

## NOTIFICATION OF SHORTLIST

March 23, 2011

**RE: RFP 100372 - SHORTLISTED FIRMS**

The City of Leesburg Evaluation Committee has determined a shortlist of firms for further consideration in response to Request for Proposal 100372.

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### LIST OF SHORT LISTED FIRMS

(in no particular order)

**Enspira Solutions, Inc.** – Greenwood Village, CO

**HD Supply Utilities LTD** – Orlando, FL

**SAIC Company** – Seattle, WA

**GE Digital Energy** – Atlanta, GA

Proposals submitted by primary firms not listed here will not be considered for award in the City's Advanced Meter Infrastructure project. The City thanks all participants for their time, effort and interest in this project.

The methodology used in deriving this shortlist is explained on page two of this notice.

The firms listed here will be informed of the evaluation process going forward. The evaluation process will include a Field Demonstration of their proposed solution. Information regarding the Field Demonstration will follow shortly.

Bid Guarantees submitted by those firms not in the shortlist will be released/returned on Monday, March 28, 2011.

Respectfully,



Mike Thornton  
Purchasing Manager

attachment



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**Short List Methodology**

The short list was derived as follows:

- 1) The City’s evaluation team determined responses from firms submitting on all components would be considered;
- 2) With the help of the City’s Technology Coach/Advisor, components of the project were ranked as to their importance or criticality for a successful implementation of an AMI solution. It was determined the AMI Communications component was the most important for a successful solution and implementation.
- 3) The evaluation committee evaluated the AMI Communications component. Based on the evaluation the rankings are as follows:

		AMI Communications		
Vendor Name		Overall Ranking	Total Ordinal Rank*	Points Awarded
<b>Short Listed Firms</b>	HD Supply Utilities	1	10	344.84
	GE Digital Energy	1	10	334.15
	R. W. Beck Inc. an SAIC Company	3	11	339.10
	Enspiria Solutions, Inc.	4	13	335.19
	Cooper Power Systems	5	17	310.19
	Saytam Technologies / APEX Silver Springs Network	6	23	291.37
	Saytam Technologies / APEX Landis & Gyr	Not Considered		
	Juice Technologies d/b/a Plug Smart	Not Considered		
	S & C Electric Company	Not Considered		
PayGo Electric	Not Considered			
Aclara Software Inc.	Not Considered			
Wimax Broadband, LLC	Not Considered			

\* The 'Total Ordinal Ranking' represents the total of the individual evaluators' rankings. A lower number is better. Firms are then ranked overall using the Total Ordinal Rank and not points awarded.