

**A RESOLUTION OF THE TOWNSHIP COUNCIL OF NORTH BRUNSWICK  
AUTHORIZING AN AGREEMENT WITH  
ECHOLOGICS, LLC  
FOR WATER LEAK DETECTION AND MONITORING SERVICES**

**WHEREAS**, the Township received a grant from the Board of Public Utilities in the amount of \$250,502.85 for Clean Energy Acoustical Testing; and

**WHEREAS**, the municipal officials have worked with professionals at CME Associates to develop a project scope in accordance with the grant; and

**WHEREAS**, on April 3, 2023, pursuant to Resolution #118-4.23, the Township Council authorized the advertisement for the receipt of proposals for water leak detection and monitoring services, BID23005; and

**WHEREAS**, services were procured in formal manner in accordance with Local Public Contracts Law N.J.S.A. 40A:11-4.1 *et seq.*, as a fair and open competitive process to assure that each person and/or firm is provided an equal opportunity to submit a proposal; and

**WHEREAS**, on Friday, May 26, 2023, the Purchasing Agent received, and the Municipal Clerk witnessed, the receipt of one (1) proposal in response to BID23005; and

**WHEREAS**, Echologics, LLC submitted a proposal for the supply and installation of one hundred and eighty-three (183) Acoustic Leak Monitoring (ALM) Modules (nodes) in the amount of \$210,450.00, a unit price of \$1,150.00 per node, and an annual cost of \$15,738.00 for system monitoring, operation and maintenance per node, for a total of \$78,690.00 for five years, for a total contract amount of \$289,140.00; and

**WHEREAS**, the Evaluation Committee, designated to review proposals and make a recommendation, has completed the review process and included herein their Evaluation Report; and

**WHEREAS**, the Evaluation Committee recommends authorizing a contract with Echologics, LLC (1200 Abernathy Road, NE Suite 1200 Atlanta, GA 30328) to provide water leak detection and monitoring services; and

**WHEREAS**, Township Attorney Ronald Gordon has reviewed the proposal submitted by Echologics, LLC and determined it to be responsive under the provisions of the Local Public Contracts Law (N.J.S.A. 40A:11-1 *et seq.*) and any provisions of the revised statutes of the State of New Jersey; and

Resolution: \_\_\_\_\_

**NOW THEREFORE BE IT RESOLVED**, on this 12<sup>th</sup> day of June 2023, that the Township Council of the Township of North Brunswick does hereby authorize the agreement with Echologics, LLC to provide water leak detection services with an amount not-to-exceed \$289,140.00 and a five-year contract term, July 1, 2023 – June 30, 2028.

**CERTIFICATION**

I, Cavel Gallimore, Chief Financial Officer, hereby certify that \$210,450.00 and \$40,052.85 (250,502.85) for services ending December 31, 2025 are available for this purpose in grant account G-02-22-100-000-004 and the balance of funds shall be certified upon the appropriation of funds in future fiscal years. Contract BID23005.

\_\_\_\_\_  
Cavel Gallimore  
Chief Financial Officer

\_\_\_\_\_  
Justine Progebin  
Business Administrator

\_\_\_\_\_  
Ronald Gordon, Esq.  
Township Attorney  
Approved as to legal form

**RECORDED VOTE:**

COUNCIL MEMBER	YES	NO	ABSTAIN	NOTES
HUTCHINSON				
GUADAGNINO				
ANDREWS				
DAVIS				
SOCIO				
MEHTA				
MAYOR WOMACK				

I hereby certify that the above Resolution was duly adopted by the Township Council of the Township of North Brunswick, County of Middlesex, at its meeting held on June 12, 2023.

\_\_\_\_\_  
Lisa Russo  
Township Clerk

**RECEIPT OF BIDS**

May 26, 2023

Results from the receipt of proposals on Friday May 26, 2023, at 11:00 a.m., Municipal Complex, 710 Hermann Road, North Brunswick, NJ.

Present: Justine Progebin, Purchasing Agent  
Samantha Sickles, Assistant Purchasing Agent  
Nellie Sowell, Clerk 3

Resolution #118-4.23 adopted on April 3, 2023 by the Township Council authorizing receipt of bids and advertised in the Home News Tribune as according to law.

Ms. Sowell asked for any additional bids.

11:00 a.m. Receipt of bids is closed.

<u>Contract BID23005</u>	<u>Bond</u>	<u>Total</u>
Water Leak Detection and Monitoring Services	NO Bid Bond Required	
Echologics, LLC 1200 Abernathy Road, NE Suite 1200 Atlanta, GA 30328		Category 1: \$210,450.00 Category 2: \$78,690.00 Total (5 YRS) \$289,140.00

A report will be presented to the Township Council for possible awards at the next Township Council Meeting being held on April 12, 2023.

Lisa Russo  
Municipal Clerk

# PROPOSAL SHEET

North Brunswick Township  
Municipal Building  
710 Hermann Road  
North Brunswick, New Jersey 08902

Attn: Justina Progebin, Business Administrator

## Contract BID23005 – WATER LEAK DETECTION SYSTEM AND MONITORING SERVICES

Please complete the breakdown herein below:

### Category 1: Hardware

Below reflects costs for necessary hardware, inclusive of engineering, materials, equipment, and complete set-up as part of installation.

