

City of
FRESNO
DEPARTMENT OF PUBLIC UTILITIES

MEMORANDUM

DATE: October 1, 2025

TO: GEORGEANNE A. WHITE, City Manager
Office of the Mayor and City Manager

FROM: PAUL AMICO, PE, Interim Director
Department of Public Utilities 

BY: CORY ASHER, Assistant Director 
Department of Public Utilities – Wastewater Management Division

ART ALVAREZ, Water/Wastewater Manager-Certified 
Department of Public Utilities – Wastewater Management Division

SUBJECT: UNIQUELY QUALIFIED AFFIRMATION FOR SMARTCOVER® SYSTEMS TO PROVIDE ACCESS TO WEB-BASED MONITORING DASHBOARD, REMOTE CALIBRATION SUPPORT, AND WARRANTY COVERAGE OF ALL SYSTEM PARTS FOR CITY-OWNED SMARTCOVER® UNITS

The purpose of this memorandum is to request that the City Manager affirm that SmartCover® Systems is uniquely qualified and uniquely capable of providing three years' annual access to a web-based monitoring dashboard, remote calibration support, and warranty coverage of all system parts for City-owned SmartCover® Systems ("SmartCover") units; and authorize the Department Director, or their designee, to award a multiyear service agreement for the period of May 1, 2025 – April 30, 2028, for a total of \$120,290.00.

The City's sanitary sewer collection system is comprised of approximately 1,600 miles of mainlines, 26,000 access structures ("manholes"), and 18 City-owned lift stations. The Wastewater Management Division (WMD) Collection System Maintenance (CSM) Section owns 35 SmartCover units, strategically placed in manhole covers throughout the City to provide 24/7 water level monitoring in areas of concern, including as a redundancy around lift stations.

SmartCover units are utilized by CSM as both a proactive and reactive tool, and are an indispensable component of the City's compliance with the State Water Resources Control Board *Statewide Waste Discharge Requirements General Order for Sanitary Sewer Systems* ("General Order"). SmartCover units alert CSM of an issue in the collection system that is causing a surcharge, providing invaluable time for response and remediation before the surcharge becomes a spill, supporting public health and safety efforts as well as General Order compliance. SmartCover units are battery-operated and

communicate via satellite signal. Real-time data is monitored by CSM via the SmartCover website. The installation and battery replacement of SmartCover units do not require a confined space entry and are completed by CSM staff with remote calibration support from SmartCover.

SmartCover products are patented and proprietary. For this reason, and those stated above, the Department requests that the City Manager affirm that this procurement qualifies for the uniquely qualified exception to the competitive bidding requirement, covering three years' annual access to a web-based monitoring dashboard, remote calibration support, and warranty coverage of all system parts for City-owned SmartCover Systems, for a three-year total of \$120,290.00. There is no impact to the General Fund. Appropriations for this service are included in the Fiscal Year 2026 Wastewater Management Division Operations and Maintenance Budget within the Sewer Enterprise Fund (4500-4501).

If you have any questions or require any additional information, please do not hesitate to contact Arturo "Art" Alvarez at 559-621-1270.

☒ Approved ☐ Denied



Georgeanne A. White, City Manager

10/1/25
Date

Attachments:

- Attachment 1 - Letter
- Attachment 2 - Budget Quote
- Attachment 3 - SmartCover map
- Attachment 4 - Insurance

Sole Source – Manufacturer



Hadronex Inc. DBA SmartCover Systems

City of Fresno
Wastewater Management Division
5607 W. Jensen Ave.
Fresno, CA 93706 USA

6/5/2024

This letter is to provide notification that Hadronex, Inc. (doing business as SmartCover® Systems™) herein known as "Company" with corporate offices located at 2110 Enterprise Street, Escondido, CA 92029, is the sole creator, manufacturer and marketer of a group of systems and products, including: the award winning *SmartCover®*; *SmartFLOE™*; *SmartVault™*; *SmartWeir™*; *SmartClean®*; *SmartTank*; *SmartTrend®*; *SmartRain™*; *SmartTide™*; *UnderCover®*; *SubSonic®*; *H₂Scents®* and *StreamWatch®*.

The *SmartCover®* family of products are both **patented and proprietary**, designed and manufactured by the Company to provide users with unique qualities and functions based on acquiring water level and/or flow data as well as other data in the sewer collection system or other structures with open channel flows, using ultrasonic, pressure or combined technology combined with embedded analytics and data fusion. The *SmartCover®* system, which acquires and transmits data through the Iridium® military grade satellite network, is immune to terrestrial communications interruptions caused by storms or hurricanes and provides 24/7 user access via a secure web browser and through a dedicated, secure user website.

SmartCover® uniquely provides real-time, continuous monitoring capability powered by an engineered and proprietary long-life lithium thionyl chloride battery pack. It *uniquely* communicates with an embedded digital radio through the Iridium® satellite system assuring global, redundant and continuous coverage.

