



Reviera Enterprises

Overview of Capabilities

Confidential & Proprietary



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




**Mid-
Atlantic &
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 style="list-style-type: none"> ▪ CCTV / Sonar inspection (on & off-road) ▪ CCTV inspection of laterals ▪ Manhole and trunk walk inspection & assessment (traditional & 3D panoramic) ▪ SL-RAT acoustic pipe inspection ▪ Smoke testing ▪ Dye testing
Sewer Maintenance	<ul style="list-style-type: none"> ▪ Pipe cleaning (on & off-road) ▪ Hydro excavation ▪ Lateral cleaning from the main
Infiltration / Inflow Studies	<ul style="list-style-type: none"> ▪ Night flow isolation and measurement ▪ Flow monitoring & analysis
Stormwater Maintenance	<ul style="list-style-type: none"> ▪ Stormwater pond management (dredging) ▪ Storm drain cleaning
Other maintenance	<ul style="list-style-type: none"> ▪ Pipe grease inhibitor cleaning (on & off road) ▪ Grease removal (commercial grease traps)
Support Services	<ul style="list-style-type: none"> ▪ Traffic and MOT Services (MD, PA, NJ, DE, VA, and DC)

Select Work	
	<ul style="list-style-type: none"> • 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
	<ul style="list-style-type: none"> • Currently performing CCTV inspection and cleaning for the Washington Suburban Sanitary Commission (WSSC)
	<ul style="list-style-type: none"> • Currently performing stormwater drainage cleaning and CCTV inspections for Prince George's County, MD

Client Snapshot		
Municipal	Utilities	Engineering & Construction
   	   	    



Water Field Services

Decades of water infrastructure experience

Core Water Capabilities

Water Main Evaluation	Water Main Maintenance	Meter Services
<ul style="list-style-type: none"> ▪ Leak detection ▪ Valve condition assessment ▪ Pressure pipe condition assessment ▪ Hydrant maintenance 	<ul style="list-style-type: none"> ▪ Water main cleaning ▪ Service line replacement 	<ul style="list-style-type: none"> ▪ Water meter procurement ▪ Installation of water measurement meters ▪ Advanced Metering Infrastructure (AMI) implementation ▪ Automatic Meter Reading (AMR) implementation

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		▪ United Metering
Description	▪ Installation and implementation of Advanced Metering Infrastructure (AMI) in combination with a mobile AMR configuration	▪ Acquisition and installation of AMI infrastructure integrated with DCWASA System Meter Replacement
Scope	▪ ~130K customer meters installed by REI	▪ N.A.
Location	▪ Baltimore City & Baltimore County, MD	▪ District of Columbia
REI Value-Add	<ul style="list-style-type: none"> ✓ Licensed distribution of all the meter interface units (MIU), data collection units (DCU) and other hardware for the entire project ✓ Equipment inventorying and warehousing throughout the course of the project deployment ✓ Disposal of old meters ✓ Provision of all labor, direct and supervision for over 100,000 residential meter installation ✓ Installation of fixed DCUs on building rooftops and light poles ✓ Call center / customer scheduling ✓ Fulfilling Baltimore City's MBE participation requirement 	<ul style="list-style-type: none"> ✓ Licensed distribution of all the encoded ABB meters with attached MIUs, and DCUs for the entire project ✓ Equipment warehousing during the course of project deployment ✓ Provision of all labor, direct and supervision for the installation of over 120,000 meters with potted MIUs ✓ Call center / customer scheduling



CONTACT INFO



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