



## AGENDA

### CHOWCHILLA CITY COUNCIL SPECIAL MEETING

Public Training Room, Chowchilla City Hall - 130 S. Second Street,  
Chowchilla, CA 93610

**Thursday, October 10, 2019 ~ 8:30 AM**

Agendas for all City Council SPECIAL meetings are posted at least 24 hours prior to the meeting at the Civic Center, 130 S. Second St., Written communications from the public for the agenda must be received by Administrative Services no less than 7 days prior to the meeting date.

Any writing or documents provided to a majority of the City Council regarding any item on this agenda will be made available for public inspection at the City Clerk's Counter. In addition, most documents will be posted on the city website at [www.CityofChowchilla.org](http://www.CityofChowchilla.org).

The City of Chowchilla complies with the Americans with Disabilities Act (ADA of 1990). The Council Chambers is accessible to the physically disabled. If you need special assistance, please call (559) 665-8615, ext. 102 at least 4 days prior to the meeting.

#### CALL TO ORDER

Mayor: John Chavez

Mayor Pro Tem: Waseem Ahmed

Council Members: Ray Barragan, Dennis Haworth, Diana Palmer

City staff and contract employees present at the meeting will be noted in the minutes

#### PUBLIC ADDRESS – CLOSED SESSION

This time is reserved for members of the audience to address the City Council on items listed on the closed session agenda only. It is recommended that speakers limit their comments to no more than 3 minutes each. Speakers are asked to please use the microphone and provide their name for the record. Any handouts should be provided to the City Clerk who will distribute them to the Council and appropriate staff.

#### CLOSED SESSION

This time has been set aside for the City Council to meet in a closed session to discuss matters pursuant to Government Code Section 54956.9 (d) (2) and 54956.9. Based on the advice of the City Attorney, discussion in open session would prejudice the position of the City in these matters. The City Attorney will provide a report, in open session, which details any reportable actions following conclusion of the closed session agenda.

**1. Conference with Legal Counsel – Anticipated Litigation – Significant Exposure to Litigation Pursuant to Government Code Section 54956.9 (d)(2)**

Number of Potential Cases: 1

**2. Conference with Legal Counsel – Anticipated Litigation – Initiation of Litigation Pursuant to Government Code Section 54956.9 (Deciding Whether to Initiate Litigation)**

Number of Potential Cases: 1

**OPEN SESSION**

**PLEDGE OF ALLEGIANCE:**

**CLOSED SESSION REPORT:**

**NEW BUSINESS – Section 1**

**1.1 Authorization to Execute a Licensing Agreement with Samsara Networks, Inc. for a Supervisory Control and Data Acquisition (SCADA) Platform in the Amount of \$56,506.72 (Rogers)**

**ADJOURNMENT**

I, Joann McClendon, CMC, City Clerk, do hereby declare under penalty of perjury that the foregoing agenda was posted at the Chowchilla City Hall, 130 S Second Street, Chowchilla, CA and made available for public review on this 8th day of October, 2019 at or before 8:00 p.m.

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Joann McClendon, CMC  
City Clerk



## REPORT TO THE CITY COUNCIL

Special Meeting of: October 10, 2019

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**AGENDA SECTION:** New Business

**SUBJECT:** Authorization to Execute a Licensing Agreement with Samsara Networks, Inc. for a Supervisory Control and Data Acquisition (SCADA) Platform in the Amount of \$59,506.72

**PREPARED BY:** Jason Roger, Director of Public Works

**ATTACHMENTS:** Quote, Agreement will be presented at the meeting

REVIEWED BY ADMINISTRATOR

REVIEWED BY ATTORNEY

REVIEWED BY FINANCE

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### **RECOMMENDATION:**

City staff recommend that the Council authorize the City Administrator or designee to execute a licensing agreement with Samsara Networks, Inc. for a five year term for a SCADA platform.

### **BACKGROUND:**

SCADA technology is a system of sensors and feedback controls that help automate processes. SCADA is the industry standard control system in everything from infrastructure to industrial processes. The feedback systems that SCADA provides allows, for example, a chlorine pump to vary its output to correspond to the output of a well, or for a well to vary its output to keep City water pressure constant. Sensors provide real time measurements of energy usage, pressure, chlorine residual and depth of water in a well among other system properties.

