Electric, 2019
- CitectSCADA Certified Engineer (CSCE)  
  Schneider Electric, 2019

Formal Training

- Wonderware Application Server 4.1 - 2014 R2  
  Schneider Electric, 2016

Significant Projects

- **Sweetwater Authority**  
  Fluoridation National City & Perdue
  Started up a 30MGD water treatment upgrade after investigating, testing, and fixing bugs in the Citect SCADA development process. During the on-site deploy, successfully performed manual PID loop tuning on the new chemical pump system for optimal dosing control. Currently a primary developer and point of contact for water quality reports and historian data links.

- **City of Huntington Beach**  
  SCADA System Maintenance
  Served as Engineer on a project to develop a replacement design for the 55MGD capacity Water Production SCADA system. Responsibilities included investigation of the existing Wonderware ArchestrA and InTouch based system and modification and development of ArchestrA IDE objects. Currently serving as Engineer on an ongoing project to implement wastewater lift station upgrades for 32 sites. Responsibilities include network architecture analysis, Modicon PLC programming and Magellis OIT programming.

- **Water Replenishment District (WRD) of Southern California**  
  SCADA Standards Implementation
  Served as Engineer on a project to develop SCADA standards on Wonderware System Platform for future use in all facilities. I also assisted in the virtualization and networking of the District’s five geographically different physical sites. Responsibilities included development of ArchestrA IDE objects, InTouch programming, system virtualization, network documentation and design, and on-site start up.
Professional Summary

- **Engineering**
  Technical knowledge and experience including designing PLC/SCADA standards, writing site functional descriptions, programming, installation, and commissioning of a variety of systems including CitectSCADA and Modicon/Schneider Electric PLCs.

**Formal Education**

- Bachelor of Science, Chemical Engineering
  - Minor in Materials Science and Engineering
  Cal Poly Pomona, 2015

**Professional Certifications**

- Water Distribution Operator, Grade D2
  - State of California, State Water Resources Control Board, 2019
- Vijeo Citect Certified Professional (VCCP)
  - Schneider Electric, 2015
- Unity Pro Certified Professional (UCP)
  - Schneider Electric, 2016
- Networking Certified Professional (NCP)
  - Schneider Electric, 2016
- PlantStruxure Certified Expert (PSXCE)
  - Schneider Electric, 2016
- CitectSCADA 2016 Cicode Programming
  - Schneider Electric, 2018
- EcoStruxure Plant Certified – PLC Modernization
  - Schneider Electric, 2018
- EcoStruxure Plant Certified – Hybrid DCS
  - Schneider Electric, 2019

**Significant Projects**

- **Sweetwater Authority Desalination Facility Expansion**
  Served as Engineer on a project to overhaul the SCADA and control systems during the expansion of a 10-million gallon per day reverse osmosis desalination facility. Responsibilities included developing the functional specification for the facility and programming of the Schneider Electric Quantum and M340 Unity-based PLC programs, onsite commissioning and testing.

- **Encina Wastewater Authority Wastewater Facility SCADA Replacement Design**
  Served as Engineer on a project to replace the SCADA and controls system of a wastewater facility serving over 400,000 residents. Responsibilities included investigation of the existing control system to identify areas for networking and control systems improvements and designing, documenting, programming and testing of SCADA and PLC standards.

- **City of Fresno Water Treatment Plant SCADA Upgrade**
  Served as Engineer on a project to upgrade obsolete hardware and software for the facility’s control system. Responsibilities included conversion of the existing Hot Standby Quantum PLC program from Concept v2.6 to Unity Pro v11.0, reverse engineering of the communications between the plant’s main Quantum PLC and various obsolete field devices, re-programming the field device communications using Ethernet and serial, and programming the plant’s main Quantum PLC to control 18 additional valves, providing on-site support during commissioning and testing.
Appendix B: Certifications

Following is a collection of certifications earned by both Enterprise Automation as a company and individual staff members.

Note that several of the certifications listed in this proposal and on employee resumes had not yet been delivered by Schneider Electric at the time of writing this proposal and are absent from the list below. The following are the certifications that are currently held but absent from this appendix:

- Bryce Williamson
  - Networking Certified Professional
  - Unity Pro Certified Professional
- Jasmine Jauregui
  - Networking Certified Professional
- Kyle Pickrell
  - Networking Certified Professional
  - Citect SCADA Certified Expert
- Michael Nguyen
  - Networking Certified Professional
  - Unity Pro Certified Professional

If requested, Enterprise Automation can provide confirmation from Schneider Electric that these certifications have been earned.

Contents:

Organization Certifications

1. EA - CSIA Certified Member ...........................................................................................1
2. EA - Schneider Electric Master Alliance Partner ..........................................................2
3. EA - Wonderware System Platform Certified Systems Integrator ...............................3

Staff Certifications

1. Alex Coker
   a. Wonderware Application Server Developer ............................................................5
   b. Citect SCADA Certified Expert ............................................................................6
   c. DHS ICS Cyber Security (301) .............................................................................7
   d. Networking Certified Professional .....................................................................8
   e. Palo Alto ACE .................................................................................................9
   f. PlantStruxure Certified Expert ..........................................................................10
   g. EcoStruxure PLC Modernization .......................................................................11
2. Adam Ekstrand
   a. Citect SCADA Certified Expert ............................................................... 15
   b. Networking Certified Professional ......................................................... 16
   c. PlantStruxure Certified Expert .............................................................. 17
   d. Unity Pro Certified Professional ........................................................... 18

3. Adrian Leon
   a. Wonderware Application Server Developer ........................................... 19
   b. Wonderware Historian Developer ......................................................... 20
   c. Networking Certified Professional ....................................................... 21
   d. PlantStruxure Certified Expert ............................................................. 22
   e. EcoStruxure PLC Modernization ............................................................ 23
   f. Unity Pro Certified Professional ........................................................... 24
   g. Vijeo Citect Certified Expert ................................................................. 25

4. Bryce Williamson
   a. Wonderware Historian Developer ......................................................... 26

5. Dave Lewis
   a. California Electrical Engineering P.E. License ....................................... 27
   b. Unity Pro Certified Professional ........................................................... 28

6. Jasmine Jauregui
   a. Wonderware Application Server Developer .......................................... 29
   b. Wonderware Historian Developer ......................................................... 30
   c. Vijeo Citect Certified Expert ................................................................. 31

7. Kyle Pickrell
   a. Wonderware Historian Developer ......................................................... 32
   b. Vijeo Citect Certified Professional ....................................................... 33

8. Michael Nguyen
   a. Wonderware Application Server Developer ......................................... 34
   b. Citect SCADA Certified Expert ........................................................... 35
   c. Wonderware Historian Developer ......................................................... 36
   d. Vijeo Citect Certified Expert ................................................................. 37
9. Zack Gentry
   a. Citect SCADA Certified Expert .................................................................38
   b. Networking Certified Professional .............................................................39
   c. PlantStruxure Certified Expert .................................................................40
   d. EcoStruxure PLC Modernization ...............................................................41
   e. Unity Pro Certified Professional ...............................................................42
   f. Vijeo Citect Certified Professional ............................................................43
Enterprise Automation

has been audited and conforms to all requirements necessary to be a

CERTIFIED MEMBER

of the

CONTROL SYSTEM INTEGRATORS ASSOCIATION

March 29, 2017 – March 29, 2020

José M. Rivera, CSIA CEO

Lynda Patterson, FASAE, CAE, CSIA President

CSIA Member Since: 2006

CSIA Certified Since: 2017
Schneider Electric
Alliance Integration Partnership Certificate

Enterprise Automation

is a valued
Alliance Integration Partner with
Schneider Electric

Partnership number
SEAP1411US

Valid through
December 31, 2019

Authorised by

Andre Marino
Industry Business
Global VP End User Automation

Carlos Villa
VP, Industry US
North America Operations

Madiha Khalfi
System Integrator
Alliance Program Director

Partnership level: Master Alliance
Certification achieved:
Control System  HMI/SCADA  Modernization

Appendix B: Certifications
## Appendix B: Certifications

### RFQ for On-Call SCADA System Integration

**Professional Services SWA File: S2019-94**

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**Wonderware SI Company Profile**

- [Return to SI Directory Listing](#)

**Enterprise Automation**

Enterprise Automation is an incorporated engineering company servicing all phases of control systems integration, including specification development, panel design, PLC programming, SCADA configuration, network design, testing, startup, training, O&M documentation, and MES systems.

- VISIT WEBSITE

### SI Product Certifications:

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<thead>
<tr>
<th>Product</th>
<th>Certification</th>
</tr>
</thead>
<tbody>
<tr>
<td>InBatch</td>
<td>Industrial Application Server</td>
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<tr>
<td>InTouch</td>
<td>SCADAAlarm</td>
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### Products Expertise:

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<td>ActiveFactory</td>
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<td>Industrial Application Server</td>
<td>InTouch</td>
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<td>InTouch Anywhere</td>
<td>SCADAAlarm</td>
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<tr>
<td>Terminal Services</td>
<td>Wonderware Historian</td>
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<tr>
<td>Wonderware Information Server</td>
<td>Wonderware System Platform</td>
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</table>

### Trained Employees By Product:

<table>
<thead>
<tr>
<th>Product</th>
<th>Employees</th>
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<tbody>
<tr>
<td>Wonderware Information Server</td>
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<tr>
<td>InBatch</td>
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<tr>
<td>Industrial Application Server</td>
<td>7</td>
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<tr>
<td>Wonderware Historian</td>
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</table>

### Certified Employees By Product:

<table>
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<tr>
<th>Product</th>
<th>Employees</th>
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<tr>
<td>SCADAAlarm</td>
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</tr>
<tr>
<td>Wonderware Historian</td>
<td>1</td>
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<tr>
<td>Wonderware Historian: Client</td>
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<tr>
<td>Wonderware Historian: InTouch</td>
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<tr>
<td>Industrial Application Server</td>
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**References Available** *(Available upon request)*
### Vertical Markets:

<table>
<thead>
<tr>
<th>Chemicals &amp; Allied Products</th>
<th>Facilities Management</th>
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<td>Machinery</td>
<td>Medical products</td>
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<tr>
<td>Validation</td>
<td>Water &amp; Wastewater</td>
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</table>

### Integration Expertise:

<table>
<thead>
<tr>
<th>Advanced Control Systems</th>
<th>Batch Control Systems</th>
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<tr>
<td>Computer Systems</td>
<td>Continuous Process</td>
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<tr>
<td>Contracting &amp; Engineering Services</td>
<td>Control System Hardware</td>
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<tr>
<td>Control System Software</td>
<td>Drive, Drive Systems, A/C &amp; DC</td>
</tr>
<tr>
<td>Manufacturing Management Systems</td>
<td>Manufacturing Systems</td>
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<tr>
<td>Process Controls</td>
<td>Process Visualization</td>
</tr>
</tbody>
</table>

### Company Info

210 Goddard  
IRVINE, CA 92618  
UNITED STATES

Total Employees: 21  
Engineers: 11  
Programmers: 11  
Outside Sales: 2

### Contact Info

Contact: Mr Scott Pickford  
Email: scott.pickford@eainTEGRATOR.com  
Phone: 949 769 6000  
Fax: 949-769-6005
This is to Certify that

Alex Coker
Enterprise Automation

Is an Authorized
Wonderware Application Developer
for

CSI Application Server 2017 Update 2 Exam

Effective Date: 27 Feb 2019
Serial Number: 144963-17577-27022019
CERTIFICATE OF TRAINING

This is to certify that

Alex Coker

has successfully completed the requirements
to be recognised as a

Citect SCADA Certified Expert (CSCE) Version 2016

Russell Ridgway (Training Manager)

03 October 2018
Date

AVEVA Solutions Limited
High Cross
Madingley Road
Cambridge CB3 0HB
United Kingdom
Tel: +44 (0)1223 556655

aveva.com
@avevagroup
linkedin.com/company/aveva
Certificate of Training

Presented by the
Industrial Control Systems Cyber Emergency Response Team
U.S. Department of Homeland Security
To

Alexander Coker

For completion of the following course:
Industrial Control Systems Cyber Security (301) Training

May 5, 2017
This is to certify that

Alex Coker

Has successfully completed the requirements to be recognised as a Networking Certified Professional

On the

November 2, 2015

Tristan Powell
Training & Certification Manager
Process Automation

José Bonomo
Vice President Offer Management & Strategy
Hybrid Systems, Process Automation
Certificate of Accreditation

for

Palo Alto Networks ACE

is hereby granted to

Alex Coker

for successful completion of

Accredited Configuration Engineer (ACE) Exam - PAN-OS 6.1 Version

Date: 7/1/2015

Roger Connolly
Director of Education
This is to certify that

Alex Coker

Has successfully completed the requirements to be recognised as a

PlantStruxure Certified Expert

On the

25th March 2016

Tristan Powell

Training & Certification Manager

Process Automation

José Bonomo

Vice President Offer Management & Strategy

Hybrid Systems, Process Automation
This is to certify that
Alex Coker

Has successfully completed the requirements to be recognised as
EcoStruxure Plant Certified - PLC Modernization

On the
20/09/2018

Tristan Powell
Global Training & Certification Manager
EcoStruxure Enablement, Industry Business

Christine Shim
Director
EcoStruxure Enablement, Industry Business
This is to certify that
Alex Coker

Has successfully completed the requirements to be recognised as a
Unity Pro Certified Professional

On the
March 24, 2016

Tristan Powell
Training & Certification Manager
Process Automation

José Bonomo
Vice President Offer Management & Strategy
Hybrid Systems, Process Automation
VMware is proud to award the title of
VMware Certified Professional 6
Data Center Virtualization
to
Alex Coker
in recognition of successful completion of all certification requirements

CERTIFICATION DATE: Saturday, August 12, 2017
VALID THROUGH: Monday, August 12, 2019
CANDIDATE ID: VMW-01519246N-00574154
RENEWAL DATE: Saturday, August 12, 2017

PAT GELSINGER, CHIEF EXECUTIVE OFFICER
Educational Services

This is to certify that
Adam Ekstrand

has successfully completed the requirements
to be recognised as a
Citect SCADA Certified Expert (CSCE)
Version 2016

on 13/06/2018

AUTHORISED BY

Ted Saoumi
Business Development Manager

Karun Sukhwani
Services and Support Director
This is to certify that
Adam Ekstrand

Has successfully completed the requirements to be recognised as a Networking Certified Professional

On the
March 24, 2016

Tristan Powell
Training & Certification Manager
Process Automation

José Bonomo
Vice President Offer Management & Strategy
Hybrid Systems, Process Automation
This is to certify that
Adam Ekstrand

Has successfully completed the requirements to be recognised as a
PlantStruxure Certified Expert

On the
24\textsuperscript{th} March 2016

Tristan Powell
Training & Certification Manager
Process Automation

José Bonomo
Vice President Offer Management & Strategy
Hybrid Systems, Process Automation
This is to certify that
Adam Ekstrand

Has successfully completed the requirements to be recognised as a
Unity Pro Certified Professional

On the
March 24, 2016

Tristan Powell
Training & Certification Manager
Process Automation

José Bonomo
Vice President Offer Management & Strategy
Hybrid Systems, Process Automation
This is to Certify that

Adrian Leon
Enterprise Automation
Is an Authorized
Wonderware Application Developer
for
Application Server 4.1 - 2014 R2

Developer ID: CSI6843
Effective date: 9/8/2017

Rashesh Mody
SVP Delivery & Partner Ecosystem
Schneider Electric Software Business
This is to Certify that

Adrian Leon
Enterprise Automation

Is an Authorized

Wonderware Application Developer

for

CSI Historian Server 2017 Update 2 Exam

Effective Date: 07 Dec 2018
Serial Number: 138813-16039-07122018
This is to certify that

Adrian Leon

Has successfully completed the requirements to be recognised as a Networking Certified Professional

On the

March 24, 2016

Tristan Powell
Training & Certification Manager
Process Automation

José Bonomo
Vice President Offer Management & Strategy
Hybrid Systems, Process Automation
This is to certify that

Adrian Leon

Has successfully completed the requirements to be recognised as a

PlantStruxure Certified Expert

On the

14th June, 2016

Tristan Powell
Training & Certification Manager
Process Automation

José Bonomo
Vice President Offer Management & Strategy
Hybrid Systems, Process Automation

Schneider Electric
This is to certify that

Adrian Leon

Has successfully completed the requirements to be recognised as

EcoStruxure Plant Certified - PLC Modernization

On the

20/09/2018

Tristan Powell
Global Training & Certification Manager
EcoStruxure Enablement, Industry Business

Christine Shim
Director
EcoStruxure Enablement, Industry Business
This is to certify that

Adrian Leon

Has successfully completed the requirements to be recognised as a Unity Certified Professional

On the

14/06/2016

Tristan Powell  
Training & Certification Manager  
Process Automation

Jose Bonomo  
Vice President Offer Management & Strategy  
Hybrid Systems, Process Automation
Educational Services

This is to certify that
Adrian Leon

has successfully completed the requirements to be recognised as a
Vijeo Citect Certified Expert (VCCE)
Version 2015

on 24/02/2017

AUTHORISED BY

Ted Saoumi
Manager, Educational Services

Karun Sukhwani
Services and Support Director
This is to Certify that

Bryce Williamson
Enterprise Automation

Is an Authorized
Wonderware Application Developer
for

CSI Historian Server 2017 Update 2 Exam

Effective Date: 09 Feb 2019
Serial Number: 138766-16039-07122018
BOARD FOR PROFESSIONAL ENGINEERS,
LAND SURVEYORS, AND GEOLOGISTS

This Is To Certify That Pursuant
To The Provisions of Chapter 7, Division 3 of the Business and Professions Code

David Paul Lewis

IS DULY LICENSED AS A
PROFESSIONAL ENGINEER
IN
Electrical Engineering

In The State of California, and Is Entitled To All The Rights and
Privileges Conferred In Said Code

WITNESS OUR HAND AND SEAL

Certificate No. E 21297

This 28th day of May, 2015, at Sacramento, California.

