

## Kelsey Ledford

---

**From:** Rebecca Harkins  
**Sent:** Friday, December 09, 2016 4:06 PM  
**To:** Kelsey Ledford  
**Subject:** GIS development  
**Attachments:** 20161209155658200.pdf

Bill Sowers had some GIS done several years ago so that we would have maps for the trucks, but it was not configured for us to update and host online ( it was basically a view only system). The system has also not been updated with new lines, meters, valves etc. in 3 or 4 years. We hired Kim Keenan to do mapping. She has since taken over the parks but will have some time in the winter to work on mapping, so we need to make a decision and start moving forward. It has been my understanding from most of the mayor and council that we want a mapping system that will track not only water/sewer but also street problems and storm water. We have talked to a few companies about our GIS and one thing is for sure, every company has a different strategy or approach. Therefore it is hard to compare because you can't get apples to apples. I am just going to outline the basics for you:

Quote 1 Brad Jaffares GST Consulting

He came and evaluated our system for free. He was very knowledgeable and I think he would do a good job. The price is \$35,600 to get our system converted to a workable format and 40 hours training for Kim on how to update and maintain the system. This also includes an online GIS subscription for field workers to view the maps online. This would get us the basics of GIS without any progression, we could update and use for looking purposes but it would never serve as a model to track flows, capacity, or look at new customer service adequately. He does not go beyond this.

Quote 2 Lorraine Hayes, James & Associates

She came and evaluated our system for free. She was also very knowledgeable about GIS and had lots of in the field knowledge to go with it. She had a great deal of suggestions on the best ways to set up the GIS and the data collection process. She presented a 5 year plan. The cost to get our GIS in a working format and train Kim to update and input data is \$14,000. She goes way beyond this and we can pick out pieces we need such as work orders in the field instead of picking them up in the office, photos to go with data points and even loading our paper maps onto the online GIS so they can be viewed if that location is clicked on. Her quotes beyond the first year include a lot of field work by Hayes, James & Associates that could possibly be partially done by the City with some guidance. The main thing to remember is that starting with year 1 gets us almost to the same place as quote 1, and we are not obligated to go any further. The rest is a suggestion on their part based on some of the needs we expressed. I think this would be a very good start to our GIS and they are a local firm.

Quote 3 Tony Matchpoint

I spoke with Tony by phone and sent some information by email. Basically they wanted \$2000.00 to do what the other 2 companies did for free. At that point I decided not to take this company into consideration for GIS. I didnt want to spend \$2000 toward a company we may not invest in.

I have attached records from all 3 companies but I do feel like we would be best served by Hayes, James & Associates in regards to price and knowledge.

Also since we are planning to use the mapping for streets and storm water I feel like it should be a shared cost between the water/sewer and general fund. The water loss control budget can fund \$7,000 of the cost this year. I am going to check with Alicia and see if there is enough money in the water/sewer operating account to fund \$3000.00 and general fund the other \$4000. This would mean water and sewer would be funding \$10,000 or 72% of the project cost if we voted to go with Hayes, James Associated year 1 plan.

**Rebecca Harkins**  
**Utility Billing Supervisor**

**City of Blue Ridge Water & Sewer**  
**480 West First St**  
**Blue Ridge, GA 30513**

**706-632-2091**  
**706-632-3278 fax**

Quote 1

**Rebecca Harkins**

---

**From:** Brad Jeffares <bjeffares@gstconsulting.net>  
**Sent:** Thursday, May 26, 2016 11:09 AM  
**To:** Rebecca Harkins  
**Subject:** RE: GPS files

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Rebecca,  
I filtered through the GPS data and the CAD files that you sent over. In the GPS data there were only 2 valves, 12 manholes, and 3 fire hydrants located. There were 1838 water meters collected. My recommendation would be to train some of your staff to GPS the all of the valves, manholes and hydrants. Once that is complete we can consider if more meters need to be done. Some of the points that were captured are not within the accuracy tolerance that we would like. That means the unit needs to be reconfigured before any more points are taken. According to the CAD file there 543 valves, 463 hydrants, and 422 MHs that would need to be collected. Approximately 200 man hours.

Once the GPS points are taken for the valves, hydrants, and manholes, we will need to do a "conversion" of the CAD data to draw in the underground piping. I have included a price for this below but if you prefer me to train your staff on doing that work as well, I would be happy to do so. We could remove the conversion costs but would likely need to increase the training and support.