Since the City does not have a SCADA system currently in place, there is no connectivity to other wells and as a result, no network balance across the system. In December 2018, the City's Engineer contracted with a sub-consultant, Electrical Power Systems, Inc. (EPS), to begin the process of designing a SCADA system for the City's water, sewer and storm drainage infrastructure systems. The basis of the design was a standard Ignition SCADA system with PLC's and cellular modems at the sites.

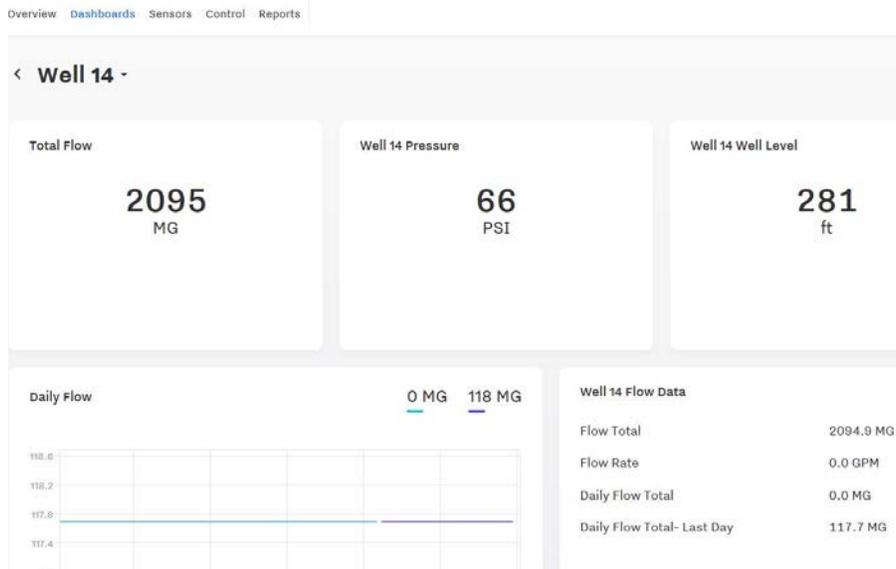
### **REASON FOR RECOMMENDATION:**

After reaching the 80% completion phase of the design and further review of the City's sites, it was determined the SCADA system being designed would be extremely costly for the City to implement. The cost to install this traditional design was estimated at \$805,000. As the City only had \$400,000 budgeted for SCADA, investigations were performed in order to find alternate solutions.

Samsara Networks, Inc., is a relatively new company, founded in 2015, that offers a cellular modem package with I/O (input/output) and Ethernet communication in a low cost format with a web based SCADA interface. Their pricing includes all hardware, software, licensing, cellular service and a web based simple SCADA package that would be beneficial to the City of Chowchilla. The quote provided by Samsara is \$59,506.72 for 17 sites with 66 months software licensing (6 months free licensing for installation). This is roughly 7.5% of the cost of \$805,000 estimate of the traditional design.

San Jose Water Company, Cobb Area Water District, Madera Valley Water Company and a growing number of other agencies have started using the Samsara equipment and platform successfully at their well sites. Included at these sites are energy, vibration and temperature monitors. City Staff reached out to these agencies and received positive responses back from them, with several stating that Samsara offered the best value.

In addition to reaching out to agencies currently using the Samsara platform, Samsara provided the City a no-cost four-month trial that was performed at Well 14, Amador sewer lift station and the wastewater treatment plant. The trial was able to successfully provide real-time visibility, monitoring and alerts at these sites.



In order to ensure that the City performed its due diligence, staff reached out to other firms that provide similar services. Staff reached out to one of the market leaders in HMI (Human-machine-interface) SCADA and another cloud based system similar to Samsara. The City either received limited response or no response with additional research showing that Samsara was the significantly cheaper and more responsive option.

The pros of the Samsara are low cost, regular software upgrades, IoT (internet-of-things) basis, and future compatibility. The cons are that this is a sole source system and a relatively young company. While the financial risk is minimal, the main concern is if Samsara goes out of business. If this were to happen, the City would then further develop the 80% SCADA design and begin a phased approach to implementation based upon the amount of funding available.

However, due to the successful trial of the Samsara platform, the level of support provided by their staff, positive references and the significantly reduced cost to implement SCADA within the City, staff is recommending that City Council approve the agreement with Samsara.

**FISCAL IMPACT:**

There will be no impact to the General Fund by approving this agreement. Funding for the SCADA program is currently budgeted in the FY 2019-20 City Budget and will come directly from the Water, Sewer and Storm Drainage impact fees as follows:

Water System Impact Fees	\$31,014.81
Sewer System Impact Fees	\$15,828.84
Stormdrain Impact Fees	\$12,663.07
<b>TOTAL</b>	<b>\$59,506.72</b>

**ALTERNATIVES:**

Not to approve the agreement.