BOARD FOR PROFESSIONAL ENGINEERS,
LAND SURVEYORS, AND GEOLOGISTS

Richard B. Moore, P.L.S. – Executive Officer

Kathy Jones Irish – Board President
This is to certify that

Dave Lewis

Has successfully completed the requirements to be recognised as a Unity Certified Professional

On the

13/06/2016

Tristan Powell
Training & Certification Manager
Process Automation

Jose Bonomo
Vice President Offer Management & Strategy
Hybrid Systems, Process Automation
This is to Certify that

Jasmine Panosian

Enterprise Automation

Is an Authorized

Wonderware Application Developer

for

Application Server 4.1 - 2014 R2

Developer ID: CSI5823

Effective date: 2/21/2016

Rashesh Mody
SVP Delivery & Partner Ecosystem
Schneider Electric Software Business
This is to Certify that

Jasmine Panosian
Enterprise Automation
Is an Authorized
Wonderware Application Developer
for
Historian Server 11.6 - 2014 R2

Developer ID: CSI5823
Effective date: 1/20/2018

Rashesh Mody
SVP Delivery & Partner Ecosystem
Schneider Electric Software Business
CERTIFICATE OF TRAINING

This is to certify that

Jasmine Jauregui

has successfully completed the requirements
to be recognised as a

Vijeo Citect Certified Expert (VCCE) Version 2015

Russell Ridgway (Training Manager)

12 February 2019

Date

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**Kyle Pickrell**

Enterprise Automation

Is an Authorized

**Wonderware Application Developer**

for

**Historian Server 11.6 - 2014 R2**

Developer ID: CSI6847

Effective date: 7/29/2017

Rashesh Mody
SVP Delivery & Partner Ecosystem
Schneider Electric Software Business
This is to certify that

Kyle Pickrell

Has successfully completed the requirements to be recognised as a Vijeo Citect Certified Professional

On the

23/02/2017

Tristan Powell
Training & Certification Manager
Process Automation

Jose Bonomo
Vice President Offer Management & Strategy
Hybrid Systems, Process Automation
This is to Certify that

Michael Nguyen

Enterprise Automation

Is an Authorized

Wonderware Application Developer

for

Application Server 4.1 - 2014 R2

Developer ID: CSI6385

Effective date: 1/10/2017

Rashesh Mody
SVP Delivery & Partner Ecosystem
Schneider Electric Software Business
CERTIFICATE OF TRAINING

This is to certify that

Michael Nguyen

has successfully completed the requirements
to be recognised as a

Citect SCADA Certified Expert (CSCE) Version 2016

Russell Ridgway (Training Manager)

04 December 2018

Date

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Appendix B: Certifications
This is to Certify that

Michael Nguyen
Enterprise Automation
Is an Authorized
Wonderware Application Developer
for
Historian Server 11.6 - 2014 R2

Developer ID: CSI6385
Effective date: 9/20/2017

Rashesh Mody
SVP Delivery & Partner Ecosystem
Schneider Electric Software Business
CERTIFICATE OF TRAINING

This is to certify that

Michael Nguyen

has successfully completed the requirements to be recognised as a

Vijeo Citect Certified Expert (VCCE) Version 2015

Russell Ridgway (Training Manager) 16 August 2018

Date
Certificate of Achievement

This Certificate is Awarded to

Zack Gentry

for the successful completion of

Citect SCADA 2016 Programming with Cicode Exam

on 17 Dec 2018

Serial Number: 139100-13501-17122018
This is to certify that
Zack Gentry

Has successfully completed the requirements to be recognised as a Networking Certified Professional

On the
March 24, 2016

Tristan Powell
Training & Certification Manager
Process Automation

José Bonomo
Vice President Offer Management & Strategy
Hybrid Systems, Process Automation
This is to certify that

Zack Gentry

Has successfully completed the requirements to be recognised as a

PlantStruxure Certified Expert

On the

25th March 2016

Tristan Powell

Training & Certification Manager

Process Automation

José Bonomo

Vice President Offer Management & Strategy

Hybrid Systems, Process Automation
This is to certify that

Zack Gentry

Has successfully completed the requirements to be recognised as

EcoStruxure Plant Certified - PLC Modernization

On the

20/09/2018

Tristan Powell

Global Training & Certification Manager
EcoStruxure Enablement, Industry Business

Christine Shim

Director
EcoStruxure Enablement, Industry Business
This is to certify that
Zack Gentry

Has successfully completed the requirements to be recognised as a
Unity Pro Certified Professional

On the
March 24, 2016

Tristan Powell
Training & Certification Manager
Process Automation

José Bonomo
Vice President Offer Management & Strategy
Hybrid Systems, Process Automation
This is to certify that

Zack Gentry

Has successfully completed the requirements to be recognised as a Vijeo Citect Certified Professional

On the

09/12/2015

Tristan Powell
Training & Certification Manager
Process Automation

Jose Bonomo
Vice President Offer Management & Strategy
Hybrid Systems, Process Automation
Appendix C: Project Profiles

Following is a collection of 10 project profiles which demonstrate our expertise. All ten have been included to highlight how Enterprise Automation meets the Experience portion of Required Qualifications.

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Customer Background

The Water Replenishment District of Southern California (WRD) is the largest groundwater agency in California, managing and protecting groundwater resources for 4 million residents in the US's most populated county. WRD owns and operates several assets including a 5MGD capacity desalter (Goldsworthy), an 8MGD advanced water treatment facility (LVL), and is in the process of constructing a second AWTF (GRIP/ARC) with expansion capacity of up to 29.6MGD.

Project Background

In 2016, WRD awarded EA a five-year professional services agreement to provide on-call SCADA integration services. WRD understood that they needed a long-term, trusted partner to manage their SCADA system.

The original scope of the contract included projects to combine separate Wonderware SCADA systems at their facilities into one centralized Wonderware Galaxy, to provide automation and SCADA consulting, and to act as an extension of staff through several ongoing capital projects. The GRIP/ARC project, in particular, was a challenging project during which EA has helped WRD's contractors remain on track and standards compliant.

EA Solutions

EA's key impact on WRD has been to implement several systems and procedures which promote standardization, improve testing processes, and improve their design requirements. EA has managed several integrators through this process, providing technical and operations training, reviewing designs and specifications, and participating in Factory Acceptance Testing.

EA's influence has raised the bar for planning, deployments, and quality expectations.
Customer Background

The City of Santa Ana is located in the heart of Orange County, California and is approximately 27 square miles. The City provides potable drinking water for the City’s 334,000 residents and businesses. The City’s water production system consists of 22 wells, 4 pressure control stations, 7 Metropolitan Water District connections, 7 water booster stations, 8 reservoirs, and 2 sanitary sewer lift stations. Control and monitoring of the water system and sewer facilities is coordinated via the City SCADA system using a series of radios which transmit data from remote locations to the centralized City Home SCADA control room.

Project Background

The City normally uses design-bid-build project delivery mechanisms, which yields a variety of contractors implementing their water production facilities but they desired more consistent designs to streamline operations and maintenance. In order to make standardization a priority and instigate a cultural shift, the City decided they needed a qualified automation consultant to prepare standardized functional specifications, control panel drawings, automation program testing protocols, and change control mechanisms as a means to institute oversight for the City's contracted controls programmers.

EA Solutions

After being awarded the qualifications-based contract, EA met with City engineering and technicians to document their open and upcoming projects to identify immediate opportunities for automation improvement, in accordance with their construction schedules.

EA hosted several process control and standardization workshops with City personnel, and immediately used the decisions to develop functional specifications, electrical design standards, and test protocols for several pump stations in the design phase. Concurrently, EA created change control policies, a source control system, and developed documented programming standards for all future City projects to ensure their water facilities were consistent.

Key Insights

- SCADA Standards development
- Contractor design review
- Automation & Electrical standards
- Functional Specification Development
- Programmer oversight

Key Technologies:

- Modicon M340 PLCs
- Modicon Magelis OITs
- Radio communication

Project Metrics:

- Contract Period: 2018—Present
Customer Background

The City of Santa Ana is located in the heart of Orange County, California and is approximately 27 square miles. The City provides potable drinking water for the City’s 334,000 residents and businesses. The City’s water production system consists of 22 wells, 4 pressure control stations, 7 Metropolitan Water District connections, 7 water booster stations, 8 reservoirs, and 2 sanitary sewer lift stations. Control and monitoring of the water system and sewer facilities is coordinated via the City SCADA system using a series of radios which transmit data from remote locations to the centralized City Home SCADA control room.

Project Background

After many years of traditional design-bid-build projects which utilized low-bid systems integrators, the City decided they needed a list of pre-qualified systems integrators to perform all programming for their capital projects. They solicited proposal from systems integrators throughout Southern California with stringent qualification requirements including a diverse portfolio of both modern and legacy Modicon PLCs.

The selected consultant would be required to fully comply with and enforce the City’s full suite of instrumentation and controls standards which were mostly developed by EA through the concurrent Change Manager contract.

EA Solutions

EA was selected as one of the City's preferred programmers and was thus pre-selected to provide integration services on any future City project during the contract period.

EA will apply our industry-leading processes to rigorously document and track configurations using the City’s Source and Revision Control systems, maintain detailed functional specifications, and ensure every program is subjected to our rigorous four-step testing process (desk-check, internal testing, FAT, and SAT) in order to deliver World Class Startups.

Key Insights

- As-needed systems integration services
- Re-programming City sites:
  - Pumping/Booster Stations
  - Pressure Reducing Stations
  - MWD connections
  - Reservoirs
  - Sewer Lift Stations

Key Technologies:

- Modicon M340 PLCs
- Modicon Magelis OITs
- Ethernet, fiber, radio communications

Project Metrics:

- Contract Period: 2018—Present
Master Services Agreement
Encina Wastewater Authority

Customer Background

The Encina Wastewater Authority (EWA) is a public agency located in Carlsbad, California. EWA provides wastewater treatment services to more than 400,000 residents in northwestern San Diego County. EWA’s facilities and services are essential for protecting the local ocean environment, preserving public health, and providing recycled water resources for the region. Enterprise Automation has provided sole sourced automation and integration services to EWA since 2017 as part of a five-year professional services agreement.

Project Background

Since the current control system was originally implemented at Encina Water Pollution Control Facility (EWPCF), the system has been maintained and upgraded by EWA staff, low-bid integrators, and miscellaneous contractors. This approach lacked standardization and documentation, leading to network and reliability issues.

In 2017 the Authority developed and released an RFP to find an automation consultant who could overhaul the entire facility and develop a platform built on industry best practices and a pervasive standardization.

EA Solutions

EA was awarded the five-year Master Services Agreement and immediately set to developing a master plan for the future of the EWPCF.

The first task was to execute a thorough plant audit to fully understand the state of the existing system. The audit was followed by a SCADA evaluation to determine which platform was best suited for the site and the Authority’s operations staff. The final task before the first capital plant improvement project could begin was to develop a full suite of instrumentation and control standards.

EA is currently executing several concurrent projects to address the nearly 6,300 IO spread across seven plant areas.

Key Insights

- Contracted to architect and orchestrate a complete facility controls overhaul
- 6,300 IO over 7 plant areas
- 50+ existing PLCs

Key Technologies:

- Test Platform
- Source Control
- Change Control

Project Metrics:

- EA’s Services Value: $15M (proj. total)
- Initial Contract Period: 2017-2022
Customer Background

The City of Huntington Beach, California is a full service, predominantly residential city with a population of about 200,000 located in northwestern Orange County. The City owns and operates both the water utility and wastewater collection system serving its 200,000 citizens. Their assets include 27 sewer lift stations, 10 wells, 5 reservoirs, 16 flood stations, and 9 turnouts where imported water from MWD is resold to several local cities and agencies.

The City has engaged EA through two, consecutive, 3-year professional services agreements to provide as-needed SCADA integration and support to the City’s water utility department.

Project Background

In 2014, the City faced the challenge of locating and retaining a local systems integrator with the qualifications, references, resources, and dedication needed to meet the immediate and future needs of a public entity providing water and wastewater utilities to customers in a growing metropolitan area.

Specifically, the City needed three forms of support: on-call support for their legacy system, planning and execution of projects, and assistance with planning their replacement SCADA system, including an Emergency Operations Center (EOC).

EA Solutions

EA’s solution started with auditing existing assets, documenting pressing needs, and hardening the legacy system for improved reliability. The first priority and most significant improvement was virtualizing the City’s 30 computer platform, stratifying the SCADA networks, and isolating the water and wastewater Wonderware projects.

Upon completion, EA conducted preventative maintenance routines on a semi-annual basis, incorporating change requests for City operations as needed.

Concurrently, EA conducted workshops with the City to define their vision, preferred automation standards, and plan upgrade projects accordingly.
Customer Background

The City of Fresno operates a large potable water system that delivers drinking water to roughly 500,000 residential, commercial and industrial customers over 114 square miles. They also operate numerous treatment facilities that treat ground and surface water for residential and commercial use. A unique aspect of the City’s system is that pressure is entirely maintained by pumping zones, instead of elevated reservoirs and holding tanks.

Project Background

EA has been provide as-needed and routine support to the City of Fresno since 2014. Our scope of services has included maintaining the SCADA platforms at two surface water treatment facilities totaling 120 MGD and their distribution system which consists of 1,780 miles of pipeline, 140,992 service connections, and 260 active pump stations.

EA was the original integrator for much of the City's automation platform at the North East Surface Water Treatment Facility and the Distribution System, which have been deployed through several projects over the past 11 years.

EA Solutions

EA provides bi-annual support visits to each site, management of the City’s automation platform software support licensing, and on-call urgent support.

The typical process for bi-annual support includes testing and deploying Microsoft updates on the City’s test platform at EA, performing on-site visual and digital health checkups on all SCADA assets, collecting CRs through operator and management interviews.

Although urgent support is included in the support contract, the City has rarely needed to use it as their systems have been highly reliable since contracting EA.

Key Insights

- Routine and urgent 10x5 support
- Test platform management
- Hardware and software inspections

Key Technologies:

- Modicon PLCs:
  - Momentum, Quantum, M340, M580
- CitectSCADA HMI
- Magelis OITs
- Vijeo Historian
- Wonderware Historian
- 900 MHz MDS radios

Project Metrics:

- Contract Period: 2014—Present, renewed annually
Customer Background

JR Simplot company, one of the oldest agribusinesses in the U.S., operates a high-quality fertilizer plant in the central valley of CA. Built in the 1950’s, and operated by J.R. Simplot company since the 1990’s, Enterprise Automation first began servicing the facility as controls integrator in 2006. As an aging facility that has gone through multiple operators, EA has been involved in numerous control system retrofit and expansion projects on site.

Project Background

Every year, like many industrial facilities, JR Simplot's Helm facility undergoes a routine and scheduled turnaround event where the entire process is taken offline for routine maintenance and renewal. As part of the process, EA has engineers on site to perform a deep cleaning and inspection of the SCADA and controls system. The inspection includes everything from physical IO and PLC panel refreshing to reviewing SCADA and PLC error logs and updating firmware.

EA Solutions

EA maintains 5 IOC (input/output cabinets) that contain roughly 750 IO. In addition, redundant Citect SCADA servers and Wonderware Historian are kept up to date with latest product release and firmware.

EA also proactively maintains hardware components, spares, and interviews staff for information about how the controls system is performing, rather than waiting for a call when something has gone wrong and the need is urgent.

EA has been JR Simplot Helm’s sole-sourced systems integrator for over 7 years.

Key Insights

- Annual SCADA maintenance
- WSUS Updates
- Test Platform maintenance
- Mechanical and digital inspections

Key Technologies:

- Citect SCADA
- Virtualized SCADA Platform
- Wonderware Historian
- AB ControlLogix
- AB Intelllicenter 580

Project Metrics:

- EA’s Services Value: $500k
- Project Length: 7 years
Customer Background

The City of West Sacramento, located in Eastern Yolo County, owns, maintains, and operates nine water sites for the treatment and distribution of clean safe drinking water to over 50,000 residents and a diverse mix of light and heavy industrial establishments.

The City’s nine sites contain various combinations of equipment, booster pumps, treatment processes, water storage, treatment chemical storage, control valves, monitoring and instrumentation. These sites and the Water Treatment Plant are networked together using the City’s existing Supervisory Control and Data Acquisition (SCADA) system to allow the City’s water treatment staff to continuously monitor and control water treatment and distribution facilities.

Project Background

Many of the components making up the existing SCADA system have become obsolete and are no longer supported by their manufacturer. In addition, the remaining components and equipment hardware is proprietary, which makes routine repairs and replacement extremely expensive.

In 2018 the City awarded E&M a design-build contract to replace the existing iFIX SCADA system with Wonderware System Platform and Modicon Unity Pro M340 PLCs. The project would require the rehabilitation of 46 sites, each with their own PLC panel and communications equipment. In total the estimated IO count is nearly 11,500. Due to the complexity of the project and EA’s expertise in SCADA integration management and standardization, E&M contracted EA to act as a project coordinator and management consultant.

EA Solutions

EA applied industry best practices and our proprietary closed-loop project management system to develop a project execution plan which would emphasize a design-first approach with particular focus on standards enforcement and documentation.

At the time this profile was written, the project team was closing out the design phase and preparing to start developing configurations.

Key Insights

- Full SCADA system and PLC upgrade
- Project coordination and execution consulting
- Standards and testing protocol enforcement

Key Technologies:

- Wonderware System Platform
- Modicon M340 & Allen Bradley ControlLogix PLCs
- XetaWave radios
- Prometheus PLC & SCADA Configuration Platform
- Wonderware Historian

Project Metrics:

- Project Value: $4.43M
- EA’s Services Value: $225k
- Project Length: June 2014—Present
Customer Background

The City of Huntington Beach, California is a full service, predominantly residential city with a population of about 200,000 located in northwestern Orange County. The City owns and operates both the water utility and wastewater collection system serving its 200,000 citizens. Their assets include 27 sewer lift stations, 10 wells, 5 reservoirs, 16 flood stations, and 9 turnouts where imported water from MWD is resold to several local cities and agencies.

The City has engaged EA through two, consecutive, 3-year professional services agreements to provide as-needed SCADA integration and support to the City’s water utility department.

Project Background

As a first step to modernize and rehabilitate the City’s aging sewer lift stations, they asked EA to develop a standardized panel design and PLC program that could be implemented whenever a full station rehab was undertaken. By creating a standard panel layout and functional program, new or rehabilitated sites could be implemented quickly and inexpensively. Additionally the standard design would allow the City to reduce training and maintenance costs as all sites would operate the same and require the same spare components.

EA Solutions

EA designed two standard panels, one for retrofit sites where a new back panel could be placed inside an existing enclosure, and one for new sites that would require a new enclosure. Both layouts were internally consistent, allowing IO and hardware to be shared across all sites and programs. Functional specifications were developed that allowed the same tested programing to be deployed at any of the lift stations sites, making upgrades more cost effective and maintenance much easier.

Key Insights

- Standardized Lift Station equipment and IO list
- Standardized control panel designs
  - Retrofit panel for existing enclosure
  - New panel and enclosure
- Standardized Unity Pro PLC program

Key Technologies:

- Modicon Unity Pro M340

Project Metrics:

- EA’s Services Value: $230k
- Project Length: 24 months
Customer Background

The City of Santa Ana is located in the heart of Orange County, California and is approximately 27 square miles. The City provides potable drinking water for the City’s 334,000 residents and businesses. The City’s water production system consists of 22 wells, 4 pressure control stations, 7 Metropolitan Water District connections, 7 water booster stations, 8 reservoirs, and 2 sanitary sewer lift stations. Control and monitoring of the water system and sewer facilities is coordinated via the City SCADA system using a series of radios which transmit data from remote locations to the centralized City Home SCADA control room.

The City utilizes a legacy Dynac SCADA which is slated for future replacement and has standardized on ModiconPLCs.

Project Background

EA was contracted in May of 2016 to support the City of Santa Ana in their effort to execute a complete mechanical and electrical rehabilitation of one of their most critical booster stations. EA’s original scope included documenting the site’s existing control system’s state, designing the new site control system, developing programming and configuration standards, and developing test documentation.

