Attachment A
Vendor Experience and Information

Red Clay Consulting – System Implementer ("SI")

Red Clay Consulting ("RCC") is a technology systems integration firm focused solely on the utility industry that specializes in delivering Customer Information Systems ("CIS") and Meter Data Management ("MDM") projects to its global clients. RCC was founded in 2001 and is based in Atlanta, GA, with a team of 94 employees and has completed more than 40 successful implementations. RCC is the first System Integrator ("SI") to implement an Oracle Customer to Meter ("C2M") software and services project using the Platform as a Service ("PaaS") solution. RCC has never had a failed implementation, and RCC is an Oracle Gold (highest ranking) partner and the only Oracle Smart Grid Gateway specialized partner. Pasadena has already entered into contract with Oracle to furnish and deliver the C2M customer information and utility billing software

The proposed contract with RCC includes comprehensive SI services, including a prime contractor role with sole responsibility for the management of all third-party software and service providers. In addition to project management, RCC will provide system architecture and technical function expertise, and brings specific experience with projects of similar size and complexity. The SI project manager will report to the City's Utility Operational Technology Manager.

Notable Clients Include:
Kansas City Power & Light
San Diego Gas & Electric
Seattle City Light
Green Mountain Power
Empresa de Energia del Pacifico S.A. E.S.P. (EPSA)

Accelerated Innovation – Customer Self-Service ("CSS") Portal

Accelerated Innovation ("AI") has been providing Customer-Self Service experience for more than ten years. AI provides a cloud-based platform that engages and empowers customers with a comprehensive "My Account" experience. AI has implemented their Customer Self-Service product with the Oracle CIS system at multiple utilities. AI provides customer engagement, data presentment and behavioral energy efficiency technology for over 16 investor-owned, municipal, and cooperative utilities, with a primary focus on the MyMeter customer self-service portal and related offerings.

Accelerated Innovation has 23 employees. Their corporate business development teams are based in their headquarters at 366 Jackson St., Suite 100, St. Paul, Minnesota 55101. They also have remote personnel located in northern Minnesota; Denver, CO; Raleigh, NC; and New York, NY.

Notable Clients Include:
ConEdison
Minnesota Power
Peninsula Light Company
Brainerd Public Utilities
Lake Region Electric Cooperative

Infosend Inc. – Bill Presentation, Print & Mail (EBPP)

Founded in 1996, InfoSend Inc. is a market leader in electronic and paper billing services for utilities and government agencies. Infosend is based in Anaheim, CA, with a team of 150 employees and has approximately 350 municipal utility, water district, and government agency clients that use its turnkey Bill Presentment and Print solution. Infosend delivers more than 165 million print/electronic documents per year on behalf of its clients. Infosend provides bill print solutions to several utilities using Oracle CIS, which is the software and service provider that was selected by the City of Pasadena for its utility billing and customer information solution. With locations in California, Illinois and Texas they provide fail-over disaster recovery options for their clients.

Notable Clients Include:
Burbank Water & Power
City of Long Beach
Irvine Ranch Water District
City of Escondido
City of Modesto

Paymentus Corp. – Payment Processing (EBPP)

Paymentus was founded in 2004 and is a leading national provider of online payment processing to utilities. Paymentus currently supports more than 1,300 clients by providing end-to-end service, including detailed revenue reporting, and an easy-to-use, powerful bill payment platform. Paymentus provides a future-proof system that supports all payment channels and all payment methods with a highly reliable and secure payment processing solution that has not experienced any system downtime in over five years. Paymentus also has extensive experience integrating to Oracle CIS, which is the software and service provider that was selected by the City of Pasadena for its utility billing and customer information solution.

Notable Clients Include:
Coachella Valley Water District
San Gabriel Valley Water
Tualatin Water District
Cowlitz County PUD WA
Contra Costa Water District

Attachment B
CIS Project - SI, CSS & EBPP Vendor Scoring

Evaluation Phase	Evaluation Criteria	% of Score	Scoring Award

Phase 1	Written Proposal
	  a. Company data, service level capabilities
	  b. System functionality
	  c. Response to technical requirements
		35%	Scores awarded to all proposals. Qualifying proposals advanced to Phase 2

Phase 2	a. Onsite demonstrations
	    • 200 points to best qualified
	    • 100 points to 2nd most qualified
	  b. Reference checks + Site Visits
	    • 100 points to best qualified
	    • 50 points to 2nd most qualified
		30%	Scores awarded to top 3 proposals that advanced from Phase 1. 450 total points available for Phase 2. Points awarded to best qualified proposal and 2nd most qualified proposal. Only the top vendor advanced to Phase 3

Phase 3	a. Cost of Ownership b. Statement of Work	35%	Scores awarded to top 2 proposals that advanced from Phase 2. 350 points awarded to top proposal.

