

Proposal for 15-68FP, Leak Detection Services



MATCHPOINT

Water. That's the point.

Prepared for: the City of McKinney, TX

Due Date: July 30, 2015

*Original

City of McKinney
Purchasing Department
PO Box 517
1550D South College
McKinney, TX 75069

Dear City of McKinney,

Matchpoint Inc. is pleased to submit the enclosed proposal to conduct leak detection services on approximately 250 miles of pipe. Water is the World's most valuable resource, and we realize the need to preserve it, from a fiscal, humanitarian, and environmental perspective. We, at Matchpoint, pride ourselves on providing a comprehensive solution to ensure that we will reduce the Township's Non-Revenue Water. Our expertise, coupled with top-of-the-line products and technology proves us to be the most qualified candidate for the job.

We are very pleased to submit the attached proposal for your consideration. Our methodology, as outlined in this proposal, will meet and exceed each project objective and deliver the most complete and accurate water loss survey available in the market today.

Sincerely,

Simon Wick
Vice President
Cell: (904) 305-0333
simon.wick@matchpointinc.us

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Attachments:

Recent Letters of Recommendations: Aqua NC, City of Miramar, FL, Otay Water
District, CA
Bid Form
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Consideration of Location of Bidder's Principal Place of Business
Signature Page
Certificate of Insurance

Understanding of the City's Needs

Matchpoint fully understands the needs of the City of McKinney and the importance of solving water leakage. More specifically we can confirm that we are able to comply with all aspects of the bid specifications.

During this project we will localize, pinpoint and confirm as many leaks as possible in the 250 linear miles of water distribution piping using extremely skilled personnel and advanced acoustic leak detection software and products. We will walk and visually inspect the 250 miles of pipe, and test all water that is identified on the ground in close proximity of the water system for the existence of chlorine. We will create a Leak Card, which will include the GPS location, for every leak we confirm and ensure that the City is verbally notified on that same day. We will abide by the City's security standards and procedures while on site.

Matchpoint has performed these services for over 7 years all over the US and in the Caribbean and our methodology, as outlined in this proposal, will meet and exceed each project objective and deliver the most complete and accurate water loss survey possible.

Qualifications of Organization

Matchpoint was founded in 2005 to provide system deployment and integration solutions for water utilities transitioning from manual read to AMR/AMI. As industry awareness increased and the sustainability movement gained ground Matchpoint found itself in a unique position. Our system integration business was providing solutions for "apparent water loss" but we had no tools for addressing "real water loss." Our business team scoured the planet in search of the finest minds and technologies and packaged them to launch our Water Asset Management (WAM) business in 2008. We are now convinced that we can offer our clients a comprehensive Water Loss Recovery solution, Leak Detection survey, and informative reporting.

Since establishment, we have offered a comprehensive package for managing water assets and for reducing Non-Revenue Water. We specialize in leak detection services, training and product sales, District Metered Area solutions, Turn-Key NRW Recovery and Control solutions, flow and network analysis and product sales, large meter testing and revenue enhancement services.

Some of our company accomplishments and qualifications include:

- Successfully executed 100's of leak detection surveys
- Surveyed over 15,000 miles collectively
- 65 years of combined experience
- Confirmed thousands of leaks
- Total leaks confirmed have saved more than 12 billion gallons of water per year!
- Trained 100's of water companies in the art of Water Loss Recovery and Control

Firm Profile:

Number of Years in Business

10 total
7 years for WAM business

Areas Serviced

United States, Caribbean

Number of Employees

20

Equipment

Primayer, exclusive distributor
Hydreka, exclusive distributor
Rycom, approved distributor

Company Name

Matchpoint Water Asset Management

Company Headquarters

215 Racine Drive, Suite 201
Wilmington, NC 28403

Company Telephone

(910) 509-7225

Company Executive

Barry Hales, President

Contact Person

Simon Wick, Vice President

*****Please note that although our headquarters is in North Carolina, we also have an office in Fort Worth, TX.***

Experience of Personnel

While we are heavily invested in our water loss prevention products, our people are our greatest asset. Matchpoint's culture recruits exceptional talent and maintains highly qualified and experienced personnel. Below is information on our key personnel.

Simon Wick, Vice President

An internationally recognized expert in the field of non-revenue water, Simon came up through the ranks of Water UK and over his tenure rose to the position of Chief Inspector. When Simon left Water UK, he left behind the lowest ever recorded level of water loss the company had witnessed. Matchpoint was introduced to Simon during a facilities tour of Leak Detection equipment manufacturers. His personal and professional skill set made him the perfect candidate to launch our North American business. In 2009 Simon joined Matchpoint to share his knowledge in the US with immediate results demonstrating to utilities how they can partner to reduce their NRW. He has been involved in the DMA design, implementation, management, and monitoring of leak detection work including correlations, testing, planning, and implementing the latest technology; while ensuring that current regulations are met by utilities. Simon has led all Matchpoint Water Loss Recovery projects since he started with Matchpoint.

Training and Certifications: NVQ level 2: water distribution, NVQ level 3 customer service, EU and US Water Asset Management; A member of AWWA, GRWA, GAWP and has been awarded a Bachelor's Degree in Engineering Management.

Simon will act as your Account Manager for this project ensuring that this project is a complete success.

Rich Gincel, Support Services Director

Rich was recruited to Matchpoint from United Utilities. His diverse background and knowledge of mechanical and digital efficiency make him a key figure within the organization. He is "MacGyver" and "Q" all rolled into one: the developer of new tools and applications, the keeper of the store, and the digital "go to" guy. He has 15 years in AMR/AMI integration and application of technology in the water industry. He has consistently led the field in creatively applying technology to existing infrastructure throughout his career.