EA Solutions

After the originally contracted programmer notified the City that they would be unable to complete the project, EA was called upon to implement the PLC, OIT, and network designs which were developed during the original design project.

Our scope included assisting the City’s SCADA programmer in configuring new screens in Dynac, developing new PLC and OIT programs according to the City’s specifications and standards, and deploying the configurations on site.

Key Insights

- Full SCADA and PLC upgrade
- SCADA Standards implementation
- Conversion from single point of failure PLC to distributed and segregated controls

Key Technologies:

- Unity Pro M340
- Magelis OIT
- Hirschmann network switches

Project Metrics:

- EA’s Services Value: $500k
- Project Length: May 2016—Present
Sweetwater Authority
Statement of Qualifications for
On-Call SCADA System Integration
Professional Services

For
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Director of Water Quality
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December 3rd, 2019

Mr. Justin Brazil, Director of Water Quality

Sweetwater Authority
505 Garrett Avenue
Chula Vista, CA 91910

Dear Mr. Brazil,

RoviSys is pleased to provide this qualification document for the On-Call SCADA System Integration Professional Services project. The requirements for this qualification packet were derived from the Sweetwater Authority request for pre-qualifications document dated October 10, 2019.

RoviSys was formed in April 1989 to provide timely, cost effective, reliable, and modern solutions to a wide range of systems applications using the best technology. Headquartered in Aurora, Ohio and with a local Los Angeles, California office among our nationwide regional locations, RoviSys has grown to over 800 engineers and $100 million in sales.

Our project team that we are targeting for the SCADA System Integration Professional Services project includes engineers and technicians that have the latest certifications from CSIA, Wonderware, Schneider, Cisco, VMware and ISA. These certifications are unmatched by any team in the Los Angeles metro area. Thanks to a large staff and highest level of accreditations, the RoviSys team is in the unique position to propose the professional services for this project in its entirety.

The entire RoviSys team is very excited about the opportunity to work with the Sweetwater Authority on this project. All members are committed to delivering quality work, on time, and within budget. We understand the technologies and we have the necessary industry experience. Our strong delivery and execution of this project will make this team a valued asset during the entire professional services project.

Please contact me with any questions or comments regarding this proposal. We look forward to the opportunity to present our approach and qualifications to the Sweetwater Authority in person.

Regards,

Dave Smrdel

Manager, Water Resources
Dave.smrdel@rovisys.com
216-346-8714
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1 Executive Summary

The Sweetwater Authority requires prequalification for the SCADA System Integration Professional Services project. As a Schneider certified partner and a Wonderware-endorsed select partner combined with our long history of executing similar types wastewater projects nationally, RoviSys feels that we would be a great partner in this ongoing support effort.

Our Mission

The RoviSys mission is: **Provide our clients with automation and information integration solutions using the best technologies and platforms, regardless of who makes them, giving our clients choices.** We provide uncompromising focus on customer satisfaction providing the best engineered process control solutions to meet your needs.

Background

RoviSys was formed in April 1989 to provide timely, cost effective, reliable, and modern solutions to a wide range of systems applications using the best technology. This primary philosophy and our focus on customer satisfaction enable and drives our continuous growth to over 800 engineers at multiple locations in North America, Asia, and Europe.

RoviSys is an independent integrator offering broad range expertise in current and legacy technologies applied across a wide variety of markets. We are focused on providing solutions that are a best fit for our customers giving them the freedom to choose solutions with the flexibility to integrate the best in class technologies for each of their system applications.

The most valuable asset at RoviSys is our staff. One of our greatest strengths is a diverse employee knowledge base that spans technologies and industries. Each of our employees has developed application experience in the many industries we serve. Considerable effort is committed to hiring, developing, and retaining personnel. Our personnel retention is among the best in the industry benefiting our customers by maintaining project team continuity.

RoviSys draws across all functions and employee skill sets to properly execute complex projects. In addition to our diverse technical skill sets, we employ Registered Professional Engineers (PE) as well as Project Management Professionals (PMP).

Summary

As an independent automation organization and an approved system integrator for a wide range of control systems and MES platforms, RoviSys is well suited to meet the diverse needs of the Sweetwater Authority. Our independence combined with our experience on multi-faceted projects results in efficiency and quality in execution.

When clients are asked why they return to RoviSys project after project, they indicate that it is RoviSys’ ability to manage, deliver, and complete projects. Additionally, the integrity with which we execute their projects and the ongoing focus on customer satisfaction convinces them to look no further for their system integration and support needs whatever the industry.
2 California Office

RoviSys currently has a single office serving the Southern California region. Located in Thousand Oaks, California, this RoviSys office serves a variety of RoviSys vertical markets including: Life Sciences, Water/Wastewater, Consumer Packaged Goods, Chemicals and Oil/Gas.

The California office was initially established in 2017 with a staff of ten engineers. The staff consisted of a blend of seasoned engineers relocated from other RoviSys offices along with new hires coming from the local area businesses and universities. Today, RoviSys has more than 30 engineers based out of the original Thousand Oaks office and over 5 engineers working in Oceanside and San Diego.

Due to increasing limitations of office space, RoviSys will be moving to a newer, larger site still within the Thousand Oaks community, located at The Arbors office complex.

The target move date is December 1st, 2019. The expansion from the current 2,600 square feet to 7,300 square feet will enable continued growth of RoviSys staff and will provide the needed infrastructure to support many more clients and projects. With this new office location, RoviSys also has options to expand further without having to relocate as our staff and business continues to grow.
3 Technologies & Certifications

RoviSys is an independent integration company focused on helping our clients improve their operation by utilizing the best technology for the application, not force-fitting a solution based on a technology vendor relationship. We believe that having strong relationships with a variety of hardware and software providers ensures an in-depth understanding of the available technologies as well as a comprehensive toolset to successfully solve the most difficult problems.

<table>
<thead>
<tr>
<th>Partner Company</th>
<th>System or Product</th>
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<tr>
<td>ABB/Bailey™</td>
<td>800xA</td>
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<td>Symphony™</td>
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<td>Infi 90™/Network 90</td>
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<td>System 6™</td>
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<td>AspenOne</td>
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<td>PI System™</td>
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<td>Alliance Partner</td>
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<td>Momentum™, 984, Unity</td>
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<td></td>
<td>Simatic®IT</td>
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</tbody>
</table>
### 3.1 Schneider Electric

RoviSys is a Schneider Alliance partner with Certified Schneider Engineers. RoviSys has a long history of projects implementing and maintaining the Modicon 984, Momentum, and Quantum PLC platforms. We have also implemented systems using the latest Unity programming tools. Our project experience spans both batch and continuous process automation. RoviSys is an expert in migrating legacy systems to Quantum and from legacy Modicon systems to any modern platform. As an Alliance Partner, we maintain a Priority Support Membership providing us with a suite of development software to support these platforms. This membership also gives us priority telephone support access to solve client issues.

### 3.2 Citect SCADA/Ampla

RoviSys continues to build our manufacturing execution system toolset through our solution provider status with Citect and our experience deploying their SCADA and MES software. Citect has been providing solutions and software for manufacturing companies specializing in the delivery of innovative, reliable, and cost-effective solutions. CitectSCADA is a fully integrated Human Machine Interface (HMI) / SCADA solution that enables customers to increase return on assets by delivering a highly scalable, reliable control, and monitoring system. Configuration tools and powerful features enable you to quickly develop and deploy solutions for any size application.

Ampla, a high-quality, scalable MES solution delivers real-time access to plant and business information allowing key personnel to identify and act on opportunities to refine the workflow, maximize OEE, and to correct problems before they impact supply chain, regulation compliance and production.

### 3.3 Wonderware – Aveva/Schneider Industrial Software

RoviSys is a Wonderware Endorsed Systems Integrator. This partnership level, which is Wonderware’s highest, is achieved via a rigorous evaluation process conducted by Wonderware. To achieve this level RoviSys has certified engineers in all the Wonderware solutions including System Platform. In addition to passing the certification testing process, Wonderware also audited several of RoviSys’ large application implementations to ensure adherence to Wonderware’s design and implementation requirements. One of these installations is for a multi-site Municipal Wastewater customer. The installation has over 20,000 points, multiple integrated System Platform Galaxies, and multiple servers. This installation has become a showcase for Wonderware due to its complexity, size and proper integration techniques.
3.4 RoviSys Business and Industrial IT Services

RoviSys’ expertise includes the entire IT infrastructure – both the business side, and the industrial side. We view these as separate but integrated systems. Each side – business IT and industrial IT - has its own specialized role and requirements and RoviSys provides engineering and support for each. RoviSys views the convergence of these two worlds as an essential aspect of a contemporary enterprise. We are unique in that we design and support both business IT and industrial IT from an enterprise-wide perspective.

Where RoviSys stands out is in our ability to help you make the most of your IT infrastructure to support data analytics, business and manufacturing intelligence, and to use your IT infrastructure to help you make business decisions.

RoviSys has been involved with the design and development of industrial networks since our inception. As a process controls company, we focus on the network needs that are specific to your process control network and not only on the needs of a business network. Our extensive expertise in industrial and process control network design, development, and implementation assures you that your network will be robust, reliable and secure.

Network Solutions

- Network Architecture/Design
- Network Security, Intrusion Detection & Prevention
- Authentication, Authorization, Accounting (AAA)
- Remote Access Design

Network Assessment Services

- Mapping and asset inventory
- Comprehensive industrial network security assessment
- Vulnerability assessment.
- Penetration/security testing.
- Regulatory Compliance
- Performance testing

Cyber Security

- Firewalls, DMZs, Standards Compliance
- Network Security Policies
- Review of current policies
- Regulatory compliance
- Porous access restrictions
- Password practices
• Endpoint compliance

3.5 RoviSys Business and Industrial IT Certifications

RoviSys collectively has the following IT/OT applicable certifications:

- Cisco CCNA Industrial, CISSP
- VMWare Certified
- ISA/IEC 62443 Cybersecurity Specialist
- CompTIA Security+
- CompTIA Network+
- Schneider Electric Networking Certified Professional
- Microsoft MCSE
- Microsoft MCSA
- Extreme Networks Certified Network Associate

Cisco

RoviSys is part of the Cisco Channel Partner Program. Our IT staff maintains active Cisco certifications, including CCNA, CCNA Industrial, and CCDA, as well as specializations in IoT and Industrial IoT.

RoviSys is also part of Cisco’s Digital Integrator Solution Partner program. In this capacity, we help Cisco to understand and apply their products in process control systems on the manufacturing floor. In this role, we also help integrate traditional IT infrastructure with the OT systems on the manufacturing floor.

VMWare

RoviSys is a VMWare Professional Partner. We have the VMWare-certified staff that can help to design, develop and support a virtualized environment for your business IT needs or for your industrial IT needs. We are one of only a few VMWare partners that are qualified to implement VMWare in an industrial environment.

Rockwell Automation
RoviSys is one of only a few Rockwell partners to hold the **Industrial IT certification**. This specialty requires us to meet substantial requirements in the form of staff certifications to assure Rockwell Automation and our joint customers that we are qualified to design and develop robust and secure plant-wide network infrastructure according to industry-standard best practices.

### 3.6 Control System Integrators Association - CSIA

The Control System Integrators Association (CSIA) seeks to enable industries everywhere to have access to low-risk, safe, and successful applications of automation technology by advancing the business practices of the system integration industry. CSIA helps its members improve their business skills, provides a forum to share industry expertise and promotes best practices for business management. Founded in 1994, CSIA is a not-for-profit, global trade association for system integration companies and has more than 400 members in 27 countries.

As a Founding Member of CSIA, RoviSys is dedicated to leadership among systems integrators competing in today's service-oriented marketplace. In 2001, RoviSys became one of the first Certified CSIA members. In 2004, the CSIA modified the certification process so that a small integrator does not have to meet the same qualifications and standards that a larger integrator such as RoviSys has to meet. RoviSys was recently re-certified to the highest level with the most substantial and stringent certification criteria.

### 3.7 International Society of Automation - ISA®

RoviSys is an active member of the International Society of Automation. Our clients benefit from both the utilization and adherence to the controls standards that are available from the ISA. All control algorithms implemented by RoviSys adhere to the standards dictated by the ISA and RoviSys engineers regularly attend ISA-sponsored training and industry events.
4 RoviSys Water/Wastewater Services

Complex water and wastewater automation challenges demand a seamless flow of information to scalable, reliable and secure systems. RoviSys provides successful, long-term automation solutions for industrial and municipal water utilities. Our focus on developing accurate system design specifications allows us to deliver projects on time and within budget. We deliver comprehensive water solutions to improve reliability, decrease downtime and meet regulatory requirements.

Since its founding in 1989 as one of the first control systems integrators in North America, RoviSys has evolved to become a leading independent provider of comprehensive process automation solutions and services. With the resources, experience and skills to solve and support any process automation and integration challenge, the company’s more than 800 engineers, developers and project managers make RoviSys an excellent choice for companies of all sizes looking for real solutions.

RoviSys Provides:

- Proven project management & collaborative approach
- Dedicated, expert engineers capable of creating solutions for demanding applications
- Extensive knowledge of modern control systems and legacy systems
- A commitment to providing the best independent solution
- Tailored Solutions for:
  - Pump & Lift Stations
  - Wastewater Treatment Plants
  - Domestic Water Distribution
  - Purification & Processing Stations
  - Desalination Plants
  - Asset Management
  - PLC & DCS Process Control Systems
  - SCADA, HMI & Reporting
  - Mobile Alarm Notifications
  - Network Design

The RoviSys commitment is simple: provide clients with world class information, integration, and process controls using the best available components and platforms, regardless of who makes them. In short, give clients choices.
Project Capabilities

RoviSys engineers utilize their industry process knowledge along with the advantage of our vendor independence to design control and data system solutions that best meet our clients’ performance and safety requirements.

**Water & Wastewater Capabilities**

- SCADA migration and upgrades including operator friendly overviews screens, enhanced navigation screens, improved trending capabilities, and alarm cleanup (prioritization).
- Program and review PLC logic for all controller platforms, including legacy systems.
- Remote monitoring of the SCADA system to provide remote visibility of the process, including read and/or write functionality.
- Remote alarm monitoring and alarm notification system via text or email.
- Automation of lift stations and remote pumping stations, with connections to the SCADA using cell modems or wireless technology.
- Development of control and automation standards to facilitate commonality between vendors supplied systems.
- Control system training using the existing logic and graphics to enhance the operation of the process.
- Development of custom (editable) reports to satisfy EPA requirements and local needs (daily influent/effluent, monthly summaries, etc.).
- Design specification writing, and consultation services focused on identifying the right control system for your specific application. As a CSIA certified independent system integrator we can review the functional requirements against the all control system offerings and make the best recommendation.
- Electrical design and instrumentation specification services, as well as energy management strategy.
- Data historian system upgrades including data interface, industrial network and end-user HMI system design and implementation.

**RoviSys Support**

RoviSys has proven that the key to growth is through customer support. RoviSys’ support begins with the initial design and continues through the life of the project, and beyond. We offer varying degrees of support contracts including 24/7 emergency support. Our wide-ranging pool of talented engineers, and years of process control automation expertise, makes us the right choice to provide and support your control and information system needs.
5 Project Experience

RoviSys has extensive experience providing automation and information systems at many water and wastewater sites across the country. The table below includes a large sample of the projects that RoviSys has completed and in some cases, are currently in progress:

<table>
<thead>
<tr>
<th>Project Name and Client</th>
<th>Services / Project Categories</th>
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</thead>
<tbody>
<tr>
<td>Ventura Regional Sanitation District</td>
<td>Ventura, CA</td>
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<tr>
<td>North Pleasant Valley Groundwater Desalter</td>
<td>Camarillo, CA</td>
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<tr>
<td>Los Angeles Division of Water and Power</td>
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<td>Trumbull County Mosquito Creek WTP Upgrade</td>
<td>Howland, OH</td>
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<td>Membrane Bioreactors Upgrade</td>
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<td>HMI Upgrade</td>
<td>Sandusky, OH</td>
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<td>UV Upgrade</td>
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<td>NEORSD</td>
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<td>VVT Upgrade</td>
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<td>Wastewater Controls</td>
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<td>Septage Receiving Station</td>
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<td>Wastewater Automation Improvements</td>
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<td>Water Plant Controls Upgrade</td>
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<td>Wastewater Modicon Conversion</td>
<td>Youngstown, OH</td>
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5.1 Northeast Ohio Regional Sewer District

**Project:** Support Services for Automation  
**Contractor:** HDR Engineering  
**Location:** Cleveland, OH  
**Time Frame:** 2014-2019  
**Plant Capacity:** Southerly=120 mgd, Westerly=35 mgd, Easterly=85 mgd  
**Engineering Hours:** 14,000 (combined)

**Project Description and Services Provided:** RoviSys was contracted to provide automation technical services and support to the Northeast Ohio Regional Sewer District. The main goal of this project was to supplement NEORSD’s Process Control and Automation (PC&A) department providing consulting and engineering services for various control system projects, support project delivery, development of RFP’s, development of associated documentation and to provide 24x7 emergency support for the REF facility and the balance of plant at all three of the District’s treatment plants, and collection sites.

Initial tasks were defined to include a variety of automation projects including modifications to the Wonderware SP3 HMI, Rockwell Automation OIT PanelView and Rockwell Automation PLC5/ControlLogix systems. In addition, RoviSys provided Wonderware SP3 training, Device Net diagnostics, ODMS (Oracle) modifications and Asset Management system assistance. Work orders varied from a single PLC with 50 IO points to more complicated tasks with multiple interacting PLC’s that utilized DeviceNet as well as classical IO, with over 500 total IO points.

Emergency support was (and continues to be) provided by RoviSys for all control and automation systems specifically for the REF facility as well as for the balance of all automation systems throughout the District.

**Technologies:** Rockwell Automation ControlLogix, PLC5, FactoryTalk View ME, PanelView Plus, GE Cimplicity and Wonderware System Platform 3.

**Owner:** Bob Meholif (NEORSD)  
**Email:** meholifb@neorsd.org  
**Phone:** 216-641-3200

**Contractor:** Cal Rozario (HDR)  
**Email:** Calcino.Rozario@hdrinc.com  
**Phone:** 216-912-4247

**Total RoviSys Fee:** $1.5MM  
**Total Project Cost:** $3MM
5.2 City of Camarillo Desalination Plant

**Project: Desalination Plant SCADA**

**Customer:** City of Camarillo  
**Location:** Camarillo, CA  
**Time Frame:** 2019-Present (2021 Target Completion)  
**Capacity:** 4 MGD

**Engineering Hours:** 4,600

**Project Description and Services Provided:** RoviSys was contracted to provide the I&C schedule on Camarillo’s greenfield desalination plant. The project scope includes:

- Provide hardware, software, and implementation of plant wide SCADA.
- Design and build a total of seven Control and remote IO Panels.
- Provide and configure computer hardware.
- Design, document, provide and configure network and communication equipment.
- Procure and setup point to point radio equipment.
- Procure, calibrate, and test flow, level, pressure, temperature, and analytical equipment.
- Training, documentation, and product data included in I&C scope.

