

## Oldcastle Infrastructure CivilSense<sup>™</sup> Sole Source Justification (Guidance)

June 6, 2025

### Purpose/Justification:

To support current and future purposes for the reduction in real water loss via non-surfacing leaks, the City of Columbus, Division of Water is seeking approval to purchase and implement Oldcastle Infrastructure, Inc.'s ("Oldcastle") CivilSense asset management services. As of the date of this letter, to the best of my knowledge and belief, end-to-end leak detection as a single product offering is available only in the Oldcastle Infrastructure CivilSense solution ("Solution"). No other person or product offers a similar or competing product in the United States that combines all of the features of the Solution:

1. Leak-Detection-as-a-Service (LDaaS) using both advanced, acoustic sensors and Artificial Intelligence (AI) models to determine leak location, size and impact.
2. Deployment and subsequent retrieval of advanced, acoustic sensors across the selected sweep area to capture data for validation of leaks by advanced AI models.
3. Generation of Points of Interest (POI) and deployment of expertly trained leakage engineers (employed by Oldcastle) to physically mark the location of the leak utilizing AI models, specifically, cloud correlation and top-sounding module.
4. Providing work orders to inform the utility where to initiate, prioritize and schedule repairs for mainline piping.
5. In-situ validation of leak repairs. Sensors remain in-situ at the nearest available asset to the dig location so leak repair can be confirmed post dig. Once completion of the repair has been communicated by the water department, Oldcastle will verify that the identified leaks have been successfully repaired.
6. AI models that identify leaks with 94% accuracy.
7. AI models that identify leaks by size (small, medium, large).

The Solution must be purchased from Oldcastle for the following reasons. First, the acoustic sensors and AI models used in features #1-2 and #5-7 are proprietary products that belong to FIDO Tech, Ltd. ("FIDO"), for which Oldcastle is the exclusive provider in the United States. Accordingly, you cannot purchase the acoustic sensors or AI models from any person or entity except Oldcastle. Second, Oldcastle is the exclusive provider of features #3-4 using data collected by the same proprietary products for which Oldcastle is the exclusive provider. Accordingly, Oldcastle is the sole source of the Solution.

*Michael Casey*