Training and Certifications: EU and UK Water Asset Management, Certified Trainer in Badger Meter Orion Metering Reading System, Conducted over 100 Orion Reading System Trainings throughout Southeast U.S, Supports over 100 AMR Meter Reading Systems, Web presence and development manager, Internal IT Manager, Internal & External Telecom Manager, Manager of Tech Support Team

Jan Rucker, Field Operations Manager

Jan came up through the MATCHPOINT apprenticeship program. His keen understanding of the industry, along with a thirst for technology put him on a fast track to lead the field operations at Matchpoint. Jan travels extensively to our manufacturing partners' facilities and functions as the leader for field applications of Leak Detection product and practices. Jan has vast amount of experience in the field of leak detection, meter testing, meter installation, and project management. Jan supervises all leak detection and meter testing projects, as well as leading DMA management projects. Jan continues to have an active roll in completing on-site leak detection service jobs, product and leak detection methodology training (both on-site and classroom), and provides technical assistance to our customers and Area Account Managers.

Training and Certifications: OSHA General Industry (30-Hour Safety), Confined Space/Permit Required Safety Training, Meter Testing Certification, EU and US Water Asset Management, Matchpoint Certified

Operator, Matchpoint Certified Trainer, Leak Detection Certified Technician, Trimble GPS operation and data management, Insertion Flow Meter Training, NRW/DMA Management , Pipe location training

Tony Popolo, Operations Coordinator/GIS Manger

Tony was recruited by Matchpoint 4 years ago to develop our GPS/GIS program. His knowledge, gained over a decade, of experience in GPS/GIS consulting and project coordination have proven valuable to our internal and external customers. His leadership skills soon propelled him to the position he occupies today. Intensity, and a quest for perfection in all things data, make Tony a trusted advisor to the field and an industry leader in GIS applications in water. Recently, Tony has broadened his role into the expanding water asset management portion of the company through: project scheduling, client coordination, planning, estimating, and logistics. He is also actively engaged in the research and development of the company's future endeavors regarding other utility services and products.

Training and Certifications: OSHA 30-hour safety training certification, U.S.A.C.E. QA/QC requirements certificate, level 2 certified survey technician, EU and US Water Asset Management and has additional training in Trimble GPS software and equipment as well as manufacturers' software and installation training for various metering technologies.

Ariel Fernandez, Support Services Manager

Ariel was chosen out of our AMR/AMI group to learn the water assent management craft. His extensive travel on Matchpoint's projects throughout the Caribbean and North America has given Ariel access to the finest minds and technology in the industry. Ariel has a vast amount of experience in the field of meter installation, meter testing, leak detection, and project management. Currently, Ariel is responsible for all Technical support of Primayer and Hydreka product sales including customer demonstrations, presentations, and all support needs. Ariel also conducts all internal/external leak detection and water asset management training. Ariel is dedicated to promoting Matchpoint and their ambitions to ensure that every gallon of water collected from the environment is accurately accounted for and that the consumers have the information necessary to ensure maximum efficiency.

Training and Certifications: Confined Space/Permit Required Safety Training, EU and US Water Asset Management, Matchpoint Certified Operator, Matchpoint Certified Trainer, Leak Detection Certified Technician, Trimble GPS operation and data management, Insertion Flow Meter Training, NRW/DMA Management Pipe Location training

Ian Pierce, NRW & DMA Engineer

Ian is the NRW & DMA Engineer of Water Asset Management for Matchpoint, and can offer over 8 years experience in Water Loss Recovery & Control practices, including DMA and Pressure Management Schemes.

After graduating with a Mechanical Engineering degree, Ian joined Water System Optimization where he was responsible for collecting and analyzing pressure and flow data for water utilities that outsource NRW reduction activities, such as annual water audits, leakage management and DMA's. Ian utilized equipment such as insertion mag-meters, digital and analogue data loggers, and pressure reducing valve controllers.

Ian joined Consolidated Water in 2005 on Performance based NRW contract in Nassau, Bahamas. The team successfully reduced Nassau, Bahamas NRW by 1 MGD and maintained the reduction in NRW for a one-year period. Ian was involved in installing and maintaining wireless GSM data loggers to monitor pressure and flow data, pressure reducing valves with time modulated controller's to reduce night time pressures, and full bore mag meters to monitor pressure zones. Ian analyzed pressure and flow data on daily basis to maintain both the active leakage control program and pressure management schemes. Ian

also completed monthly and weekly reports that prioritized deployment of leakage technicians measuring their performance by DMA and calculated NRW saving from pressure management schemes. Ian provided training to the utility staff on operating and maintaining active leakage control programs and pressure management schemes.

Ian Joined Matchpoint in 2014 and has successfully led a number of NRW performance contracts and Pilot DMA study's as well as our recent contract with Mckim and Creed in GA and our current contract in Limestone, AL. OSHA 30-hour safety course and confined space training.

Training and Certifications: Degree in Mechanical Engineering, EU and UK Water Asset Management, OSHA General Industry (30-hour Safety), SCADA & GIS Software

David Gunderson, Engineer/Project Manager

David is a valuable asset to our team, as he can offer 30 years of experience in leak detection and the water industry. Before David joined Matchpoint, he worked for ADS Environmental services. He has extensive field experience in meter tests, district measurements, flow and pressure measurements, loss of head tests, fire flow tests, hydraulic gradients, and pump tests. He has conducted engineering studies, hydraulic field tests, trunk main surveys, and leakage surveys across the U.S. He has assisted over 300 municipalities in water conservation techniques, water audits, leak detection, and hydraulic field measurements.

Training and Certifications: Bachelors of Science Degree in Civil Engineering, EU and UK Water Asset Management, Leak Detection Certified Technician

Justin Godsey, Project Manager

Work ethic and leadership opened the door to becoming Project Manager for Justin. His path through the Matchpoint ranks showed him to be a quick learner, strong organizational skills, and a problem solver. He currently has over 5 years of experience in the water industry. His team was chosen to lead the DFW project due to its complexity, restrictions, and high visibility.