**Technologies:** Rockwell ControlLogix, FactoryTalk View SE, Endress & Hauser Instrumentation, Cisco Network

**Electrical:** Brian Stamper  
**Email:** bstamper@taftelectric.com  
**Phone:** 805-207-2076

**Total RoviSys Fee:** $40MM (services)  
**Total Project Cost:** $1.35M
5.3 Los Angeles Department of Water & Power

**Project:** Wastewater Information Network (WIN) Phase 1  
**Customer:** Los Angeles Department of Water & Power (LADWP)  
**Location:** Los Angeles, CA  
**Time Frame:** 2019-Present  
**Capacity:** 680,000 customers  
**Engineering Hours:** 1,600

**Project Description and Services Provided:** LADWP contracted RoviSys to expand their OSIsoft PI data historian system to the potable water side of their business. The project goal is to develop and leverage the OSIsoft PI data to identify, prioritize and solve both process and business issues throughout their systems.

LADWP has identified over 30 use cases where the OSIsoft PI System can add value to their operations. RoviSys, along with our partner Arcadis, are continuing to refine these use cases, as well as develop new ones to capture ROI with this new system. RoviSys’ roles in the project includes documentation, SME advice, and use case implementation. During the implementation phase, RoviSys’ engineers are responsible for designing, enhancing, and testing use cases as determined by workshops run by Arcadis.

**Technologies:** OSIsoft PI, Rockwell ControlLogix, ESRI ArcGIS

**Owner:** Nicole Smith  
**Email:** Xiaozhou.Smith@ladwp.com  
**Phone:** (213) 367-0846

**Design/Engineer:** Raluca Constantinescu  
**Email:** raluca.constantinescu@arcadis.com  
**Phone:** 213.797.5263

**Total RoviSys Fee:** $207K (services)  
**Total Project Cost:** $539M

**Original Scheduled Completion Date:** December 2020
### 5.4 City of Euclid Wastewater Treatment Plant

**Project:** Wastewater Treatment Pollution Controls Improvement (MBR)  
**Customer:** City of Euclid  
**Contractor:** Kokosing Construction  
**Location:** Euclid, OH  
**Time Frame:** 2016-Present (Target Completion June 2020)  
**Plant Capacity:** 66 MGD  
**Engineering Hours:** 5,000  

**Project Description and Services Provided:** On behalf of the city of Euclid, Kokosing Construction selected RoviSys as the system integrator for the WWTP improvement project. This project includes development, procurement, and implementation of a plant wide SCADA system for the entire treatment process, that spans seven physical building locations.

RoviSys scope includes design and build of seven control panels, two network racks, redundant Virtual Machine hosts with FTView SE servers with Thin Client operator stations, local operator terminals including one for a Class 1 Div 2 hazardous location, remote access for system monitoring, integration of video cameras into the HMI, and supply of process instrumentation.

Kokosing is the Construction Manager at Risk (CMAR), assuming all responsibility for the successful completion of the project. Kokosing partnered with RoviSys as the system integrator to not only implement the control system, but to also assist the project engineer with the final design. RoviSys provided constructability reviews, adding valuable insight to the architecture of the network, as well as integration techniques for OEM equipment. A significant part of the project is the integration of the GE supplied Membrane Bio Reactor (MBR) into the plant wide SCADA. The system includes over 1300 field I/O signals.

The RoviSys team includes engineers certified in CISCO, Rockwell Automation, and E&H instrumentation.

<table>
<thead>
<tr>
<th>Owner:</th>
<th>Daniel Knecht (superintendent)</th>
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<tbody>
<tr>
<td>Email:</td>
<td><a href="mailto:dknecht@cityofeuclid.com">dknecht@cityofeuclid.com</a></td>
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<tr>
<th>Architect/Engineer:</th>
<th>Shawn Aiken (CT Consultants)</th>
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<tr>
<td>Email:</td>
<td><a href="mailto:saiken@ctconsultants.com">saiken@ctconsultants.com</a></td>
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<td>Phone:</td>
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<tr>
<th>Construction:</th>
<th>Matt Wilson (Kokosing)</th>
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<tr>
<td>Email:</td>
<td><a href="mailto:maw2@kokosing.biz">maw2@kokosing.biz</a></td>
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<tr>
<td>Phone:</td>
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</table>

**Total RoviSys Fee:** $1.4MM - $600M hardware & software  
**Total Project Cost:** $120MM
6 Key Staff

Below are samples resumes of our project team. Once the project is established, RoviSys will not remove any key staff members without written approval from the Sweetwater Authority.

Chas Boyden, PE, PMP
Project Manager

Employment History
Since 2000  RoviSys (Aurora, Oh)
3 Years  Rockwell Automation (Mayfield, OH)
2 Years  Automated Handling International (Erie, MI)
5 Years  BEC Engineering and Computing (Toledo, OH)

Education
University Toledo, BS-Electrical Engineering
University of Akron, Certificate in Applied Project Management
National Institute of Technology, Electronics Engineering Technology

Select Professional Work Experience
Program Manager
Northeast Ohio Regional Sewer District (2016-Present)

- Onsite program manager of 30+ projects under the program portfolio called Automation Program Management.
- Organized programs and activities in accordance with the mission and goals of the organization.
- Maintaining and managing long-term goals.
- Developing a budget and project plan for project that would benefit the program.

Project Manager / Owner-rep
Bristol-Myers Squibb / AstraZeneca (2015-2016)

- Manage multiple international vendors’ activities for new pharmaceutical packaging line.
- Coordinate SAT and validation efforts.

Professional Memberships, Certifications, and Training
Profession Engineer license (P.E.) Control Systems in State of Ohio
Project Management Professional Certification (PMP) from Project Management Institute.
Certificate in Applied Project Management from the University of Akron
IEEE member
Bryan Botirus - Manager – RoviSys CA Office

Employment History
Since 2013 RoviSys

Education
Cleveland State University – B.S. Electrical Engineering

Select Professional Work Experience

Lead Engineer – City of Pickerington – Water Treatment Plant Upgrade
Upgrade of existing RSView32 HMI system and integration of new chlorine pumps and chemical analyzer at the City of Pickerington’s Water Treatment Plant.

Responsible For:
- Migration of Rockwell Automation RSView32 HMI application to a FactoryTalk View Network Distributed implementation
- Integration of (2) new chlorine pumps, chemical analyzer, and associated control
- Setup of remote-access for system maintenance of both Water and Wastewater treatment plants for the City of Pickerington
- Configuration of Win-911 alarm paging system

Lead Engineer – Confidential – PRY Wastewater Treatment Plant
New installation of a ~500 I/O point redundant Allen-Bradley ControlLogix and FactoryTalk View Network Distributed control system for the PRY Wastewater Treatment Plant.

Responsible For:
- Overall lead of the design, configuration, and implementation of control system for project team (5 engineers)
- Specification and procurement of control system instrumentation for WWTP
- Electrical control panel design for (3) panels.
- Onsite startup/commissioning of new system installation including the management of electrical contractor

Systems Engineer – City of Ravenna – Wastewater Treatment Facility I/O Additions
Upgrade of the City of Ravenna Wastewater Treatment Facilities existing ControlLogix PLC and Intellution iFIX control system to include 30 new I/O points.

Responsible For:
- PLC and HMI configuration for the new I/O points
- Historian configuration and new report generation
- Electrical contractor management
- Onsite startup/commissioning of control system additions

Project Manager - Amgen – ATO B7 Media/Harvest Tank Upgrade
Upgrade of the existing ATO Building 7 Media and Harvest process legacy ABB DCS to DeltaV. Also, new automated functionality was designed and implemented for what we previously a heavily manual process. Overall system size was 8 units and ~650 I/O points.
Colleen Wolfgang – Project Engineer – Water Resources

**Employment History**
Since 2013  RoviSys

**Education**
Cleveland State University – B.S. Electrical Engineering

**Select Professional Work Experience**

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- Responsible For:
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Upgrade of the existing ATO Building 7 Media and Harvest process legacy ABB DCS to DeltaV. Also, new automated functionality was designed and implemented for what we previously a heavily manual process. Overall system size was 8 units and ~650 I/O points.
Katie Brewer - Project Engineer – RoviSys CA Office

**Employment History**
June 2017 – Present, RoviSys

**Education**
Miami University – B.S of Electrical Engineering
University of Pittsburgh – M.S. of Electrical Engineering

**Select Professional Work Experience**

**Project Manager/Lead Engineer - Pleasant Hills Waste Water Authority – Waste Water Treatment Plant Improvements/Pleasant Hills, PA**
- Responsible for overall design, development, configuration, and installation of a new Rockwell ControlLogix PLC, several remote IO panels, and all Human Machine Interface software for the water treatment plant.
- Configured FactoryTalk Historian and a new HMI Server to provide long-term data storage and plant-wide monitoring, trending, and reporting.
- Continued coordination with customer and other contractors to support phased commissioning of plant improvements and system testing.

**Project Manager/Lead Engineer – Youngstown Waste Water Treatment Plant – Secondary Treatment Improvements, Primary Effluent Pumping Station Improvements, Ultraviolet Improvements, and Primary Treatment Improvements/Youngstown, Ohio**
- Developed new PLC code in UnityPro for Modicon M580 PLCs and OIT graphics with Vijeo Designer to implement customer provided process control descriptions
- Managed project tasks and procurement of several PLC and local control panels, spare parts, and instrumentation elements to maintain multiple ongoing project schedules
- Created and maintained project documentation including panel drawings, instrumentation cutsheets, testing procedures, and training plans

**Lead Engineer – Youngstown Waste Water Treatment Plant – Support Services and Lift Station Improvements/Youngstown Ohio**
- Developed new PLC code in UnityPro for a Modicon M580 PLC to automate lift station level control
- Programmed an additional M580 PLC to serve as a data concentrator for data obtained via radio telemetry

**Lead Engineer – Aqua Ohio Struthers Water Treatment Plant – Struthers, Ohio**
- Reviewed and provided feedback on bid specifications including functional descriptions, P&ID drawings, and instrumentation installation details to support design-build
- Created initial project submittals including panel bill of materials, panel drawings, instrumentation lists, and project schedule
- Managed and delegated tasks to other team members to maintain overall project schedule
Matthew Kramer – Project Engineer – RoviSys CA Office

Employment History

Since 2011  RoviSys
2010  RoviSys Co-Op

Education

Ohio University, BS-Electrical & Computer Engineering June 2011

Select Professional Work Experience

Amgen – Technical Project Manager (AMGxxx)
• Overall Project Manager duties
• Projects include lifecycle upgrades for Rockwell-based systems
• Organized Weekly Team Meetings and Technical Team Meetings
• Created and managed Project Schedules
• Worked closely with a cross functional project team to deliver project requirements within budget and on-schedule.

Corning Display Technologies (CORxxx)
• Multiple new manufacturing line upgrades to Rockwell ControlLogix PLCs with GE iFix HMI’s.
• Authored Functional Specification, Design Documentation and Checkout Documentation
• Lead Client FATs
• Authored Code and HMI screens for Rolling Machine Area
• Provided Onsite Commissioning, Loop Checks and Startup support

Guardian Float Glass (GIC16B/GIC16C/GIC17A)
• Total control system upgrade for Hot End Control System Rebuild (Furnace, Tin Bath & Lehr) to Rockwell ControlLogix PLCs and GE iFix HMI’s. (~1,500 I/O)
• Lead Client FAT
• Authored Code and HMI screens for Furnace Area control
• Provided Onsite Commissioning, Loop Checks and Startup
• Provided Onsite Training for Operators and Engineering

Hickman Williams – Silo Blending (HWC16A)
• Addition of blending and processing system.
• Authored Functional Specification and I/O List
• Created control cabinet layout drawings and BOM
• Created process code utilizing Rockwell ControlLogix and HMI screens utilizing FTView and FTViewPoint.
• Provided Onsite Commissioning, Loop Checks, and Startup
• Provided Onsite Training for Operators and Engineering
7 Sweetwater On-Call SCADA Project Approach

RoviSys Project Execution Methodology

RoviSys utilizes a variety of “RoviSys Administrative Procedures” otherwise known as RAP’s to train and guide our engineering teams in the proper way to conduct business. Specifically, the RoviSys project execution methodology (RAP 302) guides a project from inception through completion. This methodology ensures that all projects are executed using proven, repeatable, and documented work practices. The RoviSys methodology is a sequence of clearly established phases where each phase has defined steps and deliverables. A key element at the heart of our methodology is communication. RoviSys maintains consistent, close contact with our clients to keep project personnel well-informed and projects on track.

Sweetwater Professional Services for SCADA System Support

RoviSys will use our standard project execution approach, but at times it would be tailored to fit simultaneous activities that may be required as multiple support projects are being executed. The diagram on the following page reflects our overall general approach in executing the Sweetwater project. Given that this is a support contract, certain portions of the execution methodology may not apply for a specific task or work order.
Sweetwater SCADA Support Project Execution Plan

Prior to Project Execution

Design Engineering
- System Design
  - Instrumentation
  - Control Panels
  - Loop Drawings
  - Submittals
- Software Design
  - Sweetwater Standards Review
  - Process Narratives Review
  - Control Logic Design
  - PCS Communication Design
  - Operator Graphics Design
  - Alarm Management Design

System Implementation
- Procurement
  - Instrumentation
  - Control System Hardware
  - Software
- Fabrication
  - Control System Enclosures
- Configuration
  - Control Logic
  - Operator Graphics
  - PCS Communication
  - Alarm Management

System Testing
- Test Documentation Development
  - Panel Test Plan
  - FAT Test Plan
  - SAT Test Plan
- System Testing
  - Panel Testing
  - System Staging
  - System Testing
  - Factory Acceptance Testing

On-Site Activities
- Installation
  - Instrumentation Installation/Calibration
  - Control Panels
  - Operator HMI Hardware
  - Communication Equipment
- Startup & Commissioning
  - Hardware Operation
  - Configuration Validation
  - Communication Validation
  - Loop Checks
  - Site Acceptance Testing
  - Operations Support
- Training
  - Operations
  - Technicians
  - Engineering

Project Closeout
- Project Closeout
  - Delivery of As Built Drawings/Documents
  - Lessons Learned Meeting
  - Ongoing Support Discussion

Activities in white box will be performed at RoviSys
Activities in blue box will be performed at client site
8 Financial Relationships Disclosure

RoviSys does not have any existing and/or past financial relationships between RoviSys and current members of the Authority’s Governing Board and staff and entities for which said members are employed or have an interest, both past and present.
9 RoviSys California DIR Information

APPLICATION FOR
PUBLIC WORKS CONTRACTOR REGISTRATION

Registration Information
Type: Renewal
Period: September 6, 2019 – June 30, 2022

 Contractor Information
Contractor Name: The RoviSys Company
Trade Name: Systems Integrator
License Type Number: PW-LI-1000371987

 Contractor Physical Address
Physical Business Country: United States of America
Physical Business Address: 2393 Teller Road Suite 110

Physical Business City/Province: Thousand Oaks
Physical Business State: CA
Physical Business Postal Code: 91320

 Contractor Mailing Address
Mailing Business Country: United States of America
Mailing Business Address: 2393 Teller Road Suite 110

Mailing Business City/Province: Thousand Oaks
Mailing Business State: CA
Mailing Business Postal Code: 91320

Contact Info
Daytime Phone:
Mobile Phone:

Daytime Phone Ext.: Business Email: adam.kelly@rovisys.com
Applicant's Email: adam.kelly@rovisys.com
Workers’ Compensation

Professional Employer Organization (PEO)

Do you lease employees through Professional Employer Organization? No

Workers’ Compensation Overview

Insured by carrier

Carrier: Aflac Insurance Agency, Inc.  Inception Date: August 1, 2019
Policyholder Name: The RoviSys Company  Expiration Date: August 1, 2020
Policy Number: 6042839841

Certification

Yes  I certify that I do not have any delinquent liability to an employee or the state for any assessment of back wages or related damages, interest, fines, or penalties pursuant to any final judgment, order, or determination by a court or any federal, state, or local administrative agency, including a confirmed arbitration award.

Yes  I certify that the contractor is not currently debarred under Section 1777.1 or under any other federal or state law providing for the debarment of contractors from public works.

Yes  I certify that one of the following is true: (1) I am licensed by the Contractors State License Board (CSLB) in accordance with Chapter 9 (commencing with Section 7000) of the Business and Professions Code; or (2) my business or trade is not subject to licensing by the CSLB.

I understand refunds are not authorized.

I certify this on: 9/10/2019 9:41:18 PM

Legal Entity Information

Legal Entity Type: Corporation

Name: The RoviSys Company
### 10 RoviSys Sample Certificate of Insurance

**Client #: 20065**

**ROVISYS**

**ACORD® CERTIFICATE OF LIABILITY INSURANCE**

This certificate is issued as a matter of information only and conveys no rights upon the certificate holder. This certificate does not affirmatively or negatively amend, extend or alter the coverage afforded by the policies below. This certificate of insurance does not constitute a contract between the issuing insurer(s), authorized representative or producer, and the certificate holder.

**Important:** If the certificate holder is an additional insured, the policy(ies) must be endorsed. If subrogation is waived, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

**PRODUCER**

<table>
<thead>
<tr>
<th>ALLIANZ INSURANCE COMPANY, INC.</th>
<th>543 East Washington St.</th>
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<tbody>
<tr>
<td>P.O. Box 870</td>
<td>Chagrin Falls, OH 44022</td>
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**INSURED**

<table>
<thead>
<tr>
<th>The RoviSys Company</th>
<th>1455 Danner Dr.</th>
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<tbody>
<tr>
<td>Aurora, OH 44202</td>
<td></td>
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</table>

**COVERAGES**

**CREDIT NUMBER:**

**REVISION NUMBER:**

This is to certify that the policies of insurance listed below have been issued to the insured named above for the policy period indicated. Notwithstanding any requirement, term or condition of any contract or other document with respect to which this certificate may be issued or may pertain, the insurance afforded by the policies described herein is subject to all the terms, exclusions and conditions of such policies. Units shown may have been reduced by paid claims.

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<tr>
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</tbody>
</table>

**DESCRIPTION OF OPERATIONS/LOCATIONS/VEHICLES**

This certificate holder is responsible for the operations of the company located at 1455 Danner Dr., Aurora, OH 44202. Additional information may be attached if room space is required.

**CERTIFICATE HOLDER**

**CANCELLATION**

Should any of the above described policies be cancelled before the expiration date thereof, notice will be delivered in accordance with the policy provisions.

**AUTHORIZED REPRESENTATIVE**

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ACORD 25 (04/14)

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ROVISYS

Sweetwater Authority
Request For Qualification
Page 28 of 28

MD1

154
October 10, 2019

Subject: REQUEST FOR QUALIFICATIONS FOR ON-CALL
SCADA SYSTEM INTEGRATION PROFESSIONAL SERVICES
SWA FILE: [S2019-94]

To Whom It May Concern:

Sweetwater Authority (Authority) is seeking a SCADA System Integrator (Consultant) to provide SCADA system integration services to support its annual maintenance activities and modifications to the water system that may be required as a result of capital improvement.

