

Charles Gill
Water Utility Manager
451 Meek Street
Greenfield, Indiana 46140



Mayor Chuck Fewell
Board of Works and Public Safety
10 South State St.
Greenfield, IN 46140

Re: Water Model Software Subscription

November 10, 2020

Mayor and Board Members,

The Water Utility in 2018 acquired a proprietary distribution modeling software that allows us to better forecast demands on the water system during the review process for future development. This software requires a subscription in order to use and maintain technical updates and support. This subscription was established to accommodate for semi-annual updates and system reviews. Our growth rate since 2018 has accelerated to the point that we will need to use this program, called WaterGEMS, on almost a monthly basis. The current subscription will not be cost effective for this type of use, as the rates are based on a quarterly rate that begins tracking after 10 minutes of use of the program.

In order to meet our needs we have been presented an option by a new division of Bentley, the company that created and supports the GEMS software, called Virtuosity. The new subscription, presented with this letter, allows us to use an annual rate that is paid once, and then we will be able to use the software as long and as often as we would need to ensure that we are making the best decisions for the support of the growth of Greenfield. We would also gain access to expert subject matter technical assistance to further our training and internal capabilities with the power of this program. The subscription would, over 12 months, save the Utility approximately \$5,000 per year in program costs.

After consultation with Mr. Morelock, on the agreement I worked with the company to develop an addendum that specifically states that the company will provide the Technical support to the City should we request such assistance. This subscription would have to be purchased online after the board signs the Addendum document.

I would request the Board approve the Mayor to cancel our current Cloud Services subscription, and enter into the Practitioner subscription for the 12 month total cost of \$9606.00. These subscription changes would take effect December 01, 2020 to provide service to December 1, 2021. The Utility has the funding available in our operational budget.

I welcome any questions the Board may have on this request.

Respectfully Submitted,

A handwritten signature in black ink, appearing to read "Charles Gill", is written over a horizontal line.

Charles Gill
Manager
Water Utility

cc: Mike Fruth, Utility Director
Dan Worl, Business Service Manager
Gregg Morelock, City Attorney
Lori Elmore, Clerk-Treasurer
Nick Riedman, IT Director

General Terms and Agreement Addendum:

2. a. Virtuosity will provide technology support and subject matter expertise to the City of Greenfield should it be requested. This support agreement would be in place for the duration of the Practitioner subscription agreement between the City of Greenfield and Virtuosity.

Approved:

Greenfield Board of Public and Safety

Chuck Fewell, Mayor

Katherine Locke

Larry Breese

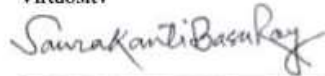
Kelly McClarnon

Glenna Shelby

Attested to:

Lori Elmore, Clerk-Treasurer

Virtuosity



By

Saura Roy

Printed

Director of User Success

Title

11 November 2020

Date