Training and Certification: OSHA General Industry (30-Hour Safety), Confined Space/Permit Required Safety Training, and the current GHS System used for placarding HAZMATS in accordance with NFPA 704, EU and US Water Asset Management, Matchpoint Certified Operator, Leak Detection Certified Technician, Trimble GPS operation and data management, Water Main Construction and Repair, Fire Hydrant Training and Repair, Flow and Hydraulics Knowledge, First Aid/CPR, Insertion Flow Meter Training, Pipe Location training

Austin Deaver, Project Manager

Austin was recruited by Matchpoint for his industry knowledge, his attention to detail, his strong communication skills, and his ability to lead. His extensive knowledge in meter installation makes him an asset to our team; there is no metering question that Austin can't answer. He is also thoroughly knowledgeable in leak detection methodology and practices. Austin has been essential to the success of many MATCHPOINT projects.

Training and Certifications: OSHA General Industry (30-Hour Safety), Confined Space/Permit Required Safety Training, EU and US Water Asset Management, Matchpoint Certified Operator, Leak Detection Certified Technician, Insertion Flow Meter Training, Pipe Location Training, Trimble GPS operation and data management

KJ Williams, Project Manager

Matchpoint was lured by KJ's vast knowledge of the water industry, as well as by his eagerness to learn, and hard work ethic, and thus he was recruited to assist our Project Managers. KJ quickly became an expert in leak detection methodology and practices. He currently has 3 years of experience in the water industry and continues to support our team in an exceptional manner. He is trained in using the latest advancements in leak detection technology, which aid in our efforts to pinpoint every possible leak. He has supported us in various projects over the past two years. One recently completed project he was involved with was Miramar, FL, where 298 confirmed leaks were located, and a total of 2,790 gallons per minute of leakage were recovered.

Training and Certifications: OSHA General Industry (10-Hour Safety), Confined Space/Permit Required Safety Training, EU and US Water Asset Management, Matchpoint Certified Operator, Leak Detection Certified Technician, GPS collection and data management, Pipe Location Training

Edwin Hernandez, Leak Detection Technician

Edwin was recruited for his ability to learn new skills quickly and efficiently. His military background allows him to adapt quickly to the requirements of any project as well as effectively assess and resolve any issues that may arise. Through experience and training, he has gained a thorough understanding of leak detection methodology and practices. He has assisted our crews on several projects including 1100 miles of pipe for PRASA in Puerto Rico where over 1000 leaks equating to over 1000 GPM were pinpointed and confirmed.

Training and certification: OSHA General Industry (10 hour safety course), MWAM Safety Training, MWAM certified Leak Detection Technician

****One or more of our Project Managers will be allocated to your project and will be your day-to-day contact for the duration of the work.**

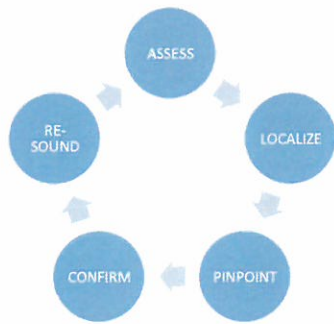
General Plan and Sequence of Work

Project Approach

The project approach and methodology we implement has proven results and has been designed to ensure as many leaks are confirmed, pinpointed, and located as possible. We chose the precise strategy and select the correct technology specific to each projects' needs. We have the complete range of acoustic technology ready to utilize at any time from the industry standard electronic listening stick, acoustic noise loggers, and real and non-real time correlators to hydrophone sensors for PVC and large mains leak detection.

Our Leak Detection Strategy:

We follow a very strict strategy plan, as below:



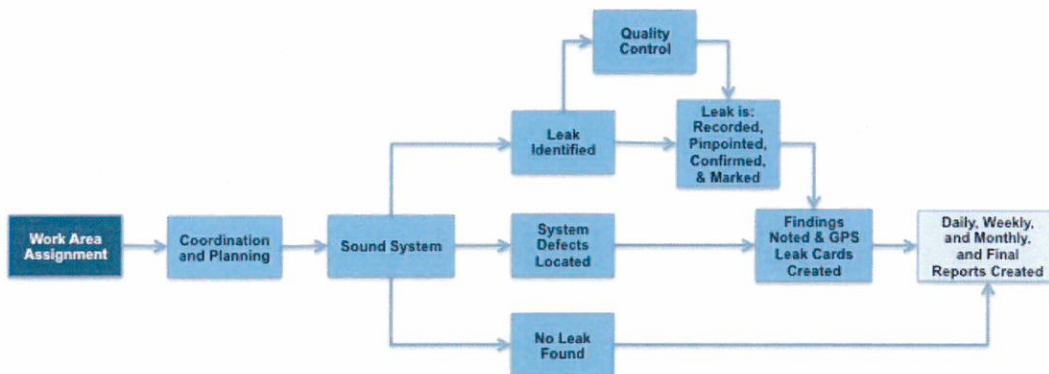
Our strategy ensures your system is thoroughly surveyed, with the outmost precision. After each leak is repaired we will re-sound to check for any un-masked or new leaks that may be present.

Daily Workflow Plan

- Execute a safety meeting
- Assess each area to be surveyed
- Sound, as per the bid specifications any given area either with an advanced electronic listening stick OR acoustic noise loggers. (Noise loggers are especially effective in noisy area's where sounding during normal working hours is difficult due to excessive ambient noise)
- Record any leak noise
- Pinpoint each suspect leak using real and non-real time correlators
- Confirm each leak (results in fewer "dry holes")
- Record, electronically, the location (including GPS details) and assess details of each leak and physically mark the site on the ground, as per the bid specification
- Report all urgent leaks as per the bid specification
- Send a written report weekly to the representative of choice
- Execute all works at the highest level of health and safety standards (OSHA safety standards)

Workflow Plan:

See the specific workflow plan, below that we will follow for this project.



Description of Survey Methodology

All services will be executed to meet, and very often exceed, the best practices listed in the AWWA Manual of Water Supply Services (M36). Our strategy has proven results ensuring that no stone is left unturned.

Before we start the survey itself we will meet for a pre-construction meeting and ensure that:

- Each party is fully aware of each others needs
- Each Party has a single point of contact and reporting procedure/frequency
- All GIS/Maps are available and assessed together with general system information
- We establish and agree normal working hours
- We establish and agree on all operational procedures
- We re-verify contract details

We will use our workflow plan mentioned on the previous page to carry the following tasks.