Users acquire trend data via the patented and proprietary *SmartTrend®* analysis software tool which issues predictive "Advisories" on developing trends, "Alarms" for surcharges and intrusions and maintenance "Alerts" that monitor specific operational parameters system. All notifications provide information and resources enabling Sewer Intelligence® - effective, informed decision-making for corrective or preemptive action.

Patent pending *SmartRain™*; *StreamWatch®* and *SmartTide™* data services are available where users are presented a "multigraph view" for fast and easy comparison of the *SmartCover®* (level) or *SmartFLOE™* (flow) data with local environmental data. *SmartClean®* provides advanced maintenance forecasting to reduce cost and risk.

Mounted directly on the manhole cover, the patented *SmartCover®* configuration is designed to be installed with **no confined space entry** per OSHA CFR 1910.146(b). The manhole cover mounting also provides a real-time intrusion alarm when the manhole cover is opened, providing a unique capability to detect intrusions or entries into the manhole or hatch.

Company *solely provides* ongoing professional services for management and security of data, software maintenance and upgrades, the user website interface and exercise of the Iridium Satellite communications system. These essential services directly enable users to have seamless, robust and ongoing access to real-time data from remote locations.

Company is protected by the following US Patents: 7,589,630; 7,598,858; 7,944,352; 7,948,215; 8,607,654; 9,297,684; 9,482,568; 10,612,228 and 10,901,068. The systems are also protected by registered trademarks and international patents. Company also has a Madrid Treaty filing for its main trademark. We hope this information will satisfy your requirements and that it clearly demonstrates the special, patented, unique and proprietary features of our systems.

Sincerely,

Corey Williams, P.E.
President/CEO, SmartCover Systems
cwilliams@smartcoversystems.com

SmartCoverSystems.com
Hadronex Inc. DBA SmartCover Systems
2110 Enterprise Street, Escondido, CA 92029



Budget Quote

Hadronex, Inc. DBA SmartCover Systems 2110 Enterprise Street Escondido, CA 92029 USA P: 760-291-1980 F: 760-291-1982	Due Date	Period Covered	Quote Number
	04/30/2025	05/01/2025-04/30/2028	00002895
	Remit PO to orders@smartcoversystems.com or return this quote signed with PO number. Scan of PO is preferred.		

Bill To:		Ship To:		Date		02/19/2025		
City of Fresno 2600 Fresno Street Fresno, CA 93721, USA		City of Fresno Wastewater Management Division, Collection System 5607 W. Jensen Ave. Fresno, CA 93706, USA						
#	Product	Description	Qty	Mo	Rate	Subtotal	Tax	Total
1	ASM-SC3R	Renewal: SmartLevel – REQUIRED for system to function. 3 year rate. 5/1/2025 - 4/30/2028 8879 LS 26 - TEMP 6535 MH 2666-19 6534 MH 2858-49 6533 MH 2559-62 4621 MH 2254-07 4620 MH 3260-23 4619 MH 1144-60 W Bluff Ave x N Santa Fe Ave 4107 MH 955-07 W Bluff Ave & Riverview Dr 4106 MH 2656-80 Tulare St X P St 4105 MH 2761-03 S. Backer Ave 4104 MH 2254-27 N. Wishon 4103 MH 857-42 N Ashford Ave & E Walnut Ave 3223 MH 2155-03 N. Del Mar 3221 MH 2555-20 3220 MH 2561-66 E Tulare St X N Chestnut Ave 2789 MH 2656-34 LS 11 2788 MH 858-109 LS 10 2787 MH 2650-10 LS 18 2786 MH 2054-21 LS 03 2785 MH 2750-132 LS 02 2784 MH 955-11 LS 04 2783 MH 1145-06 LS 14 2782 MH 1144-69 LS 16 2781 MH 859-37 LS 06 2779 MH 757 27 E. Champlain Dr 2778 MH 2060-89 LS 15 2414 MH 2352-20 Lamona & Delno 2413 MH 758-22 LS 05 2412 MH 1144-07 W River Vista x N Carnegie 9643 MH 2455-14 9642 MH 3159-27 9641 MH 3057-25 8878 MH 2553-34 3222 MH 2857-95 2780 MH 2465-01	29	36	\$1,225.00	\$35,525.00	\$0.00	\$35,525.00



