



DEPARTMENT OF WATER SUPPLY • COUNTY OF HAWAII

345 KĒKŪANAOʻA STREET, SUITE 20 • HILO, HAWAII 96720

TELEPHONE (808) 961-8050 • FAX (808) 961-8657

NOTICE & REQUEST FOR SOLE SOURCE

TO: Keith K. Okamoto, P.E.
Chief Procurement Officer

FROM: Operations
Division/Branch

Pursuant to §103D-306, HRS, and Subchapter 9, Chapter 3-122, HAR, the Department requests sole source approval to purchase the following:

1. Description of goods, services, or construction to be procured:

Neptune AMR Registers

2. Vendor / Contractor / Service Provider Name:

Ferguson Enterprises, LLC

Address:

182 Holomua St.
Hilo, HI 96720

3. Amount of Request:

\$100,000.00

4. Term of Contract (shall not exceed 12 months), if applicable:

From: March 15, 2025 To: February 14, 2026

5. Prior Sole Source Ref. #:

6. Describe in detail the following:

a. The unique features, characteristics, or capabilities of the goods, services or construction.

Existing water meters are Neptune and registers are proprietary.

b. How the unique features, characteristics or capabilities of the goods, services or construction are essential for the Department.

Registers are required to repair existing water meters and maintain warranty.

...Water, Our Most Precious Resource...Ka Wai A Kāne...

The Department of Water Supply is an Equal Opportunity provider and employer.

7. Describe the efforts and results in determining that this is the only vendor / contractor / service provider who can provide the goods, services or construction:

Ferguson is the exclusive distributor for Neptune in Hawaii.

8. Alternate Source. Describe the other possible sources for the goods, services, or construction that were investigated but did not meet the Department's needs:

No other sources exist. Registers are proprietary to Neptune.

9. A list of agency personnel, by position, who will be involved in the approval process and administration of this contract and/or conducting and managing this procurement:

Name	Position	Involvement in Process	
Alvin Inouye	Superintendant	<input type="checkbox"/> Approval	<input checked="" type="checkbox"/> Administration
Gregorgy Goodale	Chief of Operations	<input type="checkbox"/> Approval	<input checked="" type="checkbox"/> Administration
Kaiulani Matsumoto	Private Secretary	<input type="checkbox"/> Approval	<input checked="" type="checkbox"/> Administration
		<input type="checkbox"/> Approval	<input type="checkbox"/> Administration

10. Direct inquiries to: Department: Water Supply
Contact Name: Alvin Inouye
Phone Number: (808) 961-8790
Fax Number: (808) 961-8668

11. I certify that the information provided above is, to the best of my knowledge, true and correct.


Division Head Signature

2-26-25
Date

For Chief Procurement Officer Use Only

12. Date Notice Posted: 3-14-25

The Chief Procurement Officer is in the process of reviewing this request for Sole Source. Submit written objections to this notice to issue a Sole Source *within seven (7) calendar days* or as otherwise allowed from the above posted date to:

Chief Procurement Officer
Department of Water Supply
345 Kekūanaō'a Street, Suite 20
Hilo, Hawai'i 96720

Chief Procurement Officer's comments:

13. ☐ APPROVED ☐ DISAPPROVED ☐ NO ACTION REQUIRED

Chief Procurement Officer

Date

14. Sole Source No.

25-02



2/25/2025

To Whom it May Concern

Neptune always strives to be the most valued partner in assisting its water utilities serve their customers more efficiently through use of Neptune automated AMR/ AMI / Cellular solutions. In doing so, Neptune markets its products and services through distributors in hardened markets. In California and Hawaii, Ferguson Waterworks is the sole distributor of Neptune water meters, reading systems, parts, networks and other value-added services. Ferguson goes beyond normal distribution by being certified as Level 1 by Neptune, which means they invest further dollars in product training, support and project management of today's advanced metering systems.

- All project and pricing opportunities are evaluated by local distribution teams and Neptune Territory Managers.
- Purchasing Neptune product from distributors outside of the State of California boundary is prohibited.
- Product purchased via outside distributors will be void of its warranty and returned to the distribution branch that acted illegally.

Sincerely,

A handwritten signature in blue ink that reads "Devin Brady".

Devin Brady
Territory Manager CA/HI
dbrady@neptunetg.com
Cell: 562-545-1478