I. Initial Survey



The initial survey will be executed using either acoustic noise loggers or an electronic listening stick. We will select the most efficient and effective solution for each area based on pipe material and other factors. If loggers are used we will utilize the acoustic noise loggers in Lift-N-Shift mode, which is the quickest and most effective way of surveying most distributions systems.



We will deploy these loggers on your network at relevant and sensible spacing (as close as possible on PVC mains and no greater than 500 feet apart on AC & Metallic Mains) to ensure that we comprehensively cover any area in question.

In any busy areas, for PVC pipe, or other suspect areas we will sound EVERY service and fitting available with an electronic listening stick/ground microphone and/or acoustic noise loggers.

NOTE: The acoustic noise loggers listen at night when the distribution system is at its highest pressure and the ambient noise/usage are at their lowest. This results in us often finding leaks that would otherwise be missed using traditional methods. The acoustic noise loggers and electronic listening sticks also work independently from one another-- again finding more leaks than with traditional correlation survey methods.

The Phocus 3 acoustic leak detection loggers we deploy, have an added benefit of being able to record actual leak noise on every logger each night; thus, significantly reducing any false alarms caused by ambient noise, electrical interference or usage.

II. Pinpointing Phase

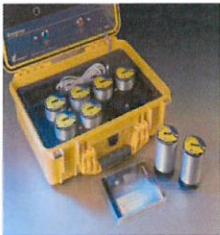


After the initial survey we execute the pinpointing phase in order to determine the legitimacy and exact location of leak noises discovered. This takes a combination of skill and the most precise equipment available to be successful. A leak noise real-time correlator and/or a ground microphone system will be used to pinpoint potential leaks identified during the localizing stage. Traditionally, the suspected leak is narrowed down to between two access points, such as two valves or hydrants. The accelerometers (sensors) will be placed on each of the two access points on either side of the suspect pipe section. Then, basic information such as pipe material, pipe size & length is entered into the base unit of the correlator. If a true leak is present, then it will be displayed on the base unit detailing the distance of the leak from each accelerometer.

For difficult leaks to pinpoint:



During this pinpointing phase, for more difficult jobs and/or complex sites, we also use Non-Real time correlating noise loggers. Examples of when this equipment could be used includes: very busy intersections, often with multiple pipes, and/or very quiet leaks, which are difficult to correlate during normal working hours. These are a very useful addition to our leak detection tools and offer an advanced pinpointing system that is extremely useful for assisting the leakage detection process where needed.



The results can also be used to 'back-up' daytime correlations where needed to ensure that our correlations are as accurate as possible; avoiding unnecessary 'dry holes'.

For Pinpointing Leaks on PVC or Large Mains:



Even the best correlators on the market struggle to perform effectively on PVC pipe and large mains (16" and above). This is due to the fact that, traditionally, accelerometers (sensors) are deployed on pipefittings within the distribution system and they 'listen' to the leak noise via the noise travelling along the pipe wall. For PVC pipes and large mains (even large metallic mains) this noise does not travel far and thus most correlations are not effective in these conditions.

This is why we utilize, where needed, the Primayer Enigma hy-Q hydrophone based, Non-Real time leak noise correlating system. This proven technology, and the Enigma hy-Q, can pinpoint leaks that other correlators cannot. It uses 'wet' fittings to listen to the leak noise traveling in the water not the pipe wall. *NOTE: Access to FH's and/or other 'wet' fittings will be required to utilize this equipment on site.*

III. Pinpointing Phase- Confirmation



Each time any leak is highlighted in the pinpointing process the leakage technician will verify this result is as correct and as accurate as possible by carrying out the confirmation process.

We use a combination of skills and equipment in this process using an advanced ground microphones and listening sticks, carrying out visual checks. This part of the process is the most critical and greatly increases the accuracy of our work and in return reduces false excavations known as 'dry holes'; thus saving you time and money.






Equipment Management/Selection

We utilize the best leak detection equipment in today's market. More specifically, Matchpoint utilizes Primayer, Hydreka, Rycom, and FCS products and DMA design/consultation to carry out all leak detection surveys and services. Our equipment was selected from the finest manufacturers on the planet and is treated as such. Our equipment is stored in our highly specialized facility in Nashville, TN where it is continually cleaned, tested, calibrated, and meticulously maintained so that it is ready for use at a moments notice. Our equipment selection program is comprehensive and specific to the exact needs of our client. The program begins after the assessment has taken place and management has completed his/her selection of a specialized team to execute the project. From there, the Project Manager goes to Nashville to meet with the Director of our Support Center where the mission is explained and the selection process begins. Matchpoint is very deliberate when selecting equipment for a project in order to meet both our client's and our own expectations for accuracy and success. Our support center director then distributes the equipment for the specific purpose intended. We are just as thorough at the end of a job as we are when we commence one, so, the procedure for returning equipment is just as premeditated. The equipment is returned to our Support Center Director who then cleans, tests, calibrates, loads any software updates, and returns it to its assignment location, ensuring that each device is ready and waiting for the next deployment.



List of Reserved Equipment for this Project:

At a minimum, the equipment listed below will be available for this project.


Equipment Type	Brand/Model No.	QTY	Visual Representation
Acoustic Noise Loggers	FCS Permalog+ and/or Primayer Phocus 3 Loggers	50	
Noise Logger Receiver	FCS Patroller and/or Primayer Communication Module	1	
Advanced Noise Correlator	FCS AC Digital, FCS TriCorr and/or Primayer Eureka 3	1	

Non-Real Time Advanced Correlating System	FCS SoundSensi and/or Primayer Enigma System	1	
Advanced Non-Real Time Correlating System	Primayer hy-Q (for all PVC pipes and pipes over 16" diameter)	1	
Electronic Listening Sticks	FCS B-Mic and/or Primayer Mikron Alpha	1	
Advanced Electronic Ground Mic	FCS X-Mic and/or Primayer Mikron Gamma	1	
Box Locator/Pipe Tracing Equipment	Rycom Stick 3	1	
GPS Location Equipment	Trimble R1 GPS Location Equipment	1	
Vehicles	Ford F150	1	

