



29 Kennebec Dr., Durango, CO 81301

(650) 483-5721



Automated Metering Infrastructure Assessment Project

***Response to Virgin Islands Water and Power
Authority PR-14-21 Bid Request for Additional
Information by Z2Solutions LLC***

April 5, 2022



5 April, 2022

Nicole Aubain
Contract Administration Manager
Virgin Islands Water and Power Authority
9720 Estate Thomas
Al Cohen Plaza St. Thomas, VI 00802

RE: AMI Assessment Project

Dear Nicole Aubain:

Z2Solutions LLC is pleased to provide this additional information as requested in Z2S FRI #1.

Z2Solutions sincerely hopes you will consider our proposal and will be happy to discuss this proposal to address the needs of your program. With our extensive experience and expertise, successful history of implementations and customer satisfaction, we feel that VIWAPA will enjoy a most successful AMI Assessment project. Please do not hesitate to contact me at 650-483-5721 if you have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "J. Wambaugh", is written over a faint, light gray circular background.

John O. Wambaugh
Z2Solutions LLC



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1. Request for Company financial stability & credit worthiness

Z2Solutions LLC (Z2) received a request to “Please Provide documentation as to your Company’s financial stability & credit worthiness. “ on 4th April, 2022.

Z2 is a private company incorporated in Colorado, United States and does not release our financial records. Z2 is a consulting company with an unparalleled expertise in Advanced Metering Infrastructure (AMI) and has no assets, other than our intellectual property.

Z2 has been providing services to electric utilities for better than 10 years and has never had a legal action brought against the company, nor any of the individuals. We have no equipment, hardware or software other than our personal computers and our offices, so our expenses (other than travel expenses) are less than \$40,000 per year. Additionally, Z2 does not have any salary expenses as all are partners in the company.

Z2 currently has contracts for services with six (6) electric, gas and water utilities in excess of \$2,000,000. One of these utilities is Con Edison, which is one of the largest electric and gas utility in the United States. They have been a client since 2016 and have renewed our current contract for advisory services four times, including recently renewal at the beginning of 2022. Additionally, VINLEC, Barbados Light & Power Company and Grand Bahama Power Company have also renewed or expanded our contracts for additional advisory services.

We recommend that Virgin Islands Water and Power Authority contact any or all of our references if there are additional questions about our credit or technical worthiness.

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