



# Reviera Enterprises (REI)

### **Snapshot**

### **Founded**

**1985** 

### **Headquarters**

Maryland

#### Office locations

- Forestville, MD
- Baltimore, MD

### **Key services**

- Wastewater field services
- Water field services

#### Areas served / Core Markets

- Mid-Atlantic
- South

#### Size

~65 employees

### Leadership

- Raoul Kouamou, CEO
- Percy Palomar, COO
- Robin Carter, Regional Director

### **Business Overview**

- Leading provider of water, stormwater and wastewater field services
- Specializes in assessment and maintenance of water mains, storm drains and sanitary sewers
- Serves water and wastewater utilities, municipalities, and engineering & construction companies
- Differentiates itself with its 40 years of experience serving water and wastewater utilities
- Further differentiates itself as one of the leading and experienced Minority Business Enterprises of scale (MBE) in the utility services
- Notable experience includes:
  - Completion of thousands of miles of sewer line evaluations in the District of Columbia, the states of Maryland, Virginia, Alabama, Florida, Georgia, New York, North Carolina, Pennsylvania, and Texas
  - Implementation of Advanced Metering Infrastructure (AMI) and Automatic Meter Reading (AMR)
    with various water utilities

### **Select Partnerships**



















## **Highlights**

1985 Year established Water & Sewer Field services

Thousands of miles of water and sewer line evaluations

MidAtlantic &
South
Core
markets
served

Minority
Business
Enterprises
(MBE)
Special
designation



# Wastewater & Stormwater Field Services

Demonstrated expertise in mapping, field data collection and back-office data analysis

Core Capabilities			
Sewer Evaluation	<ul> <li>CCTV / Sonar inspection (on &amp; off-road)</li> <li>CCTV inspection of laterals</li> <li>Manhole and trunk walk inspection &amp; assessment (traditional &amp; 3D panoramic)</li> <li>SL-RAT acoustic pipe inspection</li> <li>Smoke testing</li> <li>Dye testing</li> </ul>		
Sewer Maintenance	<ul> <li>Pipe cleaning (on &amp; off-road)</li> <li>Hydro excavation</li> <li>Lateral cleaning from the main</li> </ul>		
Infiltration / Inflow Studies	<ul><li>Night flow isolation and measurement</li><li>Flow monitoring &amp; analysis</li></ul>		
Stormwater Maintenance	<ul><li>Stormwater pond management (dredging)</li><li>Storm drain cleaning</li></ul>		
Other maintenance	<ul> <li>Pipe grease inhibitor cleaning (on &amp; off road)</li> <li>Grease removal (commercial grease traps)</li> </ul>		
Support Services	<ul><li>Traffic and MOT Services (MD, PA, NJ, DE, VA, and DC)</li></ul>		

### **Select Work**



- **Currently performing CCTV and 3D Panoramic manhole** inspections for the City of Baltimore
- Currently performing sewer line rapid assessment tool acoustic pipe inspections for the City of Baltimore and **Baltimore County, MD**



**Currently performing CCTV inspection and cleaning for** the Washington Suburban Sanitary Commission (WSSC)



Currently performing stormwater drainage cleaning and **CCTV** inspections for Prince George's County, MD

### **Client Snapshot**

Municipal







DPW DEPARTMENT OF





















# **Water Field Services**

# Decades of water infrastructure experience

Core Water Capabilities				
Water Main Evaluation	Water Main Maintenance	Meter Services		
<ul> <li>Leak detection</li> </ul>	<ul> <li>Water main cleaning</li> </ul>	<ul> <li>Water meter procurement</li> </ul>		
<ul> <li>Valve condition assessment</li> </ul>	Service line replacement	<ul> <li>Installation of water measurement meters</li> </ul>		
<ul> <li>Pressure pipe condition assessment</li> </ul>		<ul> <li>Advanced Metering Infrastructure (AMI)</li> </ul>		
Hydrant maintenance		implementation		
		<ul> <li>Automatic Meter Reading (AMR) implementation</li> </ul>		

# **Select Ongoing Work**



Water Meter Replacement and Installation in Howard County, MD

# **Select AMI / AMR Experience**



Installation and implementation of AMI infrastructure in the City of Baltimore and Baltimore County



Acquisition and installation of AMI infrastructure in Washington, DC

## **Client Snapshot**













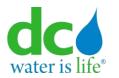




# **Selected Meter Services Experience**

REI has been involved in the implementation of both AMR and AMI systems





Project Name	City of Baltimore AMI / AMR	District of Columbia AMI / AMR
Prime Contractor	Itron	<ul> <li>United Metering</li> </ul>
Description	<ul> <li>Installation and implementation of Advanced Metering Infrastructure (AMI) in combination with a mobile AMR configuration</li> </ul>	<ul> <li>Acquisition and installation of AMI infrastructure integrated with DCWASA System Meter Replacement</li> </ul>
Scope	■ ~130K customer meters installed by REI	• N.A.
Location	Baltimore City & Baltimore County, MD	District of Columbia
REI Value-Add	<ul> <li>✓ Licensed distribution of all the meter interface units (MIU), data collection units (DCU) and other hardware for the entire project</li> <li>✓ Equipment inventorying and warehousing throughout the course of the project deployment</li> <li>✓ Disposal of old meters</li> <li>✓ Provision of all labor, direct and supervision for over 100,000 residential meter installation</li> <li>✓ Installation of fixed DCUs on building rooftops and light poles</li> <li>✓ Call center / customer scheduling</li> <li>✓ Fulfilling Baltimore City's MBE participation requirement</li> </ul>	<ul> <li>✓ Licensed distribution of all the encoded ABB meters with attached MIUs, and DCUs for the entire project</li> <li>✓ Equipment warehousing during the course of project deployment</li> <li>✓ Provision of all labor, direct and supervision for the installation of over 120,000 meters with potted MIUs</li> <li>✓ Call center / customer scheduling</li> </ul>



# **CONTACT INFO**



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