A. BACKGROUND INFORMATION

The Authority serves a population of approximately 190,000 in the City of National City, the unincorporated area of Bonita, and the western portion of the City of Chula Vista. Water is sourced from the Sweetwater Reservoir and water wells (fresh and brackish) located in numerous locations within the Authority’s service area. Water system demands in excess of the local supply are obtained through imported water from the San Diego County Water Authority (SDCWA). The Authority’s SCADA system monitors and controls equipment at two dams (Loveland Reservoir and Sweetwater Reservoir), three water treatment plants (Robert A. Perdue Water Treatment Plant, Richard A. Reynolds Desalination Facility, and National City Wells), and numerous tanks and booster stations.

The Authority owns, operates, and maintains a SCADA system consisting of CitectSCADA Software, Wonderware Historian, Ampla Operations Management Software, and Modicon PLCs programmed with Unity Pro. The Authority considers SCADA to be a valuable asset that should be managed as an ongoing program, independent of, but parallel to, capital improvement projects, with a consistent SCADA team performing system planning, modifications, and maintenance. For this purpose, the Authority has previously entered into long term agreements with a SCADA Engineer and SCADA Integrator to provide on-call support. The five-year contract with the Authority’s current SCADA Integrator will expire in April 2020, and by Authority policy, the next on-call agreement will be determined by a competitive selection process. The Authority’s current SCADA Integrator is eligible to respond to this RFQ.
B. ACRONYMS AND ABBREVIATIONS

The following technical acronyms and abbreviations are used in this RFQ.


ESXi – The brand name of VMWare’s native hypervisor used to run virtual operating systems.

FCC – Facility Construction Contractor. The contractor with responsibility for executing a facility construction project.

FDC – Facility Design Consultant. The consultant with responsibility for designing and creating bid documents for a facility construction project.

HMI – Human Machine Interface.

I/O – Input / Output. Connections between PLCs and devices being controlled or monitored.

P&ID – Piping and Instrument Diagram. Drawings showing the relationship between process devices and the control system.

PLC – Programmable Logic Controller. An industrial control device that connects to instruments and devices to make control decisions, transmit status and alarms to SCADA, and receive control commands from SCADA operators.

RTU – Remote Terminal Unit. A cabinet installed adjacent to equipment monitored and/or controlled by SCADA containing a PLC, telemetry equipment, power equipment, and interface devices used to connect SCADA to remote equipment.

SCADA – Supervisory Control and Data Acquisition System. A collection of computers, software, operator workstations, RTUs and PLCs used to remotely monitor and control process equipment.

SQL – Structured Query Language. A programming language standard used to interact with databases.

VBA – Visual Basic for Applications. A Microsoft brand name for the programming language embedded in Microsoft Office programs.

WSUS – Windows Server Update Services. A Microsoft brand name for the network service used to manage software updates for Microsoft software.
C. AGREEMENT EXECUTION AND RENEWALS

The selected Consultant will be expected to execute the Authority's standard Agreement for Professional Services (Agreement) without modification. A copy of the agreement is provided in Attachment A. All services shall be performed on a time and materials basis in accordance with the standard hourly rates as submitted by the Consultant and the terms of the Agreement. The Agreement will be in effect for one year and renewable for four subsequent years on an annual basis at the Authority's discretion.

Consultant’s work will be authorized via individual task orders. Upon request by the Authority for a specific task order, the Consultant shall prepare a proposal that describes the scope of work including individual tasks, schedule, project team members, expected deliverables, total not-to-exceed project budget on a time and materials basis at rates specified in the Agreement, and any project-specific requirements prior to commencement of work. The Consultant shall provide all labor, equipment, and materials necessary to complete the scope of services described in the executed Task Order. The Authority will issue a Task Order based on the final negotiated Consultant’s proposal. The Task Order will also serve as the written Notice-to-Proceed to the Consultant for the specific project.

The Authority's Water Quality Department will serve as the administrative lead on the proposed Agreement, and individual task orders will be assigned and coordinated by the Water Quality or Engineering Department project managers as appropriate.

This RFQ does not commit the Authority to enter into an agreement for services, to pay any costs incurred in the preparation of a Statement of Qualifications, or to procure or contract for services or supplies. The Authority reserves the right to accept or reject any or all Statements of Qualifications received as a result of this request, to negotiate with any qualified source, or to cancel in part or in its entirety this RFQ, if it is in the best interest of the Authority to do so. The Authority shall not be obligated to contract any or all of the requested services to the retained Consultant. Further, even upon execution of the Agreement, the selected Consultant(s) will not be guaranteed any work under the on-call Agreement as services will only be requested as needed.

D. CONSULTANT SCOPE OF WORK

This section provides the Consultant with examples of services that may be required during the term of the Agreement. However, the Authority offers no guarantee as to the quantity or type of work that will actually be requested.

1. **Annual Support Tasks**: To maintain the SCADA System, the Authority requires the services of a SCADA System Integrator to perform the following tasks. While no specific quantity of work is guaranteed, the Authority has budgeted approximately $135,000 per year for professional services across the following categories.
a. **Source Control**: Maintain and manage source control of the SCADA system software components including Citect configuration, Ampla and Historian configuration, and PLC programs. Maintain the master copy of the software using Subversion version control software with a remote copy at the Authority’s Information Systems (IS) department.

b. **Test Platform Maintenance**: Maintain a Test Platform replicating the virtualized SCADA system infrastructure on which modifications to SCADA system components can be tested. The Authority will provide a 2U rack-mount server running VMWare ESXi and containing the virtualized copy of the SCADA infrastructure for the Consultant to operate and maintain in their offices. Maintain ESXi and firmware updates and reflect any SCADA system changes in the Test Platform. License key for ESXi will be provided by the Authority for use to incorporate the ESXi instance into an existing vCenter infrastructure. This server and any and all license keys remain the property of the Authority and must be surrendered upon the termination of the agreement.

c. **Software & Operating System Update Support**: As vendor updates to software components are released, apply the changes on the Test Platform, burn in, and test against the Authority’s documented procedures for Test Platform Procedure, Ampla Testing, and Historian Testing. Resolve any issues affecting SCADA reliability or performance with the vendors before recommending deployment to the live system. Upon Authority approval, perform deployment. This includes monthly testing and reporting on Operating System updates provided by Microsoft via the WSUS server included in the test platform infrastructure.

d. **Change Management System**:

   (1) Implement the Authority’s documented Change Management system, through which the Authority may submit Change Request (CR) modifications to the SCADA system software and the implementation of CRs can be logged.

   (2) Perform software upgrades against defined CRs, test and verify those changes utilizing the test platform, and deploy the changed software to the SCADA system in coordination with Authority staff.

e. **Software License Renewals**: Assist with annual software license renewals including negotiating with vendors for the best price, requesting and receiving proposals from distributor(s), and, upon Authority approval, procuring and distributing updated software licenses.
f. **Operator Training**: Perform annual operator training. Each year the Authority identifies topics related to their SCADA system on which they would like their personnel to receive training. The Consultant shall develop training materials for the requested topics and provide one day of training classes, typically onsite at the Perdue Water Treatment Plant. The Authority will provide a location for the training to occur, but the selected Consultant must provide all necessary equipment (e.g. laptop computers for use by students.)

g. **Annual Planning**: Assist the Authority in planning and budgeting for the upcoming fiscal year. This includes attending one or more meetings to discuss SCADA system needs and to develop the scopes of work for the required annual and capital project support. After the meeting, prepare and submit proposals for each task order for the coming fiscal year.

h. **Technical Support**:

(1) **Routine and Emergency Troubleshooting**: Provide the Authority with tiered technical support as follows:

   (a) Immediate telephone support available on a 24/7 basis. During business hours, the Authority will call project personnel directly. For support after working hours, provide a single telephone number for a person or an answering service who can contact the appropriate Consultant personnel for a call back within one hour. Consultant shall begin remote (telephone call based) troubleshooting within two hours of receipt of notification by the Authority.

   (b) Escalation to on-site support if deemed necessary to resolve the problem. Consultant shall be on site within 24 hours of receipt of notification that on-site support is necessary.

   (c) Remote access to the SCADA system via the internet (or other means) is not available.

(2) Assist the Authority in generation of monthly “Automated Operational Metrics” report which draws data from Ampla and presents the data in Excel spreadsheets using custom VBA modules. Including updating of existing custom SQL queries and VBA modules as necessary to support any modifications to the SCADA system that impact the data contained within the report.
(3) Perform necessary backfill of data across various levels of SCADA system from Citect Servers through Ampla layers as necessary due to gaps in data processed or errors discovered in data.

(4) Provide business hours support to IS staff to ensure reliable and complete data collection within the Ampla system when systems are taken offline for windows or other updates by IS staff. This can include stopping of services on Ampla and Historian servers, monitoring of backfill processes and restarting of services. Note that remote access to the Ampla and Historian servers located on the Authority “Business” network will be possible.

i. Security constraints:

(1) Remote access to SCADA Network will not be permitted.

(2) Remote access to select systems on Business Network will be permitted during business hours and will utilize two-factor authentication.

   (a) The following systems may be accessed remotely:

      1. Ampla.
      2. Historian.

   (b) Remote access requires annual acknowledgement of Authority Remote Access Policy, and a fixed source IP address.

(3) No CD’s or USB sticks may be introduced into any Authority network or computing environment.

(4) The Authority will provide an encrypted USB drive for use by the contractor when necessary to move data or files onto the SCADA network (e.g. new project files necessary for use during a deploy).

(5) Unique passwords. The consultant will be assigned individual accounts on the SCADA domain for use. The passwords used on these accounts must be unique and not shared between the consultants’ staff or re-used on other clients’ SCADA systems.

(6) Domain administration: Domain administration (moves/adds/deletes and joins) on the SCADA network is performed by SWA IS. The Consultants’ accounts will have local administrator permissions only on systems where required.
(7) Certain system level passwords will be shared by the Authority with the Consultant as necessary for SCADA system operation and update processes. These passwords must be digitally stored within an approved digital password “safe” and not shared between consultant staff who do not have direct reason to access them.

(8) Laptops (or other non-Authority owned computer systems) may NOT be connected to any Authority network environment.

(9) Ad-hoc wireless networks between equipment solely owned and operated by the Consultant will be permitted but may not be connected to any Authority network environment.

(10) The selected Consultant will be expected to sign and abide by the terms of the Authority Non-disclosure Agreement (NDA) with respect to SCADA operational and configuration data.

(a) Sample NDA attached.

(b) This includes no unencrypted transmission of SCADA system drawings or data (for example, sending such data via email is prohibited). The Authority will provide accounts on our secure file transfer system for use by the Consultant to share such files with Authority staff.

(11) Deployments of updates by the Consultant to the SCADA network, including Citect Projects, Software Updates or any other changes must be completed in coordination with Authority staff. Deployments will only be approved to occur on Monday through Thursday during normal business hours.

2. Capital Project Support:

In addition to Annual Support Tasks, from time to time, the Authority may have capital improvement projects that will require the addition or modification to facilities that are monitored and controlled by the SCADA system. When such projects occur, the Authority requires the SCADA System Integrator to implement the SCADA system design associated with the project. The Authority has recently completed major upgrades to its two water treatment plants and is in the process of upgrading its remote terminal units (RTUs). Accordingly, SCADA work associated with capital improvements projects that are required under this Agreement in the next five years is likely limited to the following projects:
Projects Started Prior to Submittal Date of this RFQ:

- A new water storage tank.
- A valve control station linking the Authority’s water distribution system to the City of San Diego’s system.

Potential Future Projects:

- An iron and manganese removal system at the National City Wells.
- A powder activated carbon (PAC) feed system at the Robert A. Perdue Water Treatment Plant.

The Consultant’s scope of work associated with capital improvement projects will generally include the following tasks, depending on the magnitude of the project.

a. **Design Support:** During the design phase of a capital improvement project, the Consultant shall participate in design meetings with the Authority, the Authority’s SCADA Engineer, and the Facility Design Consultant (FDC) designing the project.

   (1) Determine, in conjunction with the Authority, SCADA Engineer, and FDC, how the project will be integrated into the SCADA system.

   (2) Provide input to FDC regarding the interface of the capital improvement project to the SCADA system.

   (3) Conduct workshops with the Authority, the Authority’s SCADA Engineer, and FDC to develop functional specifications detailing the PLC I/O, alarms, setpoints, and control strategies.

   (4) Review FDC’s design submittals as they relate to SCADA, including P&IDs, control schematics, I/O lists, control loop descriptions, and other SCADA-related drawings and specifications.

b. **Construction Phase Support:** During construction of the project, the Consultant shall perform the following tasks.

   (1) Review Facility Construction Contractor (FCC) submittals applicable to SCADA.

   (2) If required by the project, design, fabricate, test, and deliver new SCADA panels for installation by the FCC.
If required by the project, develop "work orders" describing the modifications required to existing SCADA panels. Work order will typically be executed by the FCC.

Develop new and/or modify existing detailed SCADA supervisory control logic, screens, reports, etc.

Implement and test PLC and HMI programming to the specifications.

Conduct Factory Acceptance Testing of revised SCADA system programming.

Deploy the approved software to the live SCADA system, ensure the field equipment is communicating properly, and conduct a witnessed site acceptance test showing the resulting system works to the specifications. All Deployments must be scheduled and coordinated with Authority Staff and must not occur later in a given week than 3 pm on Thursday.

In collaboration with the FDC and FCC, perform SCADA-related startup activities, assist with start-up of new processes, and conduct SCADA System Site Acceptance Testing.

Provide training to the Authority’s operators on the changes to the SCADA system implemented on the project. The Authority will provide a location for the training to occur, but the selected Consultant must provide all necessary equipment (e.g. laptop computers to be used during training, by the students.)

### E. AUTHORITY PROVIDED ITEMS

The items listed below will be provided, as applicable, by the Authority to the selected Consultant prior to commencing work:

1. Task Orders, including a detailed scope of work.
2. Detailed SCADA system documentation including network diagrams.
3. Standards, including the following:
   a. WSUS Ampla Testing 100.
   b. WSUS Historian Testing 100.
   c. WSUS Test Platform Procedure 106.

4. Test Platform including 2U rack-mount server with VMWare ESXi software and virtual machines, including all software licensing necessary for the test platform as well as operating systems and SCADA software running within the test platform.

F. CONSULTANT PROVIDED ITEMS

The items listed below are to be provided by the selected Consultant:

1. Insurance documentation. (Refer to the sample Agreement in Attachment A for insurance requirements.

2. Experienced, qualified personnel to perform the required work.

3. Equipment required to perform the work.

4. Separate invoices for each task order, submitted on a monthly basis.

5. Progress reports detailing activity since last report and upcoming activity, submitted on a monthly basis.

G. STATEMENT OF QUALIFICATIONS REQUIREMENTS

1. Statements of Qualification (SOQ) submitted in response to this RFQ shall be concise and well organized. Limit the SOQ to 50 pages plus appendices and exhibits.

2. The Consultant must format its SOQ according to Attachment B – Consultant's Statement of Qualifications.

3. It is not necessary to submit affidavits, certificates, or proof of insurance with the SOQ, but this information may be submitted, if desired.

4. The SOQ shall be signed by an individual authorized to bind the Consultant and shall contain a statement to the effect that the submittal is in effect for ninety (90) days.

5. Six (6) copies of the SOQ shall be delivered to:

   Sweetwater Authority
   505 Garrett Avenue
   Chula Vista, CA 91910
   Attention: Justin Brazil, Director of Water Quality
H. QUALIFICATIONS EVALUATION

The Authority will evaluate all SOQs based on the evaluation criteria presented in this section, as well as other information obtained through background information and references.

The Authority’s Governing Board will convene the Operations Committee for this RFQ. The Operations Committee is made of three Governing Board Members assisted by Authority staff key to SCADA operations. Using the established evaluation criteria, the Operations Committee will evaluate the SOQs based on the firms’ personnel and organization, experience, and other information included in the SOQ except for the cost data provided. To determine the firm(s) deemed most qualified to perform the requested services, the Operations Committee will evaluate responses to ensure the Consultant meets ALL Required Qualifications. Responses that do not meet ALL Required Qualifications may be rejected and not reviewed further. Those SOQs that clearly show the firm meets all Required Qualifications will be evaluated further and scored based on the criteria listed in Desired Qualifications, below.

The Operations Committee may choose to select a short list from the SOQs received based on SOQ evaluation, and conduct interviews of the short-listed firms. After the interviews, short-listed firms may be re-evaluated and ranked based upon the combined SOQ/interview process. The Authority reserves the right to eliminate the interview step of the procurement process and reserves the right to cancel the RFQ process.

After final selection by the Operations Committee, the Authority will enter negotiations with the selected firm. If negotiations fail, the Authority may enter negotiations with the second ranked firm. After negotiating a proposed agreement that is fair and reasonable, the Authority’s Governing Board will consider entering into the proposed agreement. The Authority’s Governing Board has the final authority to approve the agreement.

1. Required Qualifications: The following are the minimum required qualifications for proposers. Interested parties should not submit an SOQ if they do not meet these required qualifications.

a. General:

   (1) The Consultant’s primary business, or the primary business of a department within the Consultant’s firm, shall be SCADA Integration service for public and municipal entities.

   (2) The Consultant (as a firm) shall have been in the business of SCADA Integration for at least 10 years.

   (3) Consultant's lead engineer shall have at least 10 years of hands-on experience designing and implementing SCADA systems based on the
RE: Request for Qualifications - SCADA System Integration Professional Services
October 10, 2019
Page 12 of 15

Schneider Electric Citect SCADA platform and Schneider Electric PLC hardware, or equivalent.

(4) Consultant shall provide a single Project Manager/Program Manager as the primary point of contact for all work assigned by the Authority. This Project Manager must have at least 5 years (total, with current firm or other employers) of experience in control systems integration.

(5) Preference will be given to Consultants whose place of business is located in the United States and within a 24-hour commute of the Authority’s Administrative office at 505 Garrett Avenue, Chula Vista, CA. The engineering expertise and work must be based in and be performed in said offices.

(6) The Consultant shall provide panel fabrication services, either in-house or through a subcontractor. The panel fabrication facility shall be located in the United States.

(7) Consultant shall have the capability of training operations and maintenance personnel in industrial control systems application.

(8) Consultant shall have experience with performing review of facility construction documents as they relate to SCADA.

b. Certifications:

(1) Because the Authority’s SCADA system currently uses Schneider Electric Citect SCADA software and Schneider Electric PLC hardware and software, the Consultant shall have one or more employees holding the following Schneider Electric Certifications, or ability to obtain within an agreed upon time period:

(a) Citect SCADA Certified Expert (CSCE) or Citect Certified Engineer (CCE).

(b) Networking Certified Professional (NCP).

(c) Unity Pro Certified Professionals (UCP).

(2) Because the Authority’s SCADA system currently uses Wonderware Historian, the Consultant shall have one or more employees holding the following Wonderware Certifications, or ability to obtain within an agreed upon time period:
(a) Wonderware Certified System Platform certification.

(b) Wonderware Certified Historian Developer.