Blue Ridge	Hours	Total
Needs Assessment Implementation Plan	50	\$ 5,000.00
CAD Conversion Water	100	\$ 10,000.00
CAD Conversion Sewer	56	\$ 5,600.00
GPS Correction Data Existing	10	\$ 1,000.00
GPS Correction of new data	15	\$ 1,500.00
Geodatabase design and data dictionary	40	\$ 4,000.00
Training and support	40	\$ 4,000.00
ArcGIS Online subscription (5 users)		\$ 2,500.00
ArcGIS setup and configuration		\$ 2,000.00

\$ 35,600.00

I assumed that you guys would like to go with the ArcGIS online subscription to allow your field guys and office personnel access to the data. There would likely be additional costs for some mobile devices. (Tablet PCS or iPads)

Of course until we hash out all of the details in the Needs assessment these numbers are just budgetary. But I think at a minimum this is what will need to be done. Please call me if you have any questions or concerns.

**Brad Jeffares**  
**GeoSpatial Technology Solutions**  
Phone: 706-993-6230

Route 2

**Rebecca Harkins**

---

**From:** Reid Dyer <rdyer@hayesjames.com>  
**Sent:** Wednesday, November 30, 2016 4:17 PM  
**To:** Rebecca Harkins  
**Subject:** RE: HJA Proposal  
**Attachments:** 16-630pw\_PSA\_Blue Ridge\_11-29-16 - executed.pdf; 16-630pw\_Task Order A\_11-29-16 - executed.pdf; Blue Ridge Flowchart.pdf; Blue Ridge Data Fields.xlsx

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Hey Rebecca,

I have been working with Lorraine and Jim Aton, in our Norcross office, to develop a scope of work for the proposed project you and Lorraine discussed several weeks ago.

I have attached several documents for your review:

1. Our standard Professional Services Agreement
2. Task Order A – of the 1<sup>st</sup> phase of work we would proposed to do.
3. A flowchart listing the items needed to accomplish the City's goals over the next 4 to 5 years, and
4. A spreadsheet outlining the data fields that would be incorporated into the GIS Mapping.

We are hoping that you would review and make any comments on these documents. I hope that we might get this to a point where we can present at one of the council meetings. Please call me if you have any questions about this information. Thank you for all your time and help in this matter.

Reid W Dyer, RLA  
Vice President  
Office (706) 632-4981  
Fax (706) 632-4982  
Cell (404) 580-8600  
[rdyer@hayesjames.com](mailto:rdyer@hayesjames.com)