Reporting

- I. **Daily:** A "Leak Card" will be provided on a daily basis to accompany all located and confirmed leaks and will include leak details such as leak location and estimated water loss. Our skilled leak detection personnel use the Db level (minimum consistent noise level), frequency (Hz), pipe material, pipe diameter, distance of contact point from the actual leak, their skill and experience to conservatively estimate the volume in GPM (Gallons per minute) of each leak. If supplied with the specifics of each leak when fully exposed then we would be able to enter this into our proven spreadsheet to accurately determine the real value of each leak. *See an example of a "Leak Card" below.*

Water Asset Management Water. That's the Point.		MATCHPOINT, INC		215 Racine Dr. Suite 201 Wilmington, NC 28403	
LEAK DETECTION SURVEY REPORT					
ORDER TYPE:	SURVEY <input type="checkbox"/>	RECHECK <input checked="" type="checkbox"/>	MISSED LEAK <input type="checkbox"/>	LOCATION ERROR <input type="checkbox"/>	SPECIAL REQUEST <input type="checkbox"/>
LEAK URGENCY	MINIMAL <input checked="" type="checkbox"/>	MODERATE <input type="checkbox"/>	IMMEDIATE <input type="checkbox"/>	SYSTEM -PSI _____	
LEAK ADDRESS/ DATE AND TIME DISCOVERED	433 Robin Ln.				
LEAK CONNECTION TYPE	MAIN <input checked="" type="checkbox"/>	SERVICE <input type="checkbox"/>	FITTING <input type="checkbox"/>	CSL <input type="checkbox"/>	
FITTING TYPE	"IF CHECKED" VALVE <input checked="" type="checkbox"/>	HYDRANT <input type="checkbox"/>	CURB-STOP <input type="checkbox"/>	OTHER <input type="checkbox"/>	
PIPE MATERIAL	METAL <input type="checkbox"/>	D.I. <input type="checkbox"/>	C.I. <input type="checkbox"/>	G.I. <input type="checkbox"/>	COPPER <input type="checkbox"/>
	PLASTIC <input type="checkbox"/>	PVC <input type="checkbox"/>	SDR <input type="checkbox"/>	C-900 <input type="checkbox"/>	HDPE <input type="checkbox"/>
PIPE SIZE	AC <input type="checkbox"/>	OTHER <input type="checkbox"/>	UNKNOWN <input checked="" type="checkbox"/>		
LEAK DETECTION METHOD	SOUNDING <input checked="" type="checkbox"/>	PERMALOGS <input type="checkbox"/>	CORRELATION <input type="checkbox"/>		
VISIBLE WATER	YES <input type="checkbox"/>	NO <input checked="" type="checkbox"/>	MARKED UP	YES <input checked="" type="checkbox"/>	NO <input type="checkbox"/>
LEAK SUBMITTED	YES <input checked="" type="checkbox"/>	NO <input type="checkbox"/>	PERSON SUBMITTED TO _____		
LEAK GPS COORDINATES	LAT 33.43567	LONG		-84.181812	
REPAIRED	YES <input type="checkbox"/>	NO <input checked="" type="checkbox"/>	DATE REPAIRED _____		
LEAK RATE ESTIMATE	GALLON PER MINUTE	10.00	LEAK DESCRIPTION		
	GALLONS PER DAY (24 HOUR)	14,400.00	Leak appears to be on main.		
	GALLONS PER MONTH (30 Day)	432,000.00			
	GALLONS PER YEAR	5,256,000.00			



COMMENTS: Leak appears to be on main

LEAKAGE TECH: Brian Carey TIME: 11:30 a.m. DATE: 11/18/14

- II. **Weekly:** A weekly progress report will be provided on a weekly basis. The report will include the following:
- Map showing the survey progress
 - Log of the location and estimated loss of the total confirmed leaks to date
 - Details of the areas surveyed
- See example of the weekly progress reports below:*

Detailed Report Tab:

Project: Eatonton-Putnam Water and Sewer Authority		Date: Week Ending: 10/18/2013									
LEAKS LOCATED:										Technician: KJ/BC/JR	
Week No.	Week Ending	Days Spent	Single Man Hrs Spent	Approx Miles Covered	Approx. No of Fittings Sounded	Mains	Service Pipe	Fittings	CSL's	Total No of Leaks	
1	4-Oct	5	92	24	544	1	5	6	0	12	
2	11-Oct	5	64	26.7	605	1	3	3	0	7	
3	18-10	2	28	10	160	0	3	0	0	3	
Total		12	184	62.7	1,309	2	11	9	0	22	

Leak Info Tab:

9	10/3/2013	S Jefferson / Agnes	Fitting	Minimal	Yes					3
10	10/3/2013	105 Concord	Fitting	Minimal	NO					1
11	10/4/2013	119 Resseau Cir	Service	Minimal	Yes					10
12	10/4/2013	904 Oak St.	Service	Minimal	NO					5 Line will be abandoned
Weekly Estimated GPM										46.5
Week 2:										
13	10/7/2013	307 N. Madison St.	Hydrant	Immediate	No					15 Customer well aware of leak
14	10/7/2013	109 Whipporwill Dr.	service	Moderate	Yes					5 leak on service line near tap
15	10/8/2013	corner of Lafayette St and Wayne St	Hydrant	Minimal	NO					1 Hydrant leak, not visible
16	10/9/2013	404 N. Jefferson St	Service	Moderate	NO					5 leak on service line near meter
17	10/9/2013	307 Magnolia St	Hydrant	Moderate	NO					1 Hydrant leak, not visible
18	10/9/2013	309 Winchester Rd	Service	Moderate	NO					1 leak on service line near meter
19	10/10/2013	416 N. Maple	Main Line	Immediate	Yes					22 leak has already been fixed
Weekly Estimated GPM										50.0
week 3										
20	10/14/2013	112 Sam Farley West	service	Moderate	Yes					2 leak on service line near meter
21	10/15/2013	112 Sunnydale Dr	service	Moderate	NO					7.0 leak on service line near meter
22	10/15/2013	117 Sunnydale Dr	service	Moderate	NO					2.0 leak on service line
Weekly Estimated GPM										11.0
Total Estimated GPM										107.5