Year 1: Cost Per Module/Node \$ \$1,150 X 183 = \$ 210,450 Total Cost

### Category 2: System Monitoring, Operation and Maintenance

Below reflects costs for necessary monthly supporting and monitoring. The Respondent shall explain any other services offered and included as part of contracting with their company.

Year 1: Annual Cost/Per Mod/Node \$ 86 X 183 = \$ 15,738 Annual-Oper/Maint.

Year 2: Annual Cost/Per Mod/Node \$ 86 X 183 = \$ 15,738 Annual-Oper/Maint.

Year 3: Annual Cost/Per Mod/Node \$ 86 X 183 = \$ 15,738 Annual-Oper/Maint.

Year 4: Annual Cost/Per Mod/Node \$ 86 X 183 = \$ 15,738 Annual-Oper/Maint.

Year 5: Annual Cost/Per Mod/Node \$ 86 X 183 = \$ 15,738 Annual-Oper/Maint.

Category 2 Total System Maintenance and Operation 5-years 78,690

**Total Price Proposed for Categories 1 and 2:** 289,140

Please include any additional or alternate pricing structures in your proposal that you feel may be appropriate. All prices must be agreed to and firm and fixed for this assignment following the execution of the agreement.

The undersigned herein states that he or an authorized member of his firm has studied all the request for proposal documents and conditions and we are thoroughly familiar with the items to be provided and the delivery provisions. We further agree to enter into a contract if awarded. It is certified that the below named is authorized to make such a proposal.

Vendor Name: Echologics LLC  
(type)

Address: 1200 Abernathy Road, N.E. Suite 1200, Atlanta GA 30328  
(type)

(type)

Paul Murray

Digitally signed by Paul Murray  
Date: 2023.05.25 22:29:31 -04'00'

(signature)

Product Line Leader

(type position)



## TOWNSHIP OF NORTH BRUNSWICK

710 HERMANN ROAD  
NORTH BRUNSWICK, NJ 08902

Tel.: (732) 247-0922

WWW.NORTHBRUNSWICKNJ.GOV

### WATER LEAK DETECTION AND MONITORING SERVICES

JUNE 9, 2023

On April 3, 2023 the Township Council passed a resolution #118-4.23 authorizing the advertisement for the receipt of proposals for Water Leak Detection and Monitoring Services for the Township of North Brunswick. Services were procured in a formal manner in accordance with Local Public Contracts Law N.J.S.A. 40A:11-4.1 et seq., as a fair and open competitive process to assure that each person and/or firm is provided an equal opportunity to submit a proposal. This process allows for factors other than price to be taken into consideration when awarding a contract. This process also requires that a committee be established to evaluate proposals in accordance with “weighted” criteria established prior to solicitation of proposals.

Pursuant to N.J.A.C 5:34-4.3, the Township established a three (3) person committee comprised of the following individuals:

Justine Progebin, Business Administrator  
Michael C. Hritz, Director of Community Development  
Steven Bloyed, Acting Director of Public Works

Each committee member assessed their own affiliations and financial interest, as well as the affiliations and financial interests of family members, to ensure that there was no conflict with potential vendors. Each member signed a statement attesting to the fact that there was no conflict of interest.

The committee individually reviewed the Request for Proposals. The committee agreed to the criteria to be evaluated and the numerical weighting to be assigned to each. The established weighting criterion was as follows:

Respondent's understanding of the scope of work and related objectives	25
Experience and Qualifications of Individual(s) or Team identified to provide service	30
Respondent's overall company history and experience with similar services requested	15
Pricing listed on Proposal Sheet	30

Competitive contracting proposals were solicited. The following one (1) proposal was received by the submission deadline:

Echologics, LLC  
1200 Abernathy Road, NE  
Suite 1200  
Atlanta, GA 30328

The committee members individually reviewed the proposal received.

Echologics LLC offers EchoShore®-DX and Smart Hydrant improve water service by detecting emerging leaks and preventing damage from catastrophic leaks on surrounding infrastructure. The Smart Hydrant can be a retrofittable kit and could be placed on existing fire hydrants – custom manufactured to match North Brunswick’s design, with zero impacts to customers, fire services, and water operations. The patented sensor and signal processing system, enables early detection of leaks that are automatically identified every day. The acoustic sensitivity of the system, combined with advanced signal processing algorithms, minimizes false positive leak warnings.

Echologics offers ongoing Managed Services to North Brunswick to monitor potential leaks through our permanent monitoring solution.

The Managed Services include:

- System Health Management for the Echoshore DX system.
- Monitoring of existing and new potential leak sources and demonstration of leak likelihood.
- Provide email notification of identified potential leak by monitoring team North Brunswick investigation.
- Collaborative tracking report for potential leaks.

The Data analysis team that is put in place to actively monitor the system looks at the following:

- Analyze new persistent correlated noises to determine if there is previous history in the area or if the point is a new occurrence
- Schedule additional correlations to demonstrate persistency across multiple time frames
- Analysis of spectral frequency noise to rule out possible pumps or electrical interference
- Compile likely leak locations for North Brunswick to perform in field investigation and confirmation.

The firm was ranked as follows:

Echologics, LLC                      272 (out of a possible 300)

The committee recommends the award of contract for Water Leak Detection and Monitoring Services to Echologics, LLC