

# CITY COUNCIL REPORT



Meeting Date: June 23, 2026  
General Plan Element: *Sustainability & Environment*  
General Plan Goal: *Conserve Water*

## ACTION

**Contract extension for Citywide water conservation rebate software.** Adopt Resolution No. 13710 to:

1. Authorize, approve, and direct the Mayor to execute, on behalf of the city, Contract No. 2026-114-COS with Aiqueous, LLC to extend the term of Contract No. 21SS036 until June 30, 2027.
2. Authorize the City Manager or designee to execute any other documents and take such other actions as are necessary to carry out the intent of this Resolution.

## BACKGROUND

The purpose of this action is to award a contract modification for citywide water conservation rebates software. The contract modification will be for one (1) year and have a maximum contract term amount of \$47,370. This one (1) year extension allows for investigation and further consideration of developing an in-house application or soliciting a new vendor.

The citywide water conservation rebates software contract modification will support the City's water conservation rebate program. The City has provided water conservation rebates since 1992. Beginning in 2015, Water Conservation staff have contracted with Aiqueous LLC (dba Brillion), to automate the application process. Through the Aiqueous LLC software, WaterWays, photos, documents, and required IRS W9s are submitted in a secure format and attached to online rebate applications. WaterWays tracks the rebates from application to completion, documenting input from staff and customers completing automated rebate calculations.

This one-year extension allows for investigation and further consideration of developing an in-house application or procuring a new contract. The Water Conservation team is currently using WaterWays, and it is the lowest cost option. Scottsdale's FY26/27 water rebate program will launch the month after execution of the contract. Relaunching the rebate program each year is part of Scottsdale's Water demand management program offerings. In calendar year 2025, a demand reduction of 25.5 million gallons of water occurred through the removal of grass and pools or with the installation of water smart technology.

## **ANALYSIS & ASSESSMENT**

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### **Recent Staff Action**

In November 2025, Brillon provided notice that WaterWays had an end-of-life date of July 2, 2026 and the end of the existing five-year contract. Conservation evaluated options to replace the current system including building an in-house application and reviewed three (3) software options. The startup costs for the three options coupled with the annual fees were cost prohibitive. The time required to configure and launch the new software impacted timely presentation of the rebate program.

On April 17, 2026, Scottsdale was notified that WaterWays would be continued at a cost of \$47,370 and no start up fees.

### **Community Involvement**

Staff will continue to advertise the opportunity to the community to participate in the water conservation rebate program. As of May 21, 2026, more than 160 customers have signed up to receive early notifications about the rebate program launch.

## **RESOURCE IMPACTS**

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### **Available funding**

Funding this contract modification is available in Water Resources operations account 52350.

### **Staffing, Workload Impact**

Existing Water Resources staff are available to provide contract administration, rebate management and customer service for the conservation rebate program. Elisa Klein, Water Conservation Program Supervisor in the Water Resources Department, is the contract administrator for this contract.

### **Future Budget Implications**

The cost for the contract term will not exceed \$47,370 for the one-year term of this contract modification.

## **OPTIONS & STAFF RECOMMENDATION**

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### **Recommended Approach:**

Adopt Resolution No. 13710 to:

1. Authorize, approve, and direct the Mayor to execute, on behalf of the city, Contract No. 2026-114-COS with Aiqueous, LLC to extend the term of Contract No. 21SS036 until June 30, 2027.
2. Authorize the City Manager or designee to execute any other documents and take such other actions as are necessary to carry out the intent of this Resolution.

**Proposed Next Steps:**

Following approval of the contract modification, Aiqueous LLC will be available for citywide Water Resources conservation rebate support.

**RESPONSIBLE DEPARTMENT(S)**

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Water Resources

**STAFF CONTACTS**

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Jill Brumand, Water Policy Manager, Scottsdale Water 480-312-5473, [jbrumand@scottsdaleaz.gov](mailto:jbrumand@scottsdaleaz.gov)  
Elisa Klein, Water Conservation Program Supervisor, Scottsdale Water  
480-312-5670, [eklein@scottsdaleaz.gov](mailto:eklein@scottsdaleaz.gov)

**APPROVED BY**

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*Thyra Ryden-Diaz*

\_\_\_\_\_  
Thyra Ryden-Diaz, Interim Senior Director – Water Resources  
480-312-4327, [tryden-diaz@scottsdaleaz.gov](mailto:tryden-diaz@scottsdaleaz.gov)

\_\_\_\_\_  
6/8/26 15:57 MST

Date

*Greg Caton*

\_\_\_\_\_  
Greg Caton, City Manager  
(480) 312-7759, [GCaton@Scottsdaleaz.gov](mailto:GCaton@Scottsdaleaz.gov)

\_\_\_\_\_  
6/8/26 13:47 MST

Date

**ATTACHMENTS**

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1. Resolution No. 13710
2. Contract No. 2026-114-COS

RESOLUTION NO. 13710

A RESOLUTION OF THE COUNCIL OF THE CITY OF SCOTTSDALE, MARICOPA COUNTY, ARIZONA, APPROVING CONTRACT NO. 2026-114-COS, AN AMENDMENT TO AN EXISTING CONTRACT WITH AIQUEOUS, LLC TO AUTHORIZE AN EXTENSION OF THE TERM OF THE CONTRACT.