**ACTIONS FOLLOWING APPROVAL:**

Staff will move forward with scheduling implementation of the SCADA platform.



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ORDER FORM  
Quote Number  
1484071  
  
Issued  
10-02-2019  
  
Expires  
10-25-2019

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Prepared for  
City of Chowchilla  
130 S. Second Street  
Chowchilla, California 93610  
  
Prepared by  
Trent McMullen  
trent.mcmullen@samsara.com

Thank you for considering Samsara. Samsara provides real-time sensor data, business relevant reporting, and powerful alerts that enable customers to increase efficiency and reduce operating costs. A solution for your organization is proposed below.

## What is included?

Samsara solutions include cellular gateways, sensors, hardware accessories, and licenses. Licenses provide all ongoing elements of service and support, including:

- Real-time sensor data
- Cellular connectivity
- Dashboard access with unlimited administrator accounts (includes real-time visibility, analytics / reports, and alerts)
- Over-the-air software feature upgrades and inspection capabilities
- API access for integration with 3<sup>rd</sup> party systems
- Maintenance and phone support

Samsara does not charge per-feature license fees, activation fees, or other hidden costs.

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SHIP TO					
Hardware and Accessories	List Price	Discount %	Unit Price	Quantity	Total Price
License for Machine Health Monitor LIC-HM-ENT	\$60.00	9.09%	\$300.00	5	\$1,500.00
IG Array Antenna ACC-ARR-ANT	\$149.00	0.00%	\$149.00	6	\$894.00
Industrial IoT Gateway HW-IG21	\$1,999.00	5.00%	\$1,899.05	17	\$32,283.85
Machine Health Monitor HW-HM11	\$599.00	0.00%	\$599.00	5	\$2,995.00
IG license for 50 data inputs LIC-IG-50-ENT	\$200.00	9.09%	\$1,000.00	17	\$17,000.00

SUBTOTAL \$54,672.85

TAX \$4,783.87

SHIPPING + HANDLING \$50.00

GRAND TOTAL \$59,506.72

Payment Terms: Net 30

License Term: 66

\* Additional 3% fee applied to all  
monthly payments if customer is not  
paying via ACH

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## License Term

The license term begins on the day your Samsara hardware ships. If you wish to continue using the service when your license term ends, you may renew your license. Samsara hardware requires a valid license to function.

## Support and Warranty

Samsara stands behind its Products. The following Hardware come with a five (5) year warranty: VG-series gateways, IG-series gateways, CM-series cameras, and HM-series monitors. All other Hardware products come with a one-year warranty, unless otherwise specified on the relevant Samsara data sheet. During the warranty period, Hardware exhibiting material defects will be replaced. Additional support information can be found at [www.samsara.com/support](http://www.samsara.com/support).

## Terms

Your use and access of the Hardware, Products, Services specified herein are governed by Samsara's terms of service found at <https://www.samsara.com/terms-of-service>. You agree to be bound by those terms of service unless otherwise agreed to herein or in another agreement. Any terms used but not defined herein, shall have the meanings defined Samsara's terms of service or as otherwise agreed in another agreement.

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ORDER FORM  
Quote Number  
1484071

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## Notification of Confidentiality

You agree that the pricing and payment terms specified in this Order Form shall (i) be held in strict confidence; (ii) not be disclosed to any Samsara competitor or other entity, except as approved in writing by the Samsara; and (iii) not be used except to evaluate the suitability of the Samsara Products for your business. You will immediately notify Samsara in the event of any unauthorized use or disclosure under these terms. Violation of these obligations will cause irreparable harm to Samsara for which Samsara may obtain compensatory and timely injunctive relief from a court, as well as any other remedies that may be available, including recovery of all reasonable attorney’s fees and costs incurred in seeking such remedies. Your obligations specified herein shall last until the pricing and payment terms herein are, through no fault or action by you, public.

This Order Form is a legally binding agreement between Customer and Samsara Networks Inc. (“Samsara”). IN WITNESS WHEREOF, Customer has caused this Order Form to be executed by its duly authorized representative.

**Please confirm acceptance of this order form by signing below:**

Signature: \_\_\_\_\_

Print Name: \_\_\_\_\_

Date: \_\_\_\_\_