

A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA, ACCEPTING THE RECOMMENDATION OF THE CITY MANAGER, PURSUANT TO REQUEST FOR PROPOSALS (RFP) NO. 2018-234-JC FOR REVENUE ENHANCEMENT STUDY FOR UTILITIES; AUTHORIZING THE ADMINISTRATION TO ENTER INTO NEGOTIATIONS WITH ISI WATER COMPANY, THE TOP RANKED PROPOSER; AND FURTHER AUTHORIZING THE MAYOR AND CITY CLERK TO EXECUTE AN AGREEMENT UPON CONCLUSION OF SUCCESSFUL NEGOTIATIONS BY THE ADMINISTRATION.

WHEREAS, the City periodically reviews its business units to assure that operations are being performed in the most robust and prudential manner possible; and

WHEREAS, the City determined it was necessary to conduct revenue enhancement studies, for the purpose of analyzing the City's Utilities Department to identify and recover un-read, mis-read, and un-metered water revenues; and

WHEREAS, at the March 31, 2017 Finance and City Wide Committee ("the Committee") meeting, a referral from the City Commission (Item C4N) was discussed regarding the engagement of a Revenue Enhancement Consultant to study the City's Utilities Department; and

WHEREAS, at the June 30, 2017, Finance and City Wide Committee meeting, staff presented those areas where the City would benefit from this type of evaluation; and

WHEREAS, the Administration recommended a revenue enhancement study of the City's Utilities Department, since no study has been performed since 2009; and

WHEREAS, on June 30, 2017, the Committee approved the issuance of the RFP for a revenue enhancement study; and

WHEREAS, the Committee also requested that the Administration come back to the Committee with the scope of the RFP to ensure consistency with what the Committee envisioned; and

WHEREAS, on September 20, 2017, staff returned to the Committee to identify the scope of services developed for the RFP; and

WHEREAS, on May 16, 2018, the Administration returned to the Committee to seek approval for the issuance of the RFP; and

WHEREAS, on May 16, 2018, the City issued RFP No. 2018-234-JC, for Revenue Enhancement Study for Utilities; and

WHEREAS, a voluntary pre-proposal conference was held on May 31, 2018; and

WHEREAS, on August 8, 2018 the City received a total of three (3) proposals from the following firms: ISI Water Company; Elite Consulting Specialists, Inc., d/b/a ECS Business Services; and Utility Revenue Management Company; and

WHEREAS, on August 16, 2018, the City Manager, pursuant to LTC No. 457-2018, appointed an Evaluation Committee (the "Committee"), comprised of Mark Coolidge, Assistant Internal Auditor,

Internal Audit Department; Lys Desir, Water and Sewer Superintendent, Public Works Department; Jay Fink, Assistant Director, Public Works Department; Manny Marquez, Assistant Director, Finance Department; Benjamin Nussbaum, Revenue Manager, Finance Department; and

WHEREAS, the Committee convened on August 30, 2018, to consider the proposals received; and

WHEREAS, the Committee was provided an overview of the project, information relative to the City's Cone of Silence Ordinance and the Government Sunshine Law, as well as general information on the scope of services and a copy of each proposal, and was instructed to score and rank each proposal pursuant to the evaluation criteria established in the RFP; and

WHEREAS, the evaluation process resulted in the following order of ranking:

- 1st ranked proposer: ISI Water Company;
- 2nd ranked proposer: Utility Revenue Management Company;
- 3rd ranked proposer: Elite Consulting Specialists, Inc., d/b/a ECS Business Services; and

WHEREAS, after reviewing the results of the evaluation committee process, and the proposals received, the City Manager exercised his due diligence and recommends that the Mayor and City Commission approve the Resolution authorizing the Administration to enter into negotiations ISI Water Company, the top ranked proposer.

NOW, THEREFORE, BE IT DULY RESOLVED BY THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA, that the Mayor and City Commission hereby accept the recommendation of the City Manager, pursuant to Request for Proposals (RFP) No. 2018-234-JC for Revenue Enhancement Study for Utilities; authorize the Administration to enter into negotiations with ISI Water Company, the top ranked proposer; and further authorize the Mayor and City Clerk to execute an agreement upon conclusion of successful negotiations by the Administration.

PASSED AND ADOPTED this _____ day of _____ 2018.

Dan Gelber, Mayor

ATTEST:

Rafael E. Granado, City Clerk

APPROVED AS TO
FORM & LANGUAGE
& FOR EXECUTION

Recst 9/5/18
City Attorney RAP Date