3830 East First Street,  
Suite 1 • Blue Ridge, GA 30513  
[www.hayesjames.com](http://www.hayesjames.com)

*Celebrating over 55 years of service*



---

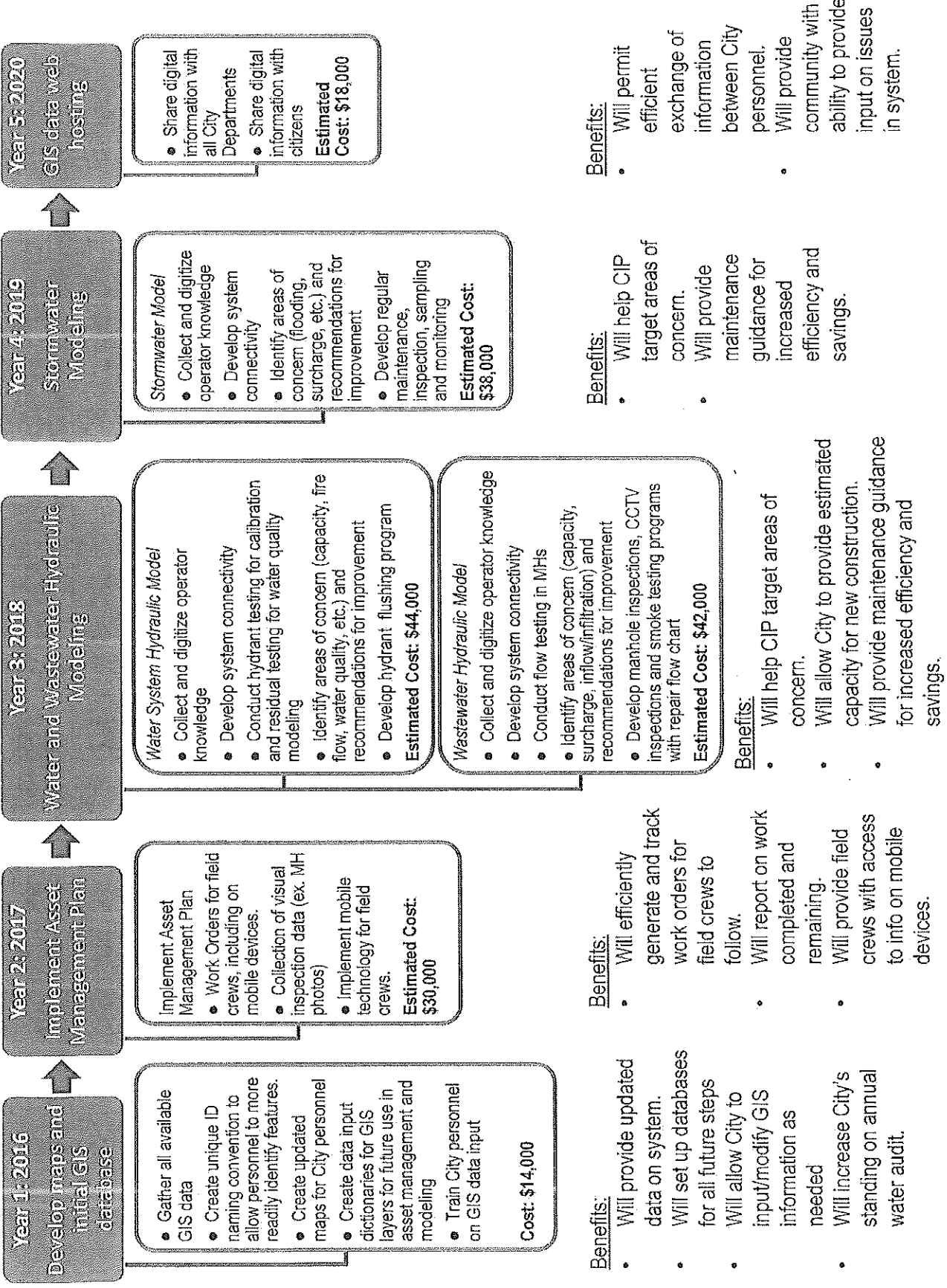
**From:** Rebecca Harkins [mailto:[rharkins@cityofblueridgega.gov](mailto:rharkins@cityofblueridgega.gov)]  
**Sent:** Monday, November 28, 2016 12:37 PM  
**To:** Reid Dyer  
**Subject:** RE: HJA Proposal

They have reschedule the meeting so we have a little time but yes I would like to see the proposal first. I will be back in the office Wednesday.

# City of Blue Ridge, GA

Hayes James

Quote 2



Quote 3

**Rebecca Harkins**

---

**From:** Joel Townsend <jtownsend@matchpointinc.us>  
**Sent:** Thursday, September 01, 2016 8:19 AM  
**To:** Rebecca Harkins  
**Cc:** tony@matchpointinc.us  
**Subject:** GIS Consultation and Evaluation

**Importance:** High

**Follow Up Flag:** Follow Up  
**Flag Status:** Flagged

Good Morning Becky – Hope all is well ,

After speaking with Tony Yesterday on your GIS & Training interest. We respect and agree with you wanting to do the work in house . We would welcome the Opportunity and , do feel that Blue Ridge would benefit firstly for Tony to come onsite at your location and do a "1 day Consultation and Evaluation study " .This C&E cost for BR would be our normal day rate price at \$2000.00 a Day . After Tony spends the C&E Day with BR we would discuss any additional days needed for the Consulting and Training , needs of your group .

Initially Tony would come there and look at what you already have and are utilizing at the moment and provide some advise on how to move forward . I am positive that Tony is qualified and capable to provide what you need to get your group going and up to speed on the GIS front as well as any other engineering group or consultant out there .As you are already aware from employing MWAM in the past. We strive / pride ourselves in going above and beyond the services that we provide to our clients .Not to mention the continuing support service level you receive from our Matchpoint group as we are also heavily invested in the City Of Blue Ridge Water Loss project.

From the C&E day Tony cold gauge discuss and advise the best / Simplest plan for BR moving forward. Then we could schedule the next step needed and agreed upon by both parties (MWAM/BR). Tony had mentioned He could be onsite for the first C&E day September 13<sup>th</sup> Or September 14<sup>th</sup> Preferably the 14<sup>th</sup> .

Please, let me know asap if this works for you and , If we need a PO to proceed and get Tony on the schedule . Thank You for all your Business and confidence in our Services & Products.

Regards

**Joel Townsend**  
**AREA ACCOUNT MANAGER**

215 Racine Dr. Suite 201  
Wilmington NC, 28403  
P: (910) 509-7225  
M: (770) 330-2046  
[jtownsend@matchpointinc.us](mailto:jtownsend@matchpointinc.us)



[www.matchpointinc.us](http://www.matchpointinc.us)  
Follow us on [LinkedIn!](#)