(3) Because the Authority currently depends on virtualized infrastructure and a virtualized Test Platform, the Consultant shall be competent in VMware virtualization with at least one employee holding VMware Professional Certification in Data Center Virtualization or Network Virtualization, or ability to obtain within an agreed upon time period.

(4) Because the Authority has invested heavily in cyber security, the Consultant shall have at least one employee who has completed the following course and possesses the certification(s) below, or ability to obtain within an agreed upon time period:

(a) Department of Homeland Security’s Industrial Control Systems Cyber Security (301) training.

(b) Palo Alto Networks: Accredited Configuration Engineer (ACE) or Certified Network Security Engineer (PCNSE).

(5) Because the Consultant will be expected to design control panels for various capital improvement projects, show that the Consultant has at least one engineer who is licensed as a Professional Engineer in Electrical Engineering in the State of California.

c. Experience:

(1) The Consultant shall have successfully completed one or more projects containing the following elements. It is acceptable to show many projects with one or more of the specified elements; it is not necessary to show a single project with all the required elements.

(a) Citect SCADA HMI.

(b) Ampla operations management software.

(c) Virtualized SCADA infrastructure using VMware.

(d) Modicon M340 or M580 PLCs with Unity Pro programming.

(e) Modicon M580 PLCs with remote I/O.
(f) User security implemented through Microsoft Active Directory Domain Controller.

2. Desired Qualifications

Evaluation criteria to be used by the Panel for Desired Qualifications are as follows:

<table>
<thead>
<tr>
<th>Category</th>
<th>Maximum Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Qualifying Projects</td>
<td>45</td>
</tr>
<tr>
<td>Experience and Technical Competence</td>
<td>45</td>
</tr>
<tr>
<td>Consultant’s Organization and Key Personnel</td>
<td>10</td>
</tr>
</tbody>
</table>

I. CONSULTANT SELECTION SCHEDULE

1. Statements of Qualifications (SOQs) must be received by the Authority's Water Quality Department NO LATER THAN 5:00 P.M., December 03, 2019. SOQs shall be delivered to the Authority's Administration Office at 505 Garrett Avenue, Chula Vista, CA 91910.

2. The Operations Committee will evaluate the SOQs and recommend a contract award to the Authority's Governing Board.

3. Following award, an Agreement between the Authority and the selected Consultant will be executed and a Notice to Proceed issued.

If you have any questions regarding this RFQ or the scope of work requested, please contact Justin Brazil, Director of Water Quality.

Sincerely,

SWEETWATER AUTHORITY

Justin Brazil  
Director of Water Quality  
619-409-6802  
jbrazil@sweetwater.org
Enclosures:  Exhibit A – Agreement for Services
Exhibit B – Statement of Consultant's Qualifications
Exhibit C – Non-disclosure agreement
Attachment A

AGREEMENT FOR SERVICES
BETWEEN SWEETWATER AUTHORITY
[**CLICK & TYPE CONSULTANT NAME**]

This Agreement is made and entered into this day of ____________, 20__ by and between SWEETWATER AUTHORITY (hereinafter referred to as the “Authority”), a joint powers agency operating under the Irrigation District Law, Water Code § 20500 et seq., and [**CLICK & TYPE CONSULTANT NAME**] (hereinafter referred to as “Consultant”).

RECITALS

A. The Authority is a public agency of the State of California and is in need of professional services for the following project: [**CLICK & TYPE PROJECT NAME**] (hereinafter referred to as “the Project”).

B. Consultant is duly licensed and has the necessary qualifications to provide such services.

C. The parties desire by this Agreement to establish the terms for the Authority to retain Consultant to provide the services described herein.

AGREEMENT

NOW, THEREFORE, IT IS AGREED AS FOLLOWS:

1. Services

1.1 Consultant shall provide the Authority with the services described in the Scope of Services attached hereto as Exhibit “A” and by this reference incorporated herein (“Services”). Consultant warrants that it will perform the Services as set forth herein in a competent, professional and satisfactory manner.

1.2 At any time during the term of this Agreement, the Authority may request changes in the Scope of Services, and any such change shall be processed by the Authority in the following manner: a letter outlining the changes shall be forwarded to the Authority by Consultant with a statement of estimated changes in fee or time schedule. An amendment to the Agreement shall be prepared by the Authority and executed by both parties before performance of such services or the Authority will not be required to pay for the changes in the scope of work. Such amendment shall not render ineffective or invalidate unaffected portions of this Agreement.

2. Compensation

2.1 Subject to paragraph 2.2 below, the Authority shall pay for such Services in accordance with the Schedule of Charges set forth in Exhibit “B” and by this reference incorporated herein.

2.2 Unless otherwise provide herein, Consultant will perform services on a time and material basis. In no event shall the total amount paid for services rendered by Consultant...
AGREEMENT FOR SERVICES
BETWEEN SWEETWATER AUTHORITY
AND
[**CLICK AND TYPE CONSULTANT NAME**]

pursuant to Exhibit “A” exceed the sum of $[**CLICK & TYPE AMOUNT**]. Periodic payments shall be made within thirty (30) days of receipt of an undisputed statement for services rendered. Payments to Consultant for work performed will be made on a monthly billing basis.

2.3 Payment shall not constitute acceptance of any work completed by Consultant.

3. Time of Performance

3.1 Consultant shall perform its services hereunder in a prompt and timely manner, in accordance with the Activity Schedule shown in Exhibit “C,” and shall commence performance upon receipt of the written Notice to Proceed from the Authority. The Notice to Proceed shall set forth the date of commencement of work. Consultant shall confer as requested with Authority representatives to review progress of work elements, adherence to work schedule, coordination of work, scheduling of review and resolution of problems which may develop.

3.2 Neither the Authority nor Consultant shall be considered in default of this Agreement for delays in performance caused by circumstances beyond the reasonable control of the non-performing party. For purposes of this Agreement, such circumstances include, but are not limited to, abnormal weather conditions, floods, earthquakes, fire, epidemics, war, riots, and other civil disturbances; strikes, lockouts, work slowdowns, and other labor disturbances, sabotage, or judicial restraint.

3.3 Should such circumstances occur, the non-performing party shall, within a reasonable time of being prevented from performing, give written notice to the other party describing the circumstances preventing continued performance and the efforts being made to resume performance of this Agreement.

4. California Labor Code Requirements

4.1 Consultant is aware of the requirements of California Labor Code Sections 1720 et seq and 1770 et seq., which require the payment of prevailing wage rates and the performance of other requirements on certain “public works” and “maintenance” projects. If the services are being performed as part of an applicable “public works” or “maintenance” project, as defined by the Prevailing Wage Laws, and if the total compensation is $1,000 or more, Consultant agrees to fully comply with such Prevailing Wage Laws, if applicable. Consultant shall defend, indemnify and hold the Authority, its elected officials, officers, employees and agents free and harmless from any claims, liabilities, costs, penalties or interest arising out of any failure or alleged failure to comply with the Prevailing Wage Laws. It shall be mandatory upon Consultant and all subconsultants to comply with all California Labor Code provisions, which include but are not limited to prevailing wages, employment of apprentices, hours of labor and debarment of contractors and subcontractors.

4.2 If the services are being performed as part of an applicable “public works” or “maintenance” project, in addition to the foregoing, then pursuant to Labor Code sections 1725.5 and 1771.1, Consultant and all subconsultants must be registered with the Department of Industrial Relations (“DIR”). Consultant shall maintain registration for the duration of the Project and require the same of any subconsultants. This Project may also be subject to
compliance monitoring and enforcement by the DIR. It shall be Consultant’s sole responsibility to comply with all applicable registration and labor compliance requirements, including the submission of payroll records directly to the DIR.

5. **Standard of Care**

Consultant’s services will be performed in accordance with generally accepted professional practices and principles and in a manner consistent with the level of care and skill ordinarily exercised by members of the profession currently practicing under similar conditions.

6. **Insurance**

[**SWA RISK MANAGER TO REVIEW INSURANCE LIMITS PROJECT BY PROJECT BASIS**]

[**ESPECIALLY THE REQUIREMENT THROUGHOUT TO MAINTAIN THE INSURANCE FOR “24 months following the effective date of the project completion”**]

6.1 **Commercial General Liability and Automobile Liability Insurance** - Consultant shall provide and maintain the following commercial general liability and automobile liability insurance during the performance of all work under this Agreement, and for a minimum of twenty-four (24) months following the date of the Project completion and acceptance by the Authority, in amounts not less than specified herein, Commercial General Liability Insurance, in a form and with insurance companies acceptable to the Authority:

6.1.1 **Coverage** - Coverage for commercial general liability and automobile liability insurance shall be at least as broad as the following:

(a) Insurance Services Office (ISO) Commercial General Liability Coverage (Occurrence Form CG 0001)

(b) Insurance Services Office (ISO) Business Auto Coverage (Form CA 0001), covering Symbol 1 (any auto)

(c) Insurance Service Office (ISO) Excess Liability (if necessary)

6.1.2 **Required Provisions** - The general liability, auto liability and excess liability policies are to contain, or be endorsed to contain, the following provisions:

(a) The Authority its Board and each member of the Board, its officers, employees, agents, and the Authority’s designated volunteers are to be given insured status at least as broad as ISO endorsement CG 2010 11 85; or both CG 20 10 10 01 and CG 20 37 04 13 (or the CG 20 10 04 13 (or earlier edition date) specifically naming all of the Authority’s parties required in this agreement, or using language that states “as required by contract”).

(b) All Sub-consultants hired by Consultant must also have the same forms or coverage at least as broad; as respects (via CG 20 38 04 13): liability arising out of activities performed by or on behalf of Consultant; products and completed operations of Consultant; premises owned, occupied or used by Consultant; and automobiles owned, leased,
hired or borrowed by Consultant. The coverage shall contain no special limitations on the scope of protection afforded to the Authority its Board and each member of the Board, its officers, employees, agents, and the Authority’s designated volunteers.

(c) It is understood and agreed to by the parties hereto and the insurance company(s), that the Certificate(s) of Insurance and policies shall so covenant and shall be construed as primary, and the Authority insurance and/or deductibles and/or self-insured retentions or self-insured programs shall not be construed as contributory using the ISO endorsement CG 20 01 04 13 or coverage at least as broad.

(d) Any failure to comply with reporting or other provisions of the policies including breaches of warranties shall not affect coverage provided to the Authority its Board and each member of the Board, its officers, employees, agents, and the Authority’s designated volunteers.

(e) Consultant’s insurance shall apply separately to each insured against whom claim is made or suit is brought, except with respect to the limits of the insurer’s liability.

(f) Policy limits shall not be less than the minimum limits described below. The limits of insurance required by this Contract may be satisfied by a combination of primary, and umbrella or excess insurance. Each umbrella or excess policy shall follow the same provisions as the primary policy.

(g) Each insurance policy required above shall provide that coverage shall not be canceled, except with notice to the Authority.

(h) Such liability insurance shall indemnify Consultant and his/her sub-consultants against loss from liability imposed by law upon, or assumed under contract by, Consultant or his/her sub-consultants for damages on account of such bodily injury (including death), property damage, personal injury, completed operations, and products liability.

(i) The general liability policy shall cover bodily injury and property damage liability, owned and non-owned equipment, blanket contractual liability, completed operations liability, explosion, collapse, underground excavation, and removal of lateral support.

(j) The automobile liability policy shall cover all owned, non-owned, and hired automobiles.

(k) All of the insurance shall be provided on policy forms and through companies satisfactory to the Authority.

6.2 Workers’ Compensation and Employer’s Liability Insurance – By his/her signature hereunder, Consultant certifies that he/she is aware of the provisions of Section 3700 of the California Labor Code which require every employer to be insured against liability for workers’ compensation or to undertake self-insurance in accordance with the provisions of that code, and he/she will comply with such provisions before commencing the performance of the work of this agreement.
6.2.1 **Coverage and Required Provisions** - Coverage for Workers’ Compensation and Employer’s Liability Insurance shall be at least as broad and/or be endorsed to include the following:

(a) Consultant shall provide, during the life of this Agreement, and for a minimum of twenty-four (24) months following the date of the Project completion, workers’ compensation insurance for all of the employees engaged in work under this Agreement, on or at the Project site, and, in case any of sublet work, Consultant shall require each sub-consultant similarly to provide workers’ compensation insurance for all the latter’s employees as prescribed by State law. Any class of employee or employees not covered by a sub-consultant’s insurance shall be covered by Consultant’s insurance.

(b) In case any class of employees engaged in work under this Agreement, on or at the Project site, is not protected under the Workers’ Compensation Statutes, Consultant shall provide or shall cause a sub-consultant to provide, adequate insurance coverage for the protection of such employees not otherwise protected.

(c) Consultant is required to secure payment of compensation to his employees in accordance with the provisions of Section 3700 of the Labor Code. Consultant shall file with the Authority certificates of its insurance protecting workers and shall provide certificates at any time upon request. Company or companies providing insurance coverage shall be acceptable to the Authority, if in the form and coverage as set forth in the Contract Documents.

(d) Consultant shall assume the immediate defense of and indemnify and save harmless the Authority, the Board, and each member of the Board, its officers, employees, agents, and consultants from all claims, loss, damage, injury, and liability of every kind, nature, and description brought by any person employed or used by Consultant, or any sub-consultant, to perform the Work under this Agreement regardless of responsibility or negligence. Consultant hereby agrees to waive rights of subrogation which any insurer of Consultant may acquire from Consultant by virtue of the payment of any loss. Consultant agrees to obtain any endorsement that may be necessary to effect this waiver of subrogation. The Workers’ Compensation Policy shall be endorsed with a waiver of subrogation in the favor of the Authority for all work performed by Consultant, its employees, agents and sub-consultants.

6.3 **Professional Liability (Errors and Omissions)** - Consultant will file with the Authority, before beginning professional services, a certificate of insurance satisfactory to the Authority evidencing professional liability coverage.

6.3.1 Consultant shall maintain such coverage continuously for a period of at least five (5) years after the completion of contracted work.

6.3.2 The retroactive date (if any) is to be no later than the effective date of this agreement. Consultant shall purchase a five-year extended reporting period i) if the retroactive date is advanced past the effective date of this Agreement; ii) if the policy is canceled or not renewed; or iii) if the policy is replaced by another claims-made policy with a retroactive date subsequent to the effective date of this Agreement.
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AND
[**CLICK AND TYPE CONSULTANT NAME**]

6.4 Deductibles and Self-Insured Retentions - Insurance deductibles or self-insured retentions must be declared by Consultant, and such deductibles and retentions shall have the prior written consent from the Authority.

6.4.1 At the election of the Authority, Consultant shall either 1) reduce or eliminate such deductibles or self-insured retentions, or 2) procure a bond which guarantees payment of losses and related investigations, claims administration, and defense costs and expenses.

6.4.2 Policies containing any self-insured retention (SIR) provision shall provide or be endorsed to provide that the SIR may be satisfied by either the named or additional insureds, co-insurers, and/or insureds other than the First Named Insured.

6.5 Minimum Policy Limits Required - Consultant shall maintain limits no less than the following:

6.5.1 General Liability - Two million dollars ($2,000,000) per occurrence /Four million dollars ($4,000,000) aggregate or the full per occurrence limits of the policies available, whichever is greater for bodily injury, personal injury and property damage. If Commercial General Liability Insurance or other form with a general aggregate limit or products-completed operations aggregate limit is used, either the general aggregate limit shall apply separately to the project/location (with the ISO CG 2503, or ISO CG 2504, or insurer’s equivalent endorsement provided to the Authority) or the general aggregate limit and products-completed operations aggregate limit shall be twice the required occurrence limit.

6.5.2 Automobile Liability - One million dollars ($1,000,000) for bodily injury and property damage each accident limit.

6.5.3 Excess Liability (if necessary) - The limits of Insurance required in this agreement may be satisfied by a combination of primary and umbrella or excess Insurance. Any umbrella or excess Insurance shall contain or be endorsed to contain a provision that such coverage shall also apply on a primary and non-contributory basis for the benefit of the Authority (if agreed to in a written contract or agreement) before the Authority’s own primary or self Insurance shall be called upon to protect it as a named insured.

6.5.4 Workers Compensation and Employers Liability - One million dollars ($1,000,000) per occurrence.

6.5.5 Professional Liability - One million dollars ($1,000,000) per claim and $2,000,000 annual aggregate.

6.6 Acceptability of Insurers - Any insurance carrier providing insurance coverage required by the Contract Documents shall be admitted to and authorized to do business in the State of California and maintain an agent for process within the state, unless waived, in writing, by the Authority Risk Manager. Carrier(s) shall have an A.M. Best rating of not less than an A-: VII or better.
6.7 Evidence Required - Prior to execution of the agreement, Consultant shall file with the Authority a certificate of insurance (Acord Form 25 or equivalent) signed by the insurer’s representative evidencing the coverage required by this agreement.

6.7.1 Such evidence shall also include the following:

(a) Attached additional insured endorsements with primary & non-contributory wording for each policy

(b) Workers’ Compensation waiver of subrogation

(c) A copy of the Commercial General Liability declarations or endorsement page listing all policy endorsements, and confirmation that coverage includes or has been modified to include Required Provisions above. The Authority reserves the right to obtain complete, certified copies of all required insurance policies, at any time.

6.8 Continuation of Coverage - Consultant shall, upon demand of the Authority deliver evidence of coverage showing continuation of coverage for **not less than (5) years** following the termination or completion of this Agreement. Consultant further waives all rights of subrogation under this agreement. When any of the required coverages expire during the term of this agreement, Consultant shall deliver the renewal certificate(s) including the general liability additional insured endorsement and evidence of waiver of rights of subrogation against the Authority to the Authority at least ten (10) days prior to the expiration date. Failure to continually satisfy the Insurance requirements is a material breach of contract.

6.9 Sub-Consultants - In the event that Consultant employs other consultants (sub-consultants) as part of the work covered by this agreement, it shall be Consultant’s responsibility to require and confirm that each sub-consultant meets the minimum insurance requirements specified above. Consultant shall, upon demand of the Authority, deliver to the Authority copies such policy or policies of insurance and the receipts for payment of premiums thereon.

6.10 The Authority reserves the right to modify these insurance requirements, including limits, based on the nature of the risk, prior experience, insurer, coverage or other circumstances.

7. Indemnification

7.1 To the fullest extent permitted by law, Consultant shall defend (with counsel of the Authority’s choosing), indemnify and hold the Authority, its officials, officers, employees, volunteers, and agents free and harmless from any and all claims, demands, causes of action, costs, expenses, liability, loss, damage or injury of any kind, in law or equity, to property or persons, including wrongful death, in any manner arising out of, pertaining to, or incident to any acts, errors or omissions, or willful misconduct of Consultant, its officials, officers, employees, subcontractors, consultants or agents in connection with the performance of Consultant’s Services, the Project or this Agreement, including without limitation the payment of all damages, expert witness fees and attorneys’ fees and other related costs and expenses. Consultant’s
AGREEMENT FOR SERVICES
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AND
[**CLICK AND TYPE CONSULTANT NAME**]

obligation to indemnify shall not be restricted to insurance proceeds, if any, received by Consultant, the Authority, its officials, officers, employees, agents, or volunteers.