GPS Data Tab:

Utility	Leak Address	Leak Number	Leak Type	Urgency	Pipe Material	Pipe Size	LDMethod	LeakDate	LeakTime	TOD	Tech	Water	Up	Submitted	Latitude	Longitude
Eatonton-Putnam	Industrial Blvd.-Horton Homes	1	Fitting	Minimal	N/A	N/A	Sounding	9/30/2013	9:33	AM	KJ	YES	YES	YES	33.30173	-83.3806
Eatonton-Putnam	116 Striblings St	2	Service	Minimal	N/A	N/A	Sounding	10/1/2013	9:01	AM	KJ	YES	YES	YES	33.32048	-83.3948
Eatonton-Putnam	101 Jackson St	3	Main Line	Minimal	N/A	N/A	Sounding	10/1/2013	10:29	AM	KJ	YES	YES	YES	33.32243	-83.3924
Eatonton-Putnam	111 Pleasant Hill Dr.	4	Fitting	Minimal	N/A	N/A	Sounding	10/1/2013	11:15	AM	KJ	NO	YES	YES	33.32153	-83.396
Eatonton-Putnam	125 Old Glenwood Springs Rd	5	Service	Minimal	N/A	N/A	Sounding	10/1/2013	2:26	PM	KJ	NO	YES	YES	33.31429	-83.3951
Eatonton-Putnam	331 New St.	6	Fitting	Minimal	N/A	N/A	Sounding	10/2/2013	3:38	PM	KJ	NO	YES	YES	33.32327	-83.3714
Eatonton-Putnam	245 MLK	7	Fitting	Minimal	N/A	N/A	Sounding	10/2/2013	3:24	PM	KJ	NO	YES	YES	33.32247	-83.3799
Eatonton-Putnam	245 MLK	8	Service	Minimal	N/A	N/A	Sounding	10/3/2013	8:55	PM	KJ	NO	YES	YES	33.32271	-83.3796
Eatonton-Putnam	S Jefferson / Agnes	9	Fitting	Minimal	N/A	N/A	Sounding	10/3/2013	9:20	PM	KJ	NO	YES	YES	33.32249	-83.3853
Eatonton-Putnam	105 Concord	10	Fitting	Minimal	N/A	N/A	Sounding	10/3/2013	11:27	PM	KJ	NO	NO	YES	33.3192	-83.3747
Eatonton-Putnam	119 Resseau Cir	11	Service	Minimal	PVC	N/A	Sounding	10/4/2013	9:52	PM	KJ	NO	NO	YES	33.31701	-83.3765
Eatonton-Putnam	904 Oak St.	12	Service	Minimal	STEEL	2"	Sounding	10/4/2013	1:20	PM	KJ	NO	NO	YES	33.35402	-83.3856
Eatonton-Putnam	307 N. Madison St.	13	Hydrant	Minimal	N/A	N/A	Sounding	10/7/2013	12:45	PM	KJ	YES	YES	YES	33.32947	-83.3918
Eatonton-Putnam	109 Whipporwill Dr	14	Service	Minimal	N/A	N/A	Sounding	10/7/2013	1:17	PM	KJ	NO	YES	YES	33.32657	-83.4037
Eatonton-Putnam	Corner of Lafayette and Wayne	15	Hydrant	Minimal	N/A	N/A	Sounding	10/8/2013	1:59	PM	KJ	NO	YES	YES	33.32739	-83.3937
Eatonton-Putnam	404 N. Jefferson St	16	Service	Minimal	N/A	N/A	Sounding	10/9/2013	6:49	AM	KJ	YES	YES	YES	33.33061	-83.3906
Eatonton-Putnam	307 Magnolia St.	17	Hydrant	Minimal	N/A	N/A	Sounding	10/9/2013	10:33	AM	KJ	NO	YES	YES	33.33151	-83.3866
Eatonton-Putnam	309 Winchester Rd	18	Hydrant	Minimal	N/A	N/A	Sounding	10/9/2013	11:09	AM	KJ	YES	YES	YES	33.33172	-83.4019
Eatonton-Putnam	416 N. Maple Ave	19	main Line	Immediate	steel	2"	Sounding	10/10/2013	9:43	AM	KJ	YES	YES	YES	33.33133	-83.3947
Eatonton-Putnam	112 Sam Farley West	20	Service	Minimal	N/A	N/A	Sounding	10/14/2013	2:08	PM	KJ	YES	YES	YES	33.32086	-83.4138
Eatonton-Putnam	112 Sunnydale Dr	21	Service	Minimal	N/A	N/A	Sounding	10/15/2013	8:16	AM	KJ	YES	YES	YES	33.32705	-83.4036
Eatonton-Putnam	117 Sunnydale Dr	22	Service	Minimal	N/A	N/A	Sounding	10/15/2013	2:27	PM	KJ	NO	YES	YES	33.32712	-83.4045

III. **Final:** A final report will be prepared and submitted within 30 days of completing the survey. The final report will include:

- Summary of the survey
- Description of the methodology
- Summary of the leaks
- A digital spreadsheet file of a table summarizing the individual leak reports
- A detailed map of individual leak location accompanied with GPS coordinates

Timing

We will complete the work, as outlined in the bid documents, within 180 days from the issuance of the notice-to-proceed. We estimate the project will take 120 days to complete once the notice-to-proceed is received. Please see the proposed time schedule on the following page.

Past Performance of Similar Work

Please see below a list of projects of similar size and scope. These references are also listed on the "References" form as provided by the City. A complete list of all our references is available upon request.