Budget Quote

2	ASM-SF3R	Renewal: SmartFLOE™ - REQUIRED for system to function. 3 Year rate. 5/1/2025 - 4/30/2028 9643 MH 2455-14 9642 MH 3159-27 9641 MH 3057-25 8878 MH 2553-34 3222 MH 2857-95 2780 MH 2465-01	6	36	\$2,000.00	\$12,000.00	\$0.00	\$12,000.00
3	PW-5C3R	Renewal: Power Warranty: PARTS ONLY. 3 year rate. 5/1/2025 - 4/30/2028 8879 LS 26 - TEMP 6535 MH 2666-19 6534 MH 2858-49 6533 MH 2559-62 4621 MH 2254-07 4620 MH 3260-23 4619 MH 1144-60 W Bluff Ave x N Santa Fe Ave 4107 MH 955-07 W Bluff Ave & Riverview Dr 4106 MH 2656-80 Tulare St X P St 4105 MH 2761-03 S. Backer Ave 4104 MH 2254-27 N. Wishon 4103 MH 857-42 N Ashford Ave & E Walnut Ave 3223 MH 2155-03 N. Del Mar 3221 MH 2555-20 3220 MH 2561-66 E Tulare St X N Chestnut Ave 2789 MH 2656-34 LS 11 2788 MH 858-109 LS 10 2787 MH 2650-10 LS 18 2786 MH 2054-21 LS 03 2785 MH 2750-132 LS 02 2784 MH 955-11 LS 04 2783 MH 1145-06 LS 14 2782 MH 1144-69 LS 16 2781 MH 859-37 LS 06 2779 MH 757 27 E. Champlain Dr 2778 MH 2060-89 LS 15 2414 MH 2352-20 Lamona & Delno 2413 MH 758-22 LS 05 2412 MH 1144-07 W River Vista x N Carnegie 9643 MH 2455-14 9642 MH 3159-27 9641 MH 3057-25 8878 MH 2553-34 3222 MH 2857-95 2780 MH 2465-01	35	36	\$691.00	\$24,185.00	\$0.00	\$24,185.00



Budget Quote

4	EW-SC3R	Renewal: System Warranty- Covers all systems parts except PowerPack- PARTS ONLY. 3 year rate. 5/1/2025 - 4/30/2028 8879 LS 26 - TEMP 6535 MH 2666-19 6534 MH 2858-49 6533 MH 2559-62 4621 MH 2254-07 4620 MH 3260-23 4619 MH 1144-60 W Bluff Ave x N Santa Fe Ave 4107 MH 955-07 W Bluff Ave & Riverview Dr 4106 MH 2656-80 Tulare St X P St 4105 MH 2761-03 S. Backer Ave 4104 MH 2254-27 N. Wishon 4103 MH 857-42 N Ashford Ave & E Walnut Ave 3223 MH 2155-03 N. Del Mar 3221 MH 2555-20 3220 MH 2561-66 E Tulare St X N Chestnut Ave 2789 MH 2656-34 LS 11 2788 MH 858-109 LS 10 2787 MH 2650-10 LS 18 2786 MH 2054-21 LS 03 2785 MH 2750-132 LS 02 2784 MH 955-11 LS 04 2783 MH 1145-06 LS 14 2782 MH 1144-69 LS 16 2781 MH 859-37 LS 06 2779 MH 757 27 E. Champlain Dr 2778 MH 2060-89 LS 15 2414 MH 2352-20 Lamona & Delno 2413 MH 758-22 LS 05 2412 MH 1144-07 W River Vista x N Carnegie 9643 MH 2455-14 9642 MH 3159-27 9641 MH 3057-25 8878 MH 2553-34 3222 MH 2857-95 2780 MH 2465-01 9643 MH 2455-14 9642 MH 3159-27 9641 MH 3057-25 8878 MH 2553-34 3222 MH 2857-95 2780 MH 2465-01	35	36	\$1,388.00	\$48,580.00	\$0.00	\$48,580.00
---	---------	--	----	----	------------	-------------	--------	-------------



Budget Quote

Terms and Conditions for this transaction:

1. Payment: Net 30 days
2. All pricing subject to change.
3. All hardware, rentals, software subscriptions and renewals may be subject to tax.
4. Taxes were calculated at the time of quote creation and may change at the time of invoice.
5. Customer is responsible for paying the appropriate taxes due at time of invoice.
6. SmartCover is not responsible for the loss of wireless communication or internet communications or any communications used in the operation of this system.

SmartCover is an advisory service only. As such, SmartCover is not responsible for any damage of any kind or from any cause whatsoever that may result from, in relation to, in connection with, due to, or as a result of the installation or operation of the system, including without limitation, equipment failure, or any consequential damages caused by, or resulting from, the use or installation of the SmartCover system.

Signature for Approval _____

P.O. No. _____

We appreciate your business!