7.2 To the extent required by Civil Code section 2782.8, which is fully incorporated herein, Consultant’s obligations under the above indemnity shall be limited to claims that arise out of, pertain to, or relate to the negligence, recklessness, or willful misconduct of Consultant, but shall not otherwise be reduced. If Consultant’s obligations to defend, indemnify, and/or hold harmless arise out of Consultant’s performance as a “design professional” (as that term is defined under Civil Code section 2782.8), then upon Consultant obtaining a final adjudication that liability under a claim is caused by the comparative active negligence or willful misconduct of the Authority, Consultant’s obligations shall be reduced in proportion to the established comparative liability of the Authority and shall not exceed Consultant’s proportionate percentage of fault.

8. Termination or Abandonment

8.1 The Authority has the right to terminate or abandon any portion or all of the work under this Agreement by giving ten (10) calendar days written notice to Consultant. In such event, the Authority shall be immediately given title and possession to all original field notes, drawings and specifications, written reports, and other documents produced or developed for that portion of the work completed, and/or being abandoned. The Authority shall pay Consultant the reasonable value of services rendered for any portion of the work completed prior to termination. If said termination occurs prior to completion of any task for the Project for which a payment request has not been received, the charge for services performed during such task shall be the reasonable value of such services, based on an amount mutually agreed to by the Authority and Consultant of the portion of such task completed but not paid prior to said termination. The Authority shall not be liable for any costs other than the charges or portions thereof, which are specified herein. Consultant shall not be entitled to payment for unperformed services, and shall not be entitled to damages or compensation for termination of work.

8.2 Consultant may terminate its obligation to provide further services under this Agreement upon thirty (30) calendar days' written notice to the Authority only in the event of substantial failure by Authority to perform in accordance with the terms of this Agreement through no fault of Consultant.

9. Compliance With All Laws.

9.1 Consultant shall comply with all applicable laws, ordinances, codes, and regulations of the federal, state, and local government.

9.2 Consultant shall assist the Authority in obtaining and maintaining all permits required by federal, state, and local regulatory agencies.

9.3 Consultant is responsible for all costs of clean up and/or removal of hazardous and toxic substances spilled as a result of its services or operations performed under this Agreement.
10. **Organization**

   Consultant shall assign ____________________ as the Project Manager. The Project Manager shall not be removed from the Project or reassigned without the prior written consent of the Authority.

11. **Maintenance of Records**

   Books, documents, papers, accounting records, and other evidence pertaining to costs incurred shall be maintained by Consultant and made available at all reasonable times during the Agreement period and for four (4) years from the date of final payment under the Agreement for inspection by the Authority.

12. **Job Site Responsibility**

   If the services covered by this Agreement involve a construction phase of the Project, the Authority agrees that in accordance with generally accepted construction practices, the construction contractor will be required to assume sole and complete responsibility for job site conditions during the course of construction of the Project, including safety of all persons and property, and that this requirement shall be made to apply continuously and not be limited to normal working hours. Consultant shall not have control over or charge of, and shall not be responsible for, construction means, methods, techniques, sequences, or procedures, as these are solely the responsibility of the construction contractor.

13. **Assignment and Subconsultants**

   Consultant shall not assign, sublet, or transfer this Agreement or any rights under or interest in this Agreement without the written consent of the Authority, which may be withheld for any reason. Nothing contained herein shall prevent Consultant from employing independent associates, and subconsultants as Consultant may deem appropriate to assist in the performance of services hereunder.

14. **Conflicts of Interest**

   Identify all existing and past financial relationships (including consulting agreements) between [**CLICK & TYPE CONSULTANT NAME**] and members of the Authority's Governing Board, and entities for which said members are employed, or have an interest, both past and present.

15. **General Provisions**

   15.1 **Independent Consultant.** Consultant is retained as an independent consultant and is not an employee of Authority. No employee or agent of Consultant shall become an employee of the Authority. The work to be performed shall be in accordance with the work described in Exhibit “A,” subject to such directions and amendments from the Authority as herein provided.
15.2 **Notice.** All notices permitted or required under this Contract shall be given at the following address, or at such other address as the parties may provide in writing for this purpose:

**Authority:**
SWEETWATER AUTHORITY
P.O. Box 2328
Chula Vista, CA 91912-2328
Attn: [**CLICK & TYPE MANAGER**]

**Consultant:**
[**CLICK & TYPE ADDRESS**]
[**CLICK & TYPE COMPANY**]
Attn: [**CLICK & TYPE CONTACT**]

The parties may designate, in writing, other individuals to whom notice is to be given. Notices shall be deemed to be received upon personal delivery to the addresses above; if sent by overnight delivery, upon delivery as shown by delivery service records; if sent by facsimile, upon receipt as confirmed by the sending facsimile equipment; if by United States Postal Service, five days after deposit in the mail.

15.3 **Severability.** The unenforceability, invalidity or illegality of any provision(s) of this Agreement shall not render other provisions of this Agreement unenforceable, invalid or illegal.

15.4 **Integration.** This Agreement represents the entire understanding of the Authority and the Consultant as to those matters contained herein, and supersedes and cancels any prior oral or written understanding, promises, or representations with respect to those matters covered hereunder. This Agreement may not be modified or altered except in writing, signed by both parties hereto. This is an integrated Agreement.

15.5 **Survival.** All rights and obligations hereunder that by their nature are to continue after any expiration or termination of this Agreement, including, but not limited to, the indemnification obligations, shall survive any such expiration or termination.

15.6 **Time is of the Essence.** Time shall be of the essence as to all dates and times of performance contained in this Agreement.

15.7 **Third Party Rights.** Nothing in this Agreement shall be construed to give any rights or benefits to anyone other than the Authority and Consultant.

15.8 **Disputes.** If any disputes should arise between the Parties concerning the work to be done under this Agreement, the payments to be made, or the manner of accomplishment of the work, Consultant shall nevertheless proceed to perform the work as directed by the Authority pending settlement of the dispute.

15.9 **Laws, Venue, and Attorneys’ Fees.** This Agreement shall be interpreted in accordance with the laws of the State of California. If any action is brought to interpret or enforce any term of this Agreement, the action shall be brought in a state or federal court situated in the County of San Diego, State of California. In the event of any such litigation between the parties, the prevailing party shall be entitled to recover all reasonable costs incurred, including reasonable attorney’s fees, as determined by the court.
AGREEMENT FOR SERVICES
BETWEEN SWEETWATER AUTHORITY
AND
[**CLICK AND TYPE CONSULTANT NAME**]

IN WITNESS WHEREOF, the parties have executed this Agreement as of the date first written above.

SWEETWATER AUTHORITY

By: ________________________________
    ________________________________
    (Authorized Representative of
    Consultant)

Name: Patricia “Tish” Berge
Title: General Manager
Dated: ________________________________

[**CLICK & TYPE NAME**]

By: ________________________________

Name: [**CLICK & TYPE NAME**]
Title: [**CLICK & TYPE TITLE**]
Dated: ________________________________

Approved as to form:

Paula C. P. de Sousa Mills
Legal Counsel
SWEETWATER AUTHORITY
AGREEMENT FOR SERVICES
BETWEEN SWEETWATER AUTHORITY
AND
[**CLICK AND TYPE CONSULTANT NAME**]

EXHIBIT “A”
SCOPE OF WORK

[**CLICK & INSERT PROPOSED SCOPE OF WORK**]
AGREEMENT FOR SERVICES
BETWEEN SWEETWATER AUTHORITY
AND
[**CLICK AND TYPE CONSULTANT NAME**]

EXHIBIT “B”
SCHEDULE OF CHARGES
EXHIBIT “C”
ACTIVITY SCHEDULE
Attachment B
Consultant’s Statement of Qualifications (SOQ)

Statements of Qualifications (SOQ) shall be concise, well organized and demonstrate the responder's experience applicable to the requirements of this RFQ. SOQ submitted in response to this RFQ shall be in the following order and shall include:

1. Introductory Letter: Describe firm’s basic understanding of the services identified. This letter should also contain an expression of the firm’s interest in the work, a statement regarding the qualifications of the firm to do the work, and any summary information that may be useful or informative to the Authority.

2. Identification of Responder:
   a. Legal name and address of company.
   b. Legal form of company (partnership, corporation, joint venture, etc.).
   c. Identify any parent companies.
   d. Addresses of office(s) within the 24-hour commute limit and number of employees.
   e. Addresses of fabrication facility and number of employees.
   f. Name, title, address and telephone number of a person to contact concerning the Statement of Qualification.

3. Financial Relationships Disclosure:
   a. Identify all existing and past financial relationships between Consultant's firm and current members of the Authority's Governing Board and staff and entities for which said members are employed or have an interest, both past and present. If there are none, clearly state this.
   b. Identify all existing and past financial relationships between Consultant's proposed sub-Consultants and current members of the Authority's Governing Board and staff and entities for which said members are employed or have an interest, both past and present. If there are none, clearly state this.
   c. For a list of the Authority's Governing Board members, see the following link:

   http://www.sweetwater.org/35/Governing-Board
4. Required Qualifications: Provide documentation addressing each of the required qualifications. Reference appropriate portions of the following sections if needed.

5. Desired Qualifications:

   a. Qualifying Projects:

      (1) Provide a list of past and on-going projects during the past five (5) years for which the proposing firm provided services similar to those described in this RFQ. Include projects that demonstrate both the Annual Support and Capital Project Support requirements of this RFQ. Limit the list to no more than 10 projects the Consultant feels are most relevant to the RFQ.

      (2) For each project, include the following:

         (a) A brief description of the project, date initiated, date completed (if applicable).

         (b) Name of owner and owner's project manager with phone number.

         (c) Identify role of the key personnel proposed for the Authority’s project.

         (d) Project costs including the following:

            (1) Overall project cost.

            (2) Consultant’s fee for technical services.

            (3) Consultant’s fee for hardware and software provided.

      (3) Present the experience of any subconsultants in a similar manner.

      (4) Highlight those projects that are used to meet the Experience portion of the Required Qualifications.

      (5) Higher scores will be awarded for projects that use the specific hardware and software combinations used by the Authority.

   b. Experience and Technical Competence:

      (1) Provide evidence of the experience and technical competence of the Consultant’s team, including evidence that the team has the required certification and experience.
In order to provide the Authority with an understanding of the Consultant’s commitment to manufacturer training and certification, provide details of any current manufacturer certifications that have been awarded to individual staff. Include all training and certification certificates in an appendix.

As noted in the RFQ, the Authority will provide a Test Platform for the Consultant’s use. Provide details of similar environments the Consultant has used for other clients. For each system, include details such as system architecture, technologies utilized, system size, and how the system was used by the Consultant and/or the client.

The Authority will require the Consultant to implement the Authority’s source control system and use it to manage all code and configuration across the facilities. Provide details of systems that perform this function that the Consultant has deployed for other clients. Include details such as the software used and the functionality of the system.

The Authority will require the Consultant to implement the Authority’s documented change control system to manage changes required to the SCADA system. Provide details of change control systems that the Consultant has implemented for other clients. Include details such as the software used and the functionality of the system.

The Authority will require the Consultant to establish a tiered technical support system as described in the RFQ. Provide details of similar services provided to clients including written procedures for accessing technical support if they exist.

Provide details of clients for which the Consultant currently serves as an extension of staff managing their SCADA system and implementing new features as needed. State the number of continuous years you have been under direct contract with each client.

c. Consultant’s Organization and Key Personnel: Provide an organizational chart showing the relationship and titles of key personnel. Describe proposed Consultant’s organization, including identification and responsibilities of key personnel and subconsultants. Identify specialty subconsultants and their specific role. For each of the key personnel, identify their main work location. Identify the Project Manager who will be responsible for the direct supervision and coordination of integration activities.

6. Costs: Attach a separate, sealed envelope marked “Confidential – Costs” to the SOQ. Include a list of all individuals who are expected to work on this project with name, position, and hourly billing rate. Include a statement that these rates will be used as billing rates,
without increase through December 30, 2020, when preparing fee proposals for specific task orders. All services shall be compensated based on the Consultant's hourly rate schedule. These rates shall reflect all costs related to required equipment, personnel, vehicle, mobilization/demobilization, and insurance requirements, inclusive of overhead and profit.

7. Exceptions to the Request for Qualifications: The proposer shall certify that it takes no exceptions to this RFQ, including but not limited to the Authority’s Professional Services Agreement (PSA), as attached. If the respondent does take exception(s) to any portion of the RFQ or PSA, the specific portion of the RFQ or PSA to which exception(s) is taken shall be identified and proposed alternative language provided and explained.
Attachment C

NON-DISCLOSURE / CONFIDENTIALITY AGREEMENT

This Non-Disclosure / Confidentiality Agreement ("Agreement") is entered into this <DAY> day of <MONTH>, <YEAR> by and between <COMPANY> with offices at <ADDRESS> (hereinafter "Recipient") and Sweetwater Authority, with offices at 505 Garrett Avenue, Chula Vista, CA 91910 (hereinafter "Authority") for the purpose of preventing the unauthorized disclosure of Information as defined below.

RECITALS

WHEREAS, Recipient and the Authority agree to enter into a confidential relationship with respect to the disclosure of certain proprietary and confidential information; and

WHEREAS, the Authority wishes to protect the confidentiality of such confidential information in accordance with the terms of this Agreement.

NOW THEREFORE, Recipient and the Authority agree as follows:

AGREEMENT

1. Confidential Information. For purposes of this Agreement, "Information" shall include, but not be limited to, customer information or other information or material that has or could have commercial value or other utility to the Authority, and shall also include, but not be limited to all data, materials, products, technology, computer programs, specifications, manuals, business plans, software, marketing plans, financial information, internal processes and procedures, Geographic Information System ("GIS") data, and other information disclosed or submitted, orally, in writing, or by any other media, to Recipient by the Authority. Nothing herein shall require the Authority to disclose any of its Information to Recipient.

To the extent that any Information has been furnished and/or disclosed to Recipient prior to the date of this Agreement, such Information shall be covered by, and subject to, all terms and provisions of this Agreement.

2. Obligations of Recipient. Recipient agrees that Information is to be considered confidential and proprietary to the Authority, and Recipient shall hold the same in confidence, and shall not use the Information other than for the purposes of its business with the Authority.

In consideration for the disclosure of Information, the Recipient agrees that Recipient shall not at any time or in any manner, either directly or indirectly, divulge, disclose, communicate, publish, or otherwise reveal in any manner any Information to any other party whatsoever without the specific prior written authorization of the Authority which may be withheld for any or no reason. Recipient shall not, without prior written approval of the Authority, use for Recipient’s own benefit, publish, copy, or otherwise disclose to others, or permit the use by others for their benefit or to the detriment of the Authority, any Information.

GIS layers are to be solely retained by the Recipient. In no instance are GIS layers to be placed on the Internet, sold, leased, copied, loaned, disclosed, or transferred, in whole or part to other public agencies, private individuals, private firms, non-profit entities, or any other party. The Authority shall not be liable for the accuracy of the GIS information.

Recipient shall return to the Authority any and all records, notes, and other written, printed, or tangible materials in its possession pertaining to Information immediately upon the Authority’s request.
Recipient will protect the Information and treat it as strictly confidential. A violation of this Section 2 shall be a material violation of this Agreement.

3. **Indemnification.** Recipient shall take all necessary action to protect the confidentiality of the Information. Recipient shall indemnify, defend and hold the Authority harmless from and against any and all claims, liabilities, expenses or damages arising from or in connection with Recipient’s breach of this Agreement.

4. **Time Period.** The confidentiality and nondisclosure provisions of this Agreement shall survive the termination of this Agreement and Recipient’s duty to hold the Information in confidence shall remain in effect until the Authority sends Recipient written notice releasing Recipient from this Agreement.

5. **Legally Compelled Disclosure.** In the event that a Recipient is requested or otherwise becomes legally compelled (by oral questions, interrogatories, requests for information or documents, subpoena, criminal or civil investigative demand or similar process) to disclose any Information, the Recipient will provide the Authority with prompt written notice so that the Authority may seek, with Recipient’s cooperation, a protective order or other appropriate remedy and/or waive compliance with the provisions of this Agreement. The Authority will advise the Recipient promptly of the action it intends to take. In the event that such protective order or other remedy is not obtained, or that the Authority waives compliance with the provisions of this Agreement, the Recipient will furnish only that portion of the Information that is legally required and will exercise its best efforts to obtain reliable assurance that confidential treatment will be accorded the Information.

6. **California Public Records Act.** Recipient understands and agrees that any and all documents prepared, used, or received by the Recipient either directly or indirectly in the performance of services under an agreement and any and all documents related to this Agreement, including this Agreement itself, may be subject to the California Public Records Act and may be subject to specific disclosure requirements. Should Recipient receive any request for Information, Recipient shall immediately provide such request to the Authority for review and response.

7. **Information Transmission.** If the Information is to be transmitted electronically, transmission of said Information shall only be transmitted encrypted utilizing a pre-selected common data encryption key whether via electronically, optical or magnetic media, or any other form of computer data media. No transmission of Information shall be transmitted without the use of an encryption key.

8. **Not a License.** Nothing contained herein shall be construed as granting or conferring any rights, by license or otherwise, in any Information. Information may pertain to prospective or unannounced products, services, or utilities, and Recipient agrees not to use any Information as a basis upon which to develop or have a third party develop a competing or similar product or service.

9. **Relationships.** Nothing contained in this Agreement shall operate to create a relationship of the Recipient as a partner, party to a joint venture, agent, employee, or independent contractor of the Authority for any purpose, unless otherwise agreed to in writing by the parties.

10. **Waiver.** Either party’s failure to insist, in any instance, upon strict performance by the other party of any of the terms of this Agreement or to exercise any right or privilege provided herein, shall not relieve the other party of any of its obligations under this Agreement, whether of the same or similar type, and shall not be construed as a waiver of any continuing or subsequent failure to perform or delay in performance of any term herein. This Agreement and each party’s obligations shall be binding on the representatives, assigns and successors of such party.

11. **Irreparable Injury.** Recipient acknowledges that any breach or threatened breach of this Agreement may cause irreparable injury to the Authority and that Recipient will be entitled to seek specific performance and injunctive relief as remedies for any breach or threatened breach of this Agreement, in addition to any other remedies available at law or equity. Recipient agrees to notify the Authority in
writing of any actual or suspected misuse or unauthorized disclosure of the Information that may come to Recipient’s attention.

12. **Governing Law.** This Agreement shall be governed by and construed in accordance with the laws of the State of California. Any legal action or proceeding brought to interpret or enforce this Agreement, or which in any way arises out of the parties activities undertaken pursuant to this Agreement, shall be brought in the appropriate state or federal court in the County of San Diego, California.

13. **Severability.** The unenforceability, invalidity, or illegality of any provision(s) of this Agreement shall not render the other provisions unenforceable, invalid, or illegal.

14. **Integration.** This Agreement expresses the complete understanding of the parties with respect to the subject matter and supersedes all prior proposals, agreements, representations and understandings. This Agreement may not be amended except in a writing signed by both parties.

15. **Headings.** Headings used in this Agreement are provided for convenience only and shall not be used to construe meaning or intent.