Note: Contract is awarded based on cumulative score total for all three phases

System Integrator Proposals and Scoring
Phase 1 Evaluation

Rank	System Integrator Company	Headquarters	Score			
			Company Data & Technical Requirements (200 points)	Local Business (5% points added)	Small Business (5% points added)	Phase 1 Score (200 points)
1	Utility Solution Partners	Rancho Cordova, CA	150	-	-	150
2	Cognizant	Teaneck, NJ	125	-	-	125
3	Red Clay Consulting	Atlanta, GA	82	-	-	82
4	Deloitte	Los Angeles, CA	81	-	-	81
5	Advanced Utility Systems	Toronto, ON	78	-	-	78
6	Utegration	Houston, TX	76	-	-	76
7	Vertex	Richardson, TX	75	-	-	75
8	Systems & Software	Williston, VT	75	-	-	75
9	Open International	Miami, FL	72	-	-	72
10	Oracle	Redwood Shores, CA	71	-	-	71
11	Tyler Technologies	Yarmouth, ME	60	-	-	60
12	Harris Cayenta	Ottawa, ON	58	-	-	58

Phase 2 Evaluation

Rank	System Integrator Company	Raw Score		Adjusted Score per RFP		
		Onsite Demo Scoring	Reference Checks Scoring	Onsite Demo Points	Reference Checks & Site Visits Points	Phase 2 Total Points
1	Red Clay Consulting	152	47	200	100	300
2	Cognizant	128	43	100	50	150
3	Utility Solution Partners*	120	40	-	-	-
			Total	300	150	450

*Vendor scored no adjusted score per RFP criteria during phase 2 evaluation.

Phase 3 Evaluation

Rank	System Integrator Company	Raw Score	Adjusted Score per RFP	
		Total Cost of Ownership Scoring	Total Cost of Ownership (350 points)	Phase 3 Total Points
1	Red Clay Consulting	300	350	350
2	Cognizant*	50	-	-

*Vendor scored no adjusted score per RFP criteria during phase 3 evaluation.

Final Scores

Rank	System Integrator Company	Phase 1	Phase 2	Phase 3	Total
1	Red Clay Consulting	82	300	350	732
2	Cognizant	125	150	-	275
3	Utility Solution Partners*	150	-	-	150

Customer Self-Service Proposals and Scoring

Phase 1 Evaluation

Rank	Customer Self-Service Company	Headquarters	Score			
			Company Data & Technical Requirements (200 points)	Local Business (5% points added)	Small Business (5% points added)	Phase 1 Score (200 points)
1	Smart Energy Water	Irvine, CA	150	-	-	150
2	Silverblaze Capricorn	Richmond Hill, ON	125	-	-	125
3	Accelerated Innovations	St. Paul, MN	98	-	-	98
4	Harris Cayenta	Ottawa, ON	97	-	-	97
5	Oracle Opower	Redwood Shores, CA	95	-	-	95
6	Vertex Customer Advantage	Richardson, TX	89	-	-	89
7	Tyler Munis UB	Yarmouth, ME	87	-	-	87
8	Open Smartflex	Miami, FL	83	-	-	83
9	Utegration Mobius	Houston, TX	81	-	-	81
10	Cognizant (custom)	Teaneck, NJ	80	-	-	80

Phase 2 Evaluation

Rank	Customer Self-Service Company	Raw Score		Adjusted Score per RFP		
		Onsite Demo Scoring	Reference Checks Scoring	Onsite Demo Points	Reference Checks & Site Visits Points	Phase 2 Total Points
1	Accelerated Innovations	160	13	200	100	300
2	Silverblaze Capricorn*	144	-	100	-	100
3	Smart Energy Water	112	10	-	50	50
			Total	300	150	450

* There were no reference checks performed on Silverblaze Capricorn. They were eliminated from Phase 2 scoring due to an exclusive joint proposal with a CIS provider not selected by the City.

Phase 3 Evaluation

Rank	Customer Self-Service Company	Raw Score	Adjusted Score per RFP
		Total Cost of Ownership Score	Total Cost of Ownership Points
1	Accelerated Innovations	350	350
2	Smart Energy Water*	0	-

*Vendor scored no points during phase 3 evaluation.

Final Scores

Rank	Customer Self-Service Company	Phase 1	Phase 2	Phase 3	Total
1	Accelerated Innovations	98	300	350	748
2	Silverblaze Capricorn*	125	100	-	225
3	Smart Energy Water	150	50	-	200

Electronic Bill Presentment & Payment Proposals and Scoring

Phase 1 Evaluation

Rank	Electronic Bill Presentment and Payment Company(s)	Headquarters	Score			
			Company Data & Technical Requirements (200 points)	Local Business (5% points added)	Small Business (5% points added)	Phase 1 Score (200 points)
1	Invoice Cloud and DataProse	Irvine, CA	150	-	-	150
2	SEW SCM and InfoSend	Richmond Hill, ON	125	-	-	125
3	Paymentus and InfoSend	Ottawa, ON	67	-	-	67
4	Kubra*	St. Paul, MN	67	-	-	67

* Kubra was not invited to Phase 2 scoring due to an exclusive joint proposal with a CIS provider not selected by the City.

Phase 2 Evaluation

Rank	Electronic Bill Presentment and Payment Company(s)	Raw Score		Adjusted Score per RFP		
		Onsite Demo Scoring	Reference Checks Scoring	Onsite Demo Points	Reference Checks & Site Visits Points	Phase 2 Total Points
1	Paymentus and InfoSend	136	10	200	50	250
2	Invoice Cloud and DataProse	88	13	100	-	100
3	SEW SCM and InfoSend	96	0	-	100	100
			Total	300	150	450

Phase 3 Evaluation

Rank	Electronic Bill Presentment and Payment Company(s)	Raw Score	Adjusted Score per RFP
		Total Cost of Ownership	Total Cost of Ownership (350 points)
1	Paymentus and InfoSend	350	350
2	Invoice Cloud and DataProse	0	-

Final Score

Rank	EBPP Company	Phase 1	Phase 2	Phase 3	Total
1	Paymentus and InfoSend*	67	250	350	667
2	Invoice Cloud and DataProse	150	100	-	250
3	SEW SCM and InfoSend	125	100	-	225

*After onsite demonstrations and reference checks it was determined that Paymentus and InfoSend were the jointly bid vendors that could meet the City's requirements.