Customer	Knoxville Utilities Board, TN	Dallas Fort Worth International Airport, TX	City of Miramar, FL	Limestone, AL
Contract Type	Leak Detection/System Survey	Leak Detection Survey	Leak Detection/System Survey	Leak Detection Survey
Contract Scope	266.65 miles LDS	5 weeks/123 miles LDS	79.1 + 85 miles LDS	1,200 miles LDS
Contact Name	Ted Tyree	Walter Nix	Stephen Glatthorn	Byron Cook
Contact Info	(865) 558-2743 ted.tyree@kub.org	(972) 973-3615 wnix@dfwairport.com	(954) 883-5143 sglatthorn@ci.miramar.fl.us	bcook@lcwsa.com ; 256-233-6448

Knoxville Utility Board, TN

This project was initially awarded for leak detection services of 211 miles of CI pipe in the oldest part of the city area. Within a week of starting this contract, we agreed to change the scope of work to include all pipe materials in any given area as we were identifying leaks that were out of the initial contracted area. Therefore, the project was expanded to include an additional 55.65 miles of pipe. Performance and schedule were very important to this customer and we delivered, maintaining our reputation of exceptional customer service. **A total of 50 distribution leaks were confirmed. These leaks totaled a conservative 441.5 gallons per minute or 635,760 gallons per day water loss recovered.**

Dallas Fort Worth International Airport, TX

This project was awarded for leak detection services of 123.1 miles of distribution system in 5 weeks. **Matchpoint was able to confirm a total of 19 distribution leaks (10 mains, 2 services, 7 fittings). These leaks are conservatively estimated to account for approximately 181 gallons per minute.** This project is mentioned due to it's complexity, security, and high visibility.

City of Miramar, FL

This initial project was awarded for leak detection and system survey of 79.1 miles of distribution pipe. **Matchpoint discovered 319 leaks, 289 were confirmed distribution leaks (281 services, 8 fittings).** The savings was conservatively estimated to be 2,790 gallons per minute. Earlier this year The City of Miramar requested our services again and we executed a leak detection survey on an additional 85 miles of pipe resulting in 148 confirmed distribution leaks totaling approx. 342 gallons per minute.

Limestone County Water and Sewer Authority, Athens, AL

This is a current project, which was awarded for a leak detection survey of 1,200 miles of mostly PVC distribution pipe. Matchpoint confirmed 282 distribution leaks and 198 customer leaks to date. **We can conservatively estimate that the total volume of Distribution leaks pinpointed to date will equate to an approximate savings of 682.5 gallons per minute, or 982,800 gallons a day or 29,484,000 gallons per month (30 day), or 358,722,000 gallons per year, once repaired.**



Matchpoint Inc. – Letter of Recommendation

To Whom It May Concern:

Aqua North Carolina contracted with Matchpoint Inc. for leak detection services with reference to a troubled water system in the Chapel Hill area. Emma Quail flawlessly managed the study and the field technician was courteous and efficient. The final report deliverable included clear and concise information that made water system repair seamless for our contractor.

Matchpoint continues to impress Aqua NC with a service oriented approach to leak detection service while being the most affordable company found in the area.

Aqua plans to continue contracting with Matchpoint for water loss detection service among pursuing additional services in the future.

Aqua highly recommends Matchpoint to any municipality or private water owner for leak detection services based on customer service and project efficiency.

Sincerely,

A handwritten signature in black ink, appearing to read "Colton Janes".

Colton Janes, PE
Central Area Manager – North Carolina

May 7, 2015

“Our experience with Matchpoint has been exceptional. Their accuracy rate for detecting and pinpointing leaks has been over 90% so far, which really helped our crews find and fix the leaks efficiently. The return on investment for their services were incredible. They are responsive, thorough, and provide full documentation of their activities. They have the knowledge, experience, and tools to help solve any water loss problems.”

Thanks,

Stephen Glatthorn, P.E.

Utility Engineer | Utilities Department

City of Miramar | 13900 Pembroke Road, Miramar FL 33027

Hours: M – Th 7am – 6pm | F - Closed

O: 954.883.5143 | F: 954.602.3734 | C: 954.268.0433 sglatthorn@miramarfl.gov

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...Dedicated to Community Service

2554 SWEETWATER SPRINGS BOULEVARD, SPRING VALLEY, CALIFORNIA 91978-2004
TELEPHONE: 670-2222, AREA CODE 619 www.otaywater.gov

May 6, 2015

Mr. Simon Wick
Matchpoint Incorporated
215 Racine Drive
Wilmington, NC 28403

Dear Mr. Wick,

The Otay Water District (District) contracted with your firm to perform proactive leak detection services from February 25th 2015 through March 19th 2015. The professionalism from your staff, from project preparation, to the close out meeting was appreciated. Your field staff that performed the leak detection kept us well informed throughout the project. They were always courteous and showed commitment to their work.

The survey found small leaks in our system, that once repaired, had a net positive payback against the cost of the survey. The District looks forward to the opportunity of working with Matchpoint Incorporated again in the future.

Sincerely,

Jake Vaclavek
System Operations Manager
Otay Water District

BID FORM

1. State fixed rate per linear mile for leak detection services as described in minimum specifications.

\$ 179.00 PER LINEAR MILE

2. State one time mobilization fee.

\$ 0

3. State the number of days from mobilization until project completion.

120 DAYS

3. Total Project Cost

\$ 44,750.00

Exceptions (if any): No exceptions.

Acknowledgment of Addenda (if any):

Addendum 1	<u>PH</u>	Date Received	<u>7/28/15</u>
Addendum 2	<u> </u>	Date Received	<u> </u>
Addendum 3	<u> </u>	Date Received	<u> </u>

REFERENCES

List at least three (3) companies or governmental agencies (preferably a municipality) where the same or similar products and/or services as contained in this specification package were recently provided.