IN WITNESS WHEREOF, this Agreement has been duly executed by the undersigned on the dates set forth below and will become effective upon the latter of such dates should they differ.

<table>
<thead>
<tr>
<th>AUTHORITY (Sweetwater Authority)</th>
<th>RECIPIENT (&lt;COMPANY&gt;)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Signed: _________________________</td>
<td>Signed: _________________________</td>
</tr>
<tr>
<td>Print Name: _____________________</td>
<td>Print Name: _____________________</td>
</tr>
<tr>
<td>Title: __________________________</td>
<td>Title: __________________________</td>
</tr>
<tr>
<td>Date: __________________________</td>
<td>Date: __________________________</td>
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</tbody>
</table>
Comments to Sweetwater Authority Board of Directors Meeting
September 25, 2019

Good evening. My name is Dave Schlesinger. I am speaking on behalf of the Sweetwater Authority Rate Payers Association (SARPA). As a follow on to your Special Board meeting last night I would like to address 4 questions to the Board:

Question #1: The Raftelis Rate Study in 2010 developed a Readiness to Serve Fee of $39.50 per residential rate payer. The current 2019 Raftelis RTS fee is $18.73. This resulted in a reduction of $4,548,882 in annual revenue to the Authority. How is that lost revenue being recovered?

Question #2: Authority staff continually states that rates are among the most affordable in the 23 water agencies in SD County. They are referring to the ratepayer who uses 8 HCF per billing period (Tier 1). SWA ratepayers who use 20 HCF per billing period (Tier 3) have the 9th highest rates of the 23 local water agencies. SWA Ratepayers who use 40 HCF (Tier 4) have the 4th highest rates of the 23 local water agencies. Why are the Tier 3 and 4 rates so high if the Tier 1 rates are so low?

Question #3: At a Board meeting last month staff displayed a map by District showing the source of water supplies for the respective District ratepayers. District 5 is shown to use 100% water supply from the Reservoir. Other Districts are shown to have supply from NC wells and groundwater desalination. Raftelis Table 6-4 shows average year water sources and costs. Costs of supply and treatment for reservoir water are significantly cheaper ($244/AF) than groundwater desal ($411/AF). If pass thru costs from CWA/MWD are equally shared by all ratepayers should not District 5 ratepayers be charged less for their water supply?

Question #4: SWA paid consultant Koff & Associates $110,000 for various organizational studies of the Authority workforce. The final reports were delivered in 2018. Among other findings the salary and benefits for SWA employees were found to be 8% higher than similar employees at selected local water agencies. The current estimate for annual salary and benefits averages $190,000/employee based on the latest budget approved by the Board. What actions are the Board contemplating to bring this salary and benefit issue back in line with other local water agencies?
AMENDMENT TO AGREEMENT FOR SERVICES

THIS AMENDMENT TO AGREEMENT FOR SERVICES (the "Amendment") is entered into as of ______, 2019 (the "Effective Date") by and between Sweetwater Authority (the "Authority"), and The RoviSys Company, (the "Contractor"), collectively, the "Parties".

WHEREAS,

A. The Authority and Contractor have entered into a Agreement for Services, which incorporates a Scope of Services (collectively, the "Contract") pursuant to which the Contractor will perform certain work for the Authority (the "Work").

B. The Parties desire to amend the Contract.

NOW THEREFORE, for good and valuable consideration, the Parties hereto agree to amend the Contract as follows:

1. The schedule for Contractor's provision of the Work will be adjusted reasonably if Contractor is not able to perform the Work timely as a result of Authority's delay or other interference that materially affects Contractor's performance of the Work, including without limitation, any occurrences pursuant to Section 3 ("Time of Performance") of the Contract.

2. No changes to the scope or schedule of the Work or the Contract will be allowed or be effective unless such change is approved in writing by both the Contractor and Authority.

3. Contractor shall have no obligation to indemnify the Authority unless the Authority has incurred claims by a third party for losses or damages caused by the Contractor's (a) negligence or (b) failure to perform the Work in accordance with the Scope of Services.

4. Notwithstanding anything to the contrary in the Contract, Contractor shall have the sole responsibility and authority to present, prosecute, respond to, or defend any disputes involving or claims against the Contractor under the Contract.

5. CONTRACTOR WARRANTS THAT THE WORK SHALL BE SUBSTANTIALLY IN ACCORDANCE WITH THE SCOPE OF SERVICES FOR A PERIOD OF ONE YEAR FOLLOWING THE DELIVERY OF THE WORK. THE WARRANTY STATED HEREIN IS IN LIEU OF ALL OTHER WARRANTIES (INCLUDING THE WARRANTIES IN THE SUBCONTRACT), EXPRESS, IMPLIED, OR STATUTORY, INCLUDING IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR PARTICULAR PURPOSE. NOTWITHSTANDING ANY OTHER PROVISION IN THE CONTRACT, CONTRACTOR’S WARRANTY OBLIGATIONS SHALL NOT EXTEND TO ANY EQUIPMENT OR SOFTWARE MANUFACTURED OR DEVELOPED BY THIRD PARTIES ("THIRD PARTY MATERIAL") THAT CONTRACTOR DELIVERS AS PART OF THE WORK. CONTRACTOR IS PURCHASING AND DELIVERING THE THIRD-PARTY MATERIAL (INCLUDING SOFTWARE DEVELOPED BY THIRD PARTIES) ON BEHALF OF CONTRACTOR AND FOR THE CONVENIENCE OF CONTRACTOR, AND CONTRACTOR DOES NOT PROVIDE ANY INDEPENDENT WARRANTY WITH REGARD TO THE THIRD-PARTY MATERIAL. CONTRACTOR HEREBY DISCLAIMS
ANY OTHER WARRANTY, EXPRESS OR IMPLIED, WITH REGARD TO THE THIRD-
PARTY MATERIAL, INCLUDING THE IMPLIED WARRANTIES OF TITLE,
NONINFRINGEMENT, MERCHANTABILITY, AND FITNESS FOR A PARTICULAR
PURPOSE. In the event Contractor receives a warranty from a third party manufacturer,
distributor, or developer covering any Third Party Material, Contractor shall assign or pass
through such warranty to Authority, and shall cooperate with Authority in securing and enforcing
Authority's rights under such warranty.

6. If the Authority terminates the Contract, the Authority shall pay Contractor for all Work
performed and delivered, plus approved expenses. Such amount shall be paid within thirty (30)
days of the date of the termination.

7. In no event shall either party be liable for incidental, direct, consequential or punitive
damages, loss of use, loss of profits, or business interruption damages, even if the Parties may be
aware of the possibility of such damages. In no event shall either party's total liability arising
from or connected with this Agreement exceed $500,000. The foregoing limitation of liability
will apply notwithstanding any other contrary provision of any agreement between the parties,
and regardless of the form of action, whether in contract tort, warranty indemnity or otherwise.

8. Contractor has developed, improved, or licensed various proprietary materials, including
(1) software development tools, know-how, methodologies, processes, technologies, and
algorithms, which Contractor uses in performing Contractor's obligations pursuant to the
Contract, but which are not delivered with the Work ("Contractor Tools"); and (2) generic
products or formats which constitute the basis of the templates, modules, forms, and graphics,
which are delivered with the Work ("Contractor Templates"). Contractor retains its ownership
and rights in the Contractor Tools, Contractor Templates, and all improvements thereto,
including any improvements that may be developed in the course of performing Contractor's
obligations under this Contract. Information specific to Authority, including Authority's marks,
specifications, or confidential or proprietary information shall never be included in, or
considered to be a part of the Contractor Tools, Contractor Templates, or any improvements
thereto. Contractor grants to Authority a nonexclusive, perpetual, worldwide, royalty-free license
to reproduce, modify, and use the Contractor Templates, as delivered in the context of the Work
and for the purposes set forth in the Contract.

9. Any and all references in the Contract to "consent" or "approval" from the Authority
shall not be unreasonably withheld, conditioned or delayed, including but not limited to
Contractor's desire to change the Project Manager pursuant to Section 10 or subcontract any of
the Work pursuant to Section 13 of the Contract.

10. During the term of the Contract and for three years thereafter, neither Contractor nor the
Authority shall hire, directly or indirectly, in an individual capacity, or solicit for employment or
for retention or engage as an independent contractor in an individual capacity, any employee of
the other party who performed services in connection with the Contract, without the written
consent of other party.

11. If there is a conflict between this Amendment and Contract, the terms of this Amendment
shall control.
5 Conclusion

In conclusion, as Enterprise Automation’s Inside Sales Manager, I hereby submit our proposal which includes this cover letter and our Statement of Qualifications. I can be reached at our main number, 949-769-6000 ext. 124, via cell phone at 949-378-7087, or via email at alex.stipe@eaintegrator.com.

My contact address is:
   Enterprise Automation
   210 Goddard
   Irvine, CA 92618

This proposal is valid for a 90-day period from the date of submittal, December 03, 2019.

Again, we appreciate your consideration.

Sincerely

Alex Stipe
Inside Sales Manager
Enterprise Automation
# Statement of Qualifications Score Form

**General (RFQ p.165-166), Minimum Required Qualifications for Proposers**

<table>
<thead>
<tr>
<th>SOQ Requirement and Board Packet Page Reference</th>
<th>Proposal Reference Page(s) in Board Packet</th>
<th>EA, Qualifications Met (Yes or No)</th>
<th>RS, Qualifications Met (Yes or No)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. The Consultant’s primary business, or the primary business of a department within the Consultant’s firm, shall be SCADA Integration service for public and municipal entities. (p. 165)</td>
<td>p.31</td>
<td>p.137, p.138, p.139</td>
<td></td>
</tr>
<tr>
<td>2. The Consultant (as a firm) shall have been in the business of SCADA Integration for at least 10 years. (p.165)</td>
<td>p.31</td>
<td>p.130</td>
<td></td>
</tr>
<tr>
<td>3. Consultant’s lead engineer shall have at least 10 years of hands-on experience designing and implementing SCADA systems based on the Schneider Electric Citect SCADA platform and Schneider Electric PLC hardware, or equivalent. (p.165)</td>
<td>p.31</td>
<td>p.144</td>
<td></td>
</tr>
<tr>
<td>4. Consultant shall provide a single Project Manager/Program Manager as the primary point of contact for all work assigned by the Authority. This Project Manager must have at least 5 years (total, with current firm or other employers) of experience in control systems integration. (p. 166)</td>
<td>p.32</td>
<td>p.144</td>
<td></td>
</tr>
<tr>
<td>5. Preference will be given to Consultants whose place of business is located in the United States and within a 24-hour commute of the Authority’s Administrative office at 505 Garrett Avenue Chula Vista, CA. The engineering expertise and work must be based in and be performed in said offices. (p.166)</td>
<td>p.32</td>
<td>p.131</td>
<td></td>
</tr>
<tr>
<td>6. The Consultant shall provide panel fabrication services, either in-house or through a subcontractor. The panel fabrication facility shall be located in the United States. (p.166)</td>
<td>p.33</td>
<td>p.141, p.143</td>
<td></td>
</tr>
<tr>
<td>7. Consultant shall have the capability of training operations and maintenance personnel in industrial control systems application. (p.166)</td>
<td>p.34</td>
<td>p.138, p.141</td>
<td></td>
</tr>
<tr>
<td>8. Consultant shall have experience with performing review of facility construction documents as they relate to SCADA. (p.166)</td>
<td>p.35</td>
<td>p.138, p.139</td>
<td></td>
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</tbody>
</table>

*Must meet the eight (8) qualifications above to propose.*
<table>
<thead>
<tr>
<th>SOQ Requirement and Board Packet Page Reference</th>
<th>Experience (p.167-p.168, p.185)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Certifications (p.166-p.167, p.185)</strong></td>
<td></td>
</tr>
<tr>
<td>1a. Citect SCADA Certified Expert (CSCE) or Citect Certified Engineer (CCE). (p.166) &quot;NEGOTIABLE REQUIREMENT&quot;</td>
<td>p.39</td>
</tr>
<tr>
<td>1b. Networking Certified Professional (NCP). (p.166) &quot;NEGOTIABLE REQUIREMENT&quot;</td>
<td>p.39</td>
</tr>
<tr>
<td>1c. Unity Pro Certified Professionals (UCP). (p.166) &quot;NEGOTIABLE REQUIREMENT&quot;</td>
<td>p.39</td>
</tr>
<tr>
<td>2a. Wonderware Certified System Platform certification. (p.166, p.167) &quot;NEGOTIABLE REQUIREMENT&quot;</td>
<td>p.39</td>
</tr>
<tr>
<td>2b. Wonderware Certified Historian Developer. (p.166, p.167) &quot;NEGOTIABLE REQUIREMENT&quot;</td>
<td>p.39</td>
</tr>
<tr>
<td>3. VMware Professional Certification in Data Center Virtualization or Network Virtualization. (p.167) &quot;NEGOTIABLE REQUIREMENT&quot;</td>
<td>p.40</td>
</tr>
<tr>
<td>4b. Palo Alto Networks: Accredited Configuration Engineer (ACE) or Certified Network Security Engineer (PCNSE). (p.167) &quot;NEGOTIABLE REQUIREMENT&quot;</td>
<td>p.40</td>
</tr>
<tr>
<td>5. Consultant has at least one engineer who is licensed as a Professional Engineer in Electrical Engineering in the State of California. (p.167)</td>
<td>p.40</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Experience and Technical Competence (Continued on next page)</th>
<th>Reference Page(s) in Board Packet</th>
<th>EA Score</th>
<th>RS Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>Experience (p.167-p.168, p.185)</td>
<td>p.41-p.44</td>
<td></td>
<td>p.139-p.148</td>
</tr>
<tr>
<td>1a. Citect SCADA HMI. (p.167)</td>
<td>p.41</td>
<td>N/A</td>
<td></td>
</tr>
<tr>
<td>1b. Ampla operations management software. (p.167)</td>
<td>p.41</td>
<td>N/A</td>
<td></td>
</tr>
<tr>
<td>1c. Virtualized SCADA infrastructure using VMware. (p.167)</td>
<td>p.41, p.42</td>
<td>N/A</td>
<td></td>
</tr>
<tr>
<td>1d. Modicon M340 or M580 PLCs with Unity Pro programming. (p.167)</td>
<td>p.42</td>
<td>p.147</td>
<td></td>
</tr>
<tr>
<td>1e. Modicon M580 PLCs with remote I/O. (p.167)</td>
<td>p.43</td>
<td>N/A</td>
<td></td>
</tr>
<tr>
<td>1f. User security implemented through Microsoft Active Directory Domain Controller. (p.167)</td>
<td>p.44</td>
<td>N/A</td>
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</tbody>
</table>
2. In order to provide the Authority with an understanding of the Consultant's commitment to manufacturer training and certification, provide details of any current manufacturer certifications that have been awarded to individual staff. Include all training and certification certificates in an appendix.

3. As noted in the RFQ, the Authority will provide a Test Platform for the Consultant's use. Provide details of similar environments the Consultant has used for other clients. For each system, include details such as system architecture, technologies utilized, system size, and how the system was used by the Consultant and/or the client.

4. The Authority will require the Consultant to implement the Authority's source control system and use it to manage all code and configuration across the facilities. Provide details of systems that perform this function that the Consultant has deployed for other clients. Include details such as the software used and the functionality of the system.

5. The Authority will require the Consultant to implement the Authority's documented change control system to manage changes required to the SCADA system. Provide details of change control systems that the Consultant has implemented for other clients. Include details such as the software used and the functionality of the system.

6. The Authority will require the Consultant to establish a tiered technical support system as described in the RFQ. Provide details of similar services provided to clients including written procedures for accessing technical support if they exist.

7. Provide details of clients for which the Consultant currently serves as an extension of staff managing their SCADA system and implementing new features as needed. State the number of continuous years you have been under direct contract with each client.

Total score of 45 points available for this section
<table>
<thead>
<tr>
<th>Qualifying Projects</th>
<th>EA Score</th>
<th>RS Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reference Page(s) in Board Packet</td>
<td></td>
<td></td>
</tr>
<tr>
<td>SOQ Requirement and Board Packet Page Reference</td>
<td>EA</td>
<td>RS</td>
</tr>
<tr>
<td>RFQ p.185</td>
<td>p.45-p.47</td>
<td>p.140-p.143</td>
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<thead>
<tr>
<th>Consultants Organization and Key Personnel</th>
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</tr>
<tr>
<td>RFQ p.186</td>
<td>p.54, p.60-p.69</td>
<td>p.144-p.148</td>
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<td><strong>Total score of 10 points available for this section</strong></td>
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**Total Score (Maximum of 100 points)**
## Statement of Qualifications Score Form

<table>
<thead>
<tr>
<th>General, Minimum Required Qualifications for Proposers</th>
<th>EA, Qualifications Met (Yes or No)</th>
<th>RS, Qualifications Met (Yes or No)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Must meet all qualifications in section to propose.</td>
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</tbody>
</table>

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<thead>
<tr>
<th>Experience and Technical Competence</th>
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</table>


AGENDA

DATE: Thursday, January 2, 2020       TIME: 10:00 a.m.

1. CALL MEETING TO ORDER AND ROLL CALL. (00:23)

2. ITEMS TO BE ADDED, WITHDRAWN, OR REORDERED IN THE AGENDA. (01:02)

3. PUBLIC COMMENT. (01:13)
   Opportunity for members of the public to address the Committee. (Government Code Section 54954.3).

4. ACTION AGENDA.
   The following items on the Action Agenda call for discussion and action by the Committee. All items are placed on the Agenda so that the Committee may discuss and take action on the item if the Committee is so inclined, including items listed for information.

   A. Consideration to Extend the Current Five-Year On-Call General Construction Services Contract by Six Months (02:53)

   B. Review Qualifications for On-Call SCADA System Integration Professional Services (21:36)

5. CLOSED SESSION. (2:22:41)
   At any time during the regular session, the Committee may adjourn to closed session to discuss real property matters within the attorney-client privilege, subject to the appropriate disclosures. (Government Code Section 54956.8).

6. NEXT MEETING DATE: Wednesday, January 15, 2020 at 10:00 a.m. (2:22:44)

7. ADJOURNMENT. (2:22:50)

This agenda was posted at least seventy-two (72) hours before the meeting in a location freely accessible to the Public on the exterior bulletin board at the main entrance to the Authority's office and it is also posted on the Authority's website at www.sweetwater.org. No action may be taken on any item not appearing on the posted agenda, except as provided by California Government Code Section 54954.2. Any writings or documents provided to a majority of the members of the Sweetwater Authority Governing Board regarding any item on this agenda will be made available for public inspection at the Authority Administration Office, located at 505 Garrett Avenue, Chula Vista, CA 91910, during normal business hours. Upon request, this agenda will be made available in appropriate alternative formats to persons with disabilities, as required by Section 202 of the Americans with Disabilities Act of 1990. Any person with a disability who requires a modification or accommodation in order to participate in a meeting should direct such request to the Board Secretary at (619) 409-6703 at least forty-eight (48) hours before the meeting, if possible.

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A Public Water Agency
Serving National City, Chula Vista and Surrounding Areas