

PROPOSAL

FIXED BASED AUTOMATIC METER READING SYSTEM

After careful examination of the specifications, form of contract and the site of the proposed work, the undersigned hereby proposes and agrees if this proposal be accepted, to enter into a contract using the form of contract provided for, to furnish all equipment, labor, materials and construction to complete the said work in accordance with the terms and conditions specified and to furnish a satisfactory contract bond in the full amount of the contract bid, conditioned as and in form prescribed by law as a guarantee for the faithful performance of the contract for the prices as described and contained herein.

1. Customer Premise Equipment (All costs necessary to read water usage and transmit reading from service location)

a. New water meters if necessary (Customer must end up with a meter that can accommodate your wireless transmitter while replacing as few meters as possible.)

5/8"	\$ 95.02	450	\$ 42,759.00
3/4"	\$ 121.34	680	\$ 82,511.20
1"	\$		\$
1 1/2"	\$		\$
2"	\$		\$
3"	\$		\$
4"	\$		\$
5"	\$		\$
6"	\$		\$
8"	\$		\$
10"	\$		\$

EXHIBIT A

b. Labor costs associated with installing new meters (Customer must end up with a meter that can accommodate your wireless transmitter while replacing as few meters as possible.)

5/8"	\$101.64	450	\$ 45,738.00
3/4"	\$101.64	680	\$ 69,115.20
1"	\$		\$
1 1/2"	\$		\$
2"	\$		\$
3"	\$		\$
4"	\$		\$
5"	\$		\$
6"	\$		\$
8"	\$		\$
10"	\$		\$

c. Transmitters for each service location (Transmitters for pits must be waterproof)

	Cost	
Transmitter accommodating one meter	\$118.82	
Transmitter accommodating two meters	\$136.47	
Transmitter accommodating multiple meters (Note the maximum number possible)	\$ not available	
Pit Transmitters (Must be waterproof) accommodating one meter	\$ 124.71	
Pit transmitters accommodating two meters	\$ 142.35	

d. Labor costs associated with the installation of transmitters

Transmitter accommodating one meter	Cost
	\$ 41.69
Transmitter accommodating two meters	\$ 83.38
Transmitter accommodating multiple meters (Please note the maximum number possible)	not available
Pit Transmitters (Must be waterproof)	41.69
Pit transmitters accommodating two meters	\$ 83.38
Insert detailed description of the transmitter installation process:	
Please see attached detailed instruction instructions for 510X and 520X FlexNet transmitters	

e. Additional

Note any additional items, with prices, felt necessary for the customer premise portion of contract.	Cost
Gain access to customer premise for retrofit, plus above retrofit price	\$ 54.00
Gain access to customer premise for retrofit and pull new wire, plus above retrofit price	\$ 64.00
New wire installation with meter change out, plus meter change price	\$ 20.00
New meter couplings or fittings needed to accomplish meter change out at customer premise	cost + 20%
Handheld programmers needed to program transmitters (rental of 3 for 9 month period)	\$15,148.00

2. Distribution System (All necessary costs to receive usage data from transmitters at all service locations and transmit the data to the billing system)

	Cost
a. Equipment	
Tower Gateway Base Station, 2 each at \$71,000.00	\$ 142,000.00
Regional Network Interface, 1 each at \$28,000.00	\$ 28,000.00
FlexNet Network Portal, 4 each at \$3235.00 (all 4 may not be needed)	\$ 12,940.00
b. Labor to install equipment	
Labor to install costs are included in the above equipment pricing	\$
	\$
	\$
c. Hardware	
Wireless routers for TGB/FlexNet Portal Sites minimum of 2, maximum of 6	\$ 200.00 each
	\$
	\$
d. Software (Include all license costs.)	
Cost to interface AMR software with SunGuard Pentamotion	\$ 3000.00
All AMR software and license costs are included in the equipment pricing above	\$
	\$
Network operating platform:	Red Hat Linux Enterprise 5 - MSSQL 2005
Client operating platform:	MSSQL database on MSSQL server
Type of back-end database:	My SQL database for MDM software
Is standard base open or closed:	Closed from external access

e. Location costs if perceived as necessary for antenna placement, etc.

No additional location costs will be necessary.

\$ _____
\$ _____
\$ _____

f. Back-up reading system (include all components)

The FlexNet system can also be read by the backup touchread in each individual transmitter

with the touchread handhelds currently being used by the City.

Laptop computer to download readings from the TGB

\$ _____
\$ _____
\$ 5600.00

g. Additional

No additional costs are anticipated

\$ _____
\$ _____
\$ _____

Notes on backup reading system:

- 1 - The TGB stores 30 days of readings received from individual transmitters
- 2 - The RNI stores 60 days of readings received from individual transmitters
- 3 - The individual transmitters store the last reading taken and also hourly consumption values for the past 30 days

3. Training (City staff must be trained on all aspects of the equipment and entire system [including backup system] including installation and operation. Give details including cost, hours of training, number of staff that can attend, etc.)

a. Equipment	Cost
All training costs are included in the cost of the reading system. See the following page for a description of the training.	\$
	\$
	\$
b. Hardware	
	\$
	\$
	\$
c. Software	
	\$
	\$
	\$
d. Additional	
	\$
	\$
	\$

City of Gahanna FlexNet Training Outline

With the purchase of the Sensus FlexNet meter reading system the City of Gahanna will receive 4 days training from a factory AMI specialist on the following topics:

- MDM software -- this is the software which resides in the utility office and interfaces with the existing Sensus AutoRead software
- Sensus AutoRead software
- Operation of the FlexNet meter reading system on the RNI (Regional Network Interface)
- Installation and field programming of radio transmitters

This training will be scheduled at a time convenient to City personnel after the reading system is operational. The training will take place between the hours of 8:00 AM and 5:00 PM. The utility office staff will be trained in shifts so as not to disrupt the day to day operation of the office. Any number of staff can attend depending on the space available.

In addition to the Sensus AMI specialist, training and support will also be available from Doug Vermillion – Sensus Manager of Technical Sales, and Lee Conwell – HD Supply Meter Specialist as needed. Doug will be the Sensus project manager and as such will be on site as needed throughout the project. He has been with Sensus over 10 years and has been the project manager on 2 other FlexNet installations so he is well versed on the system. Lee has been with HD Supply for 22 years and served the past 8 years as meter specialist so he has extensive experience with all the Sensus reading systems. Lee will also be heavily involved in the project from start to finish. This additional training will be scheduled as needed for both utility office personnel and field personnel. The topics covered will be at the discretion of the utility.

4. Annual Maintenance (Explain all maintenance necessary, what maintenance is covered in the price, and the price itself.)

a. Equipment	
Gold level service program (see attached program brochure)	
Silver level service program (see attached program brochure)	
Bronze level service program (see attached program brochure)	
b. Hardware	
Covered under the above service programs	
c. Software	
Covered under the above service programs	
d. Additional	
The bronze level service program is included with system purchase. The level can be upgraded	
by paying the difference between the bronze level and the level desired.	

Annual Cost	
\$ 9000.00/yr	
\$ 6000.00/yr	
\$ 3600.00/yr	
\$	
\$	
\$	
\$	
\$	
\$	
\$	

No bidder may withdraw until sixty days after the date of opening. The City of Gahanna has the option of accepting or rejecting any or all proposals or any portion thereof.