Dallas Fort Worth International Airport

COMPANY NAME			
Jake Vaclavek		Water Systems Supervisor	
Contact Person		Title	
PO Box 619428		DFW	
Address		PO Box	
TX	75261	wnix@dfwairport.com	City
State	Zip	e-mail	
972-973-3615			972-973-5608
Phone Number		Fax Number	

Knoxville Utilities Board

COMPANY NAME			
Ted Tyree		Engineer	
Contact Person		Title	
4505 Middlebrook Pike		Knoxville	
Address		PO Box	
TN	37921	Ted.tyree@kub.org	City
State	Zip	e-mail	
865-558-2743			865-558-2556
Phone Number		Fax Number	

City of Miramar

COMPANY NAME			
Stephen Glatthorn		Utility Engineer	
Contact Person		Title	
13900 Pembroke RD		Miramar	
Address		PO Box	
FL	33027	sglatthorn@ci.miramar	City
State	Zip	e-mail	
954-883-5143			954-602-3734
Phone Number		Fax Number	

Limestone County Water and Sewer Authority

COMPANY NAME			
Byron Cook		General Manager	
Contact Person		Title	
17218 Hwy 72 West		Athens	
Address		PO Box	
AL	35612	Bcook@lswsa.com	City
State	Zip	e-mail	
256-233-6448			256-233-6475
Phone Number		Fax Number	

SIGNATURE PAGE

As permitted under Chapter 791 of the Texas Government Code, other governmental entities may wish to participate under the same terms and conditions contained in this contract (i.e. piggyback). In the event any other entity participates, all purchase orders will be issued directly from and shipped directly to the entity requiring supplies/services. The City of McKinney shall not be held responsible for any orders placed, deliveries made or payment for supplies/services ordered by another entity. Each entity reserves the right to determine their participation in this contract. Would bidder be willing to allow other governmental entities to piggyback off this contract, if awarded, under the same terms and conditions?

Yes No

This bid shall remain in effect for ninety (90) days from bid opening and shall be exclusive of federal excise and state and local sales tax (exempt).

The undersigned agrees, if this bid is accepted, to furnish any and all items upon which prices are offered, at the price and upon the terms and conditions contained in the Invitation for Bid, Conditions of Bidding, Terms of Contract, and Specifications and all other items made a part of the accepted contract.

The undersigned affirms that they are duly authorized to execute the contract, that this company, corporation, firm, partnership or individual has not prepared this bid in collusion with any other bidder, and that the contents of this bid as to prices, terms or conditions of said bid have not been communicated by the undersigned nor by any employee or agent to any other bidder or to any other person(s) engaged in this type of business prior to the official opening of this bid. And further, that neither the bidder nor their employees nor agents have been for the past six (6) months directly nor indirectly concerned in any pool or agreement or combination to control the price of any goods or services, nor to influence any person to bid or not to bid.

Matchpoint Inc.
Bidder (Entity Name)


215 Racine Dr., Suite 201
Street & Mailing Address

Wilmington, NC 28403
City, State and Zip

(910) 509-7225
Telephone No.

Sarah@matchpointinc.us
E-mail Address

7-27-2015
Date Signed


Signature

S. Barry Hales
Print Name of Signatory

President
Title of Signatory

(910) 509-7226
Fax No.

(910) 233-6411
Mobile No.

If not the same as above, indicate the city and state that your principal place of business is located:
N/A



CERTIFICATE OF LIABILITY INSURANCE

MATCHP1

OP ID: CP

DATE (MM/DD/YYYY)

07/28/2015

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS 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 George Chadwick-Insurance 3301 Wrightsville Avenue Wilmington, NC 28403-4195 Mickey Southerland, CIC, AAI	Phone: 910-762-2489	CONTACT NAME:
	Fax: 910-763-8006	PHONE (A/C, No, Ext):
		FAX (A/C, No):
		E-MAIL ADDRESS:
	INSURER(S) AFFORDING COVERAGE	
	INSURER A : First Liberty Insurance Corp	NAIC #
	INSURER B : Liberty Mutual Fire Insurance	
	INSURER C : Ohio Casualty Insurance	
	INSURER D :	
	INSURER E :	
	INSURER F :	

INSURED
Matchpoint Inc
215 Racine Drive Ste 201
Wilmington, NC 28403

COVERAGES **CERTIFICATE 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. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
B	<input checked="" type="checkbox"/> GENERAL LIABILITY	X	TB2Z51291447024	09/01/2014	09/01/2015	EACH OCCURRENCE \$ 1,000,000
	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY					DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000
	<input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR					MED EXP (Any one person) \$ 5,000
						PERSONAL & ADV INJURY \$ 1,000,000
						GENERAL AGGREGATE \$ 2,000,000
						PRODUCTS - COMP/OP AGG \$ 2,000,000
B	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY		AS2Z51291447014	09/01/2014	09/01/2015	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000
	<input checked="" type="checkbox"/> ANY AUTO					BODILY INJURY (Per person) \$
	<input type="checkbox"/> ALL OWNED AUTOS					BODILY INJURY (Per accident) \$
	<input type="checkbox"/> HIRED AUTOS					PROPERTY DAMAGE (Per accident) \$
	<input type="checkbox"/> SCHEDULED AUTOS NON-OWNED AUTOS					\$
C	<input checked="" type="checkbox"/> UMBRELLA LIAB		UUO1555256698	09/01/2014	09/01/2015	EACH OCCURRENCE \$ 5,000,000
	<input type="checkbox"/> EXCESS LIAB					AGGREGATE \$
	<input checked="" type="checkbox"/> CLAIMS-MADE					\$
	DED <input checked="" type="checkbox"/> RETENTION \$ 0					
A	<input checked="" type="checkbox"/> WORKERS COMPENSATION AND EMPLOYERS' LIABILITY	N/A	WC6Z51291447055	01/30/2015	01/30/2016	WC STATUTORY LIMITS
	<input type="checkbox"/> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)					OTHER
	<input type="checkbox"/> If yes, describe under DESCRIPTION OF OPERATIONS below					E.L. EACH ACCIDENT \$ 1,000,000
						E.L. DISEASE - EA EMPLOYEE \$ 1,000,000
						E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)
The City of McKinney, its officials, employees, and officers are shown as Additional Insured with respects to the liability arising out of the operations performed for them on behalf of the insured. Waiver of Subrogation applies to the Work Comp. All statements only as in accordance with a written contract.

CERTIFICATE HOLDER	CANCELLATION
CITYMC1	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
City of McKinney c/o Ian Coulbrough P.O. Box 517 McKinney, TX 75070	AUTHORIZED REPRESENTATIVE

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