Subtotal	\$120,290.00
Tax	\$0.00
Total	\$120,290.00



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

2/24/2025

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must have **ADDITIONAL INSURED** provisions or be endorsed. If **SUBROGATION** IS **WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Brown & Brown Insurance Services, Inc. Db a Brown & Brown Retail Insurance Services 1200 N. Mayfair Road, Suite 100 Milwaukee, WI 53226 www.bbrown.com	CONTACT NAME: Brown & Brown Retail Insurance Services PHONE (A/C, No, Ext): 414-443-0000 E-MAIL ADDRESS: milcertificates@bbrown.com FAX (A/C, No): INSURER(S) AFFORDING COVERAGE INSURER A: Phoenix Insurance Company INSURER B: Travelers Property Casualty Co of Amer INSURER C: Accident Fund Ins Co of America INSURER D: INSURER E: INSURER F:	NAIC # 25623 25674 10166
---	--	--

COVERAGES**CERTIFICATE NUMBER:** 84069135**REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	☒ COMMERCIAL GENERAL LIABILITY ☐ CLAIMS-MADE ☒ OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: ☒ POLICY ☐ PROJECT ☐ LOC ☐ OTHER:	☒		Y660 268J2023-PHX-25	1/30/2025	1/1/2026	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$300,000 MED EXP (Any one person) \$10,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$4,000,000 PRODUCTS - COMP/OP AGG \$2,000,000 \$
B	AUTOMOBILE LIABILITY ☒ ANY AUTO ☐ OWNED AUTOS ONLY ☒ HIRED AUTOS ONLY ☐ SCHEDULED AUTOS ☒ NON-OWNED AUTOS ONLY			BA 2L694073-25	1/30/2025	1/1/2026	COMBINED SINGLE LIMIT (Ea accident) \$1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	UMBRELLA LIAB EXCESS LIAB ☐ DED ☐ RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$ \$
C	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	☐ Y ☒ N	☐ N/A	UH WCP 100074452 03	1/30/2025	1/1/2026	☒ PER STATUTE ☐ OTH-ER E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE - EA EMPLOYEE \$1,000,000 E.L. DISEASE - POLICY LIMIT \$1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

City of Fresno is included as additional insured as respects the General Liability where required by written contract for services provided by the named insured for the certificate holder.

CERTIFICATE HOLDER**CANCELLATION**

City of Fresno Wastewater Management Division / Collection System 5607 W. Jensen Ave. Fresno CA 93706	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE Michael Sarner
--	---

© 1988-2015 ACORD CORPORATION. All rights reserved.

ACORD 25 (2016/03)

The ACORD name and logo are registered marks of ACORD

POLICY NUMBER:

COMMERCIAL GENERAL LIABILITY
GENERAL PURPOSE ENDORSEMENT

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

ADDITIONAL INSURED-DESIGNATED PERSON OR ORGANIZATION-YOUR PRODUCTS OR YOUR WORK

THIS ENDORSEMENT MODIFIES INSURANCE PROVIDED UNDER THE FOLLOWING:
COMMERCIAL GENERAL LIABILITY COVERAGE PART

SCHEDULE

NAME OF PERSON OR ORGANIZATION: ANY PERSON OR ORGANIZATION WITH WHOM YOU HAVE AGREED, IN A WRITTEN CONTRACT EXECUTED PRIOR TO LOSS, TO INCLUDE AS AN ADDITIONAL INSURED.

PROVISIONS

1. WHO IS AN INSURED (SECTION II) IS AMENDED TO INCLUDE AS AN INSURED THE PERSON OR ORGANIZATION SHOWN IN THE SCHEDULE ABOVE (CALLED HEREFTER "ADDITIONAL INSURED"), BUT ONLY WITH RESPECT TO SUCH ADDITIONAL INSURED'S LIABILITY FOR "BODILY INJURY" OR "PROPERTY DAMAGE" ARISING OUT OF "YOUR PRODUCT" OR "YOUR WORK".

2. THE LIMITS OF INSURANCE PROVIDED TO SUCH ADDITIONAL INSURED SHALL BE:

A. THE LIMITS WHICH YOU HAVE AGREED TO PROVIDE; OR

B. THE LIMITS SHOWN IN THE DECLARATIONS

WHICHEVER IS LESS.

3. ANY COVERAGE PROVIDED BY THIS ENDORSEMENT TO AN ADDITIONAL INSURED SHALL BE EXCESS OVER ANY OTHER VALID AND COLLECTIBLE INSURANCE AVAILABLE TO THE ADDITIONAL INSURED WHETHER PRIMARY, EXCESS, CONTINGENT OR ON ANY OTHER BASIS UNLESS A WRITTEN CONTRACT OR WRITTEN AGREEMENT IN EFFECT DURING THIS POLICY PERIOD AND SIGNED AND EXECUTED BY YOU PRIOR TO THE LOSS FOR WHICH COVERAGE IS SOUGHT SPECIFICALLY REQUIRES THAT THIS INSURANCE APPLY ON A PRIMARY AND/OR NON-CONTRIBUTORY BASIS.

4. THIS INSURANCE DOES NOT APPLY ON ANY BASIS TO THE SOLE NEGLIGENCE OF SUCH ADDITIONAL INSURED.