

www.hometownconnections.com

12081 W. Alameda Parkway, # 464
Lakewood, CO 80228

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ADDENDUM NO. 2

Hometown Connections Request for Proposal AMI Solution

REF #: HCI_AMIRFP_2846

RESPONSES TO QUESTIONS

- Submitted by Email to Susan Ryba, sryba@hometownconnections.com

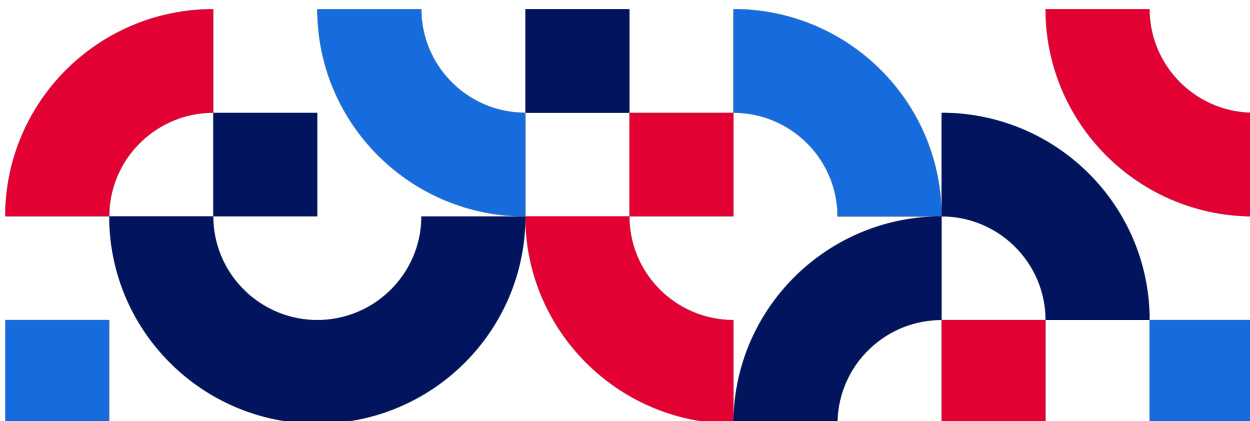
Release Date: February 7, 2020

Addendum No. 2 Date: March 4, 2020

Revised Deadline for Submission: April 3, 2020

Issued by:

Hometown Connections, Inc.
12081 W. Alameda Parkway, #464
Lakewood, Colorado 80226



HCI_AMIRFP_2846 ADDENDUM NO. 2

QUESTIONS SUBMITTED BY EMAIL FROM FEBRUARY 27 TO MARCH 4, 2020

Question:

Would it be possible to talk to Hometown Connections Inc. and have a very short discussion on HCI's sales strategy to sell AMI to the APPA members?

Answer:

No, we are not able to accommodate phone calls. All questions must be submitted by email to Susan Ryba, sryba@hometownconnections.com, by 4 pm MT on March 24, 2020.

Per request submitted by email, the list of companies invited to participate in the February 20, 2020, Pre-Proposal Audio & Web Conference Meeting is as follows:

Name	Company
M. Kearney	Aclara
Gary Lee	Aclara
Mark Snow	Core & Main
Alesa Stewart	Core & Main
Sean Bruntlett	Core & Main
Roger Smith	CSA
Steve Willis	CSA
Daniel Scrima	Eaton
Craig Hutson	Exceleron
Darren Raybourn	Exceleron
Bill Weber	Fletcher-Reinhardt
Curt Craig	Harris Computer
D. Warden	Honeywell
Peter Hunt	Honeywell
Peter Hunt	Honeywell
Mark Ponder	IPKeys
Bradley Kusant	Itron
Eric Seiter	Landis+Gyr
Prasanna Venkatesan	Landis+Gyr
Eric Lange	Landis+Gyr
Jim Richardson	Landis+Gyr
Blaine Robertson	Landis+Gyr
Sara Vacinek	Landis+Gyr

Jonathon Sinclair	Landis+Gyr
Michelle Harris	Landis+Gyr
Haim Shaul	Nexgrid
Costa Apostolakis	Nexgrid
Paul Taylor	Nighthawk Control
Rick Schmitt	Nighthawk Control
Steve Pascoe	NISC
Linda Stevens	OATI
Joe Mishaga	OSIsoft
Joe Nivert	OSIsoft
Andy Schechter	Primestone
Abraham Ortega	Primestone
William Wahl	Primestone
Brandon Irons	Primestone
Pasi Miettinen	Sagewell
Gary Smith	Sagewell
David Stair	Sensus
Mitchell Mossman	Sensus
Patrick Francois	Siemens
Ron Pequette	Siemens
Matt Haile	Tantulus
Bryan Ehrlich	Utilismart
Jon Long	Verizon Wireless
Jared Duffy	Verizon Wireless
Sam Gregg	Verizon Wireless
Al Mahesh	Verizon Wireless
Thomas Amershek	Verizon Wireless
Stephen Powers	Verizon Wireless
Brec Esnard	Verizon Wireless