WHEREAS, the city has a need for software to manage its water conservation rebates;  
and

WHEREAS, Aiqueous LLC was selected by the city to provide this service under Contract No. 21SS036, dated June 24, 2021 (the "Contract"), which was awarded administratively, for the term of five years; and

WHEREAS, the Contract was amended administratively on March 26, 2025, to add additional annual storage; and

WHEREAS, the city desires to extend the term of the Contract for a sixth year in an amount not to exceed \$47,370.

NOW, THEREFORE, BE IT RESOLVED by the Council of the City of Scottsdale, Maricopa County, Arizona, as follows:

Section 1. The City Council hereby authorizes, approves and directs the Mayor to execute, on behalf of the city, Contract No. 2026-114-COS with Aiqueous, LLC to extend the term of Contract No. 21SS036 until June 30, 2027.

Section 2. The City Council hereby authorizes the City Manager or designee to execute any other documents and take such other actions as are necessary to carry out the intent of this Resolution.

PASSED AND ADOPTED by the Council of the City of Scottsdale, Maricopa County, Arizona this \_\_\_\_ day of June, 2026.

CITY OF SCOTTSDALE, an Arizona  
municipal corporation

ATTEST:

\_\_\_\_\_  
Lisa Borowsky, Mayor

\_\_\_\_\_  
Ben Lane, City Clerk

APPROVED AS TO FORM:

*Luis E. Santaella*

Luis E. Santaella, City Attorney

By: Lindsay Hampshire, Assistant City Attorney

**CITY OF SCOTTSDALE  
CONTRACT AMENDMENT #2**

THIS CONTRACT AMENDMENT ("Amendment") is entered into this \_\_\_\_\_ day of June, 2026, by and between the City of Scottsdale, an Arizona municipal corporation ("City"), and Alqueous LLC, dba Brillion ("Contractor") to amend Contract No. 21SS036, dated June 24, 2021, as amended, between City and Contractor (the "Contract").

**RECITALS**

A. The Mayor of the City of Scottsdale is authorized by provisions of the City Charter to execute contracts and contract amendments.

B. The City and Contractor entered into the Contract administratively on June 24, 2021. The Contract had a term of 5 years.

C. The City and Contractor amended the Contract administratively on March 26, 2025, to add additional annual storage.

D. The City now desires to amend the Contract to extend for a 6<sup>th</sup> year.

E. The City and the Contractor mutually agree to amend the Contract.

NOW THEREFORE, in consideration of the mutual promises and obligations set forth herein, the parties agree as follows:

**1.0 MODIFICATIONS**

1.1 The language in SECTION 3.1. Term and Extension is hereby modified to add the following language:

The term of this Contract is hereby extended for an additional 12 months, starting on July 1, 2026, and expiring on June 30, 2027.

1.2 Section #2.2 Fee Schedule is hereby modified to add the following language:

The contractor will be paid according to the following schedule:

- \$29,750 Annual SaaS subscription fee, including:
  - File Storage
  - Software License (includes FormStack for applications)
  - 4 User Licenses
    - Additional 3 User Licenses total \$7,920 (\$2,640 each) to include 22.5 hours maintenance, upgrades and support.
- \$3,700 Prepaid support block of 20 hours (non-refundable if not fully utilized)
- **Total \$41,370**

Additional Hours Required (above/beyond the hours included with purchased licenses) Hourly rate for additional hours \$185 per hour. This will be handled under a Premier Support SOW.

Aiqueous invoices will add applicable Scottsdale Transaction Privilege Tax amounts. The City of Scottsdale will pay Sales Tax amounts directly to the appropriate agency.

**2.0 CONTINUED EFFECT.**

Except to the extent amended hereby, all terms, provisions, and conditions of the Contract are hereby ratified and shall continue in full force and effect, and the Contract shall remain enforceable and binding in accordance with its terms.

[Signatures on following page.]

IN WITNESS WHEREOF, the Parties have executed this Amendment as of the date first set forth above.

CITY OF SCOTTSDALE, an  
Arizona municipal corporation

ATTEST:

\_\_\_\_\_  
Lisa Borowsky, Mayor

\_\_\_\_\_  
Ben Lane, City Clerk

**CONTRACTOR**

Aiqueous LLC, dba Brillion  
PO Box 202175  
Dallas, TX, 75320-2175

By: Michael Boisvert  
C248967422CB429...  
Mike Boisvert – Chief Financial Officer

**REVIEWED BY:**

Elisa Klein  
Elisa Klein  
Contract Administrator

Jenn Myers  
Jenn Myers, MPA, CPPPO, NIGP, CPP, CPPB  
Purchasing Director

George Woods  
George Woods  
Safety and Risk Management Director

**APPROVED AS TO FORM:**

Lindsay Hampshire  
Luis E. Santaella, City Attorney  
By: Lindsay Hampshire, Asst. City Attorney