

PROPOSAL TO:

# City of Alabaster, AL

## Inflow and Infiltration Detection Study



Proposal No. 2026-WA207

Date: January 15, 2026



January 15, 2026

Mr. Bill Atkinson  
Environmental Services Manager  
City of Alabaster  
104 8<sup>th</sup> Avenue NW  
Alabaster, AL 35007

**Re: IN-PIPE Technology – Inflow and Infiltration Detection Study  
Proposal No. 2026-WA207**

Dear Mr. Atkinson

On behalf of IN-PIPE Technology (IPT) we are pleased to submit our proposal to City of Alabaster for your consideration for an Inflow and Infiltration Detection study in the collection system.

Our team is excited by the scope of work and the service that we are proposing to provide.

We are grateful for the opportunity to present this proposal and work with the City.

Should you have any questions, or if I can be of further assistance, please do not hesitate to call.

Sincerely,

A handwritten signature in black ink, appearing to read 'Douglas G. Fagans', is written in a cursive style.

Douglas G. Fagans  
Chief Operating Officer  
630-509-2488 ext.227

## **IPT COLLECTION SYSTEM ANALYSIS**

### **Introduction**

Thank you allowing IN-PIPE Technology (IPT) the opportunity to present this proposal for our study of the wastewater collections system operations aimed at detecting Inflow and Infiltration. Please review this proposal in detail, if you have any questions, please do not hesitate to contact us.

### **The Solution**

#### **Summary**

In-Pipe's engineering team has studied the EPA's recommended "3-Phase Approach" and through the addition of smart sensors, AI/machine learning, pattern recognition algorithms and Computer Generated Imagery software (CGI) has effectively reduced by 80% the time and expense originally envisioned by the EPA for achieving a successful SSES I&I investigation.

#### **The Science**

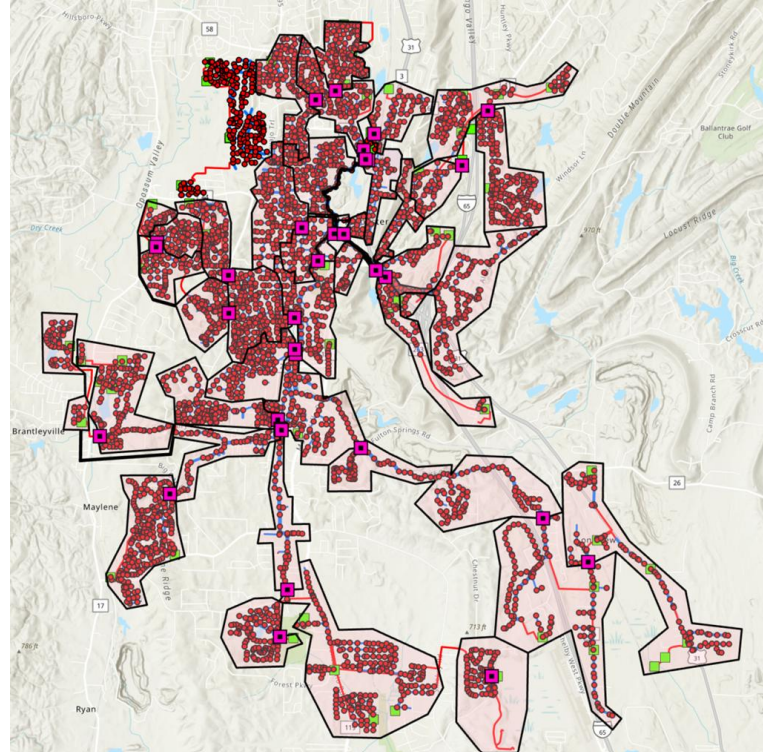
Hundreds of independent flow studies have confirmed that 80% of I&I resides in just 20% of the collection network. It is in this 20% of the system that I&I needs to be discovered.

iTracker® Bluetooth and cellular-enabled sensors record wastewater levels from 0 – 100% pipe ID during dry day periods and wet weather events and then convert those changes in level to flow in GPM using uniquely developed algorithms embedded within the iTracking software program. With the simple click of a button, bar charts, hydrographs, computer generated animated videos and operating performance reports are clearly presented detailing the contribution of I&I for each micro-basin within the area under investigation.

In most instances, after just a single storm event, the problem is pinpointed to between a few manholes without the requirement for expensive monitoring equipment, confined-space entry, repetitive maintenance, and tedious and time-consuming CSV file data analysis. This single storm approach plays an invaluable role in delivering a successful and cost effective I&I Detection study.

## Methodology - Two Quick and Accurate Detection Stages

As mentioned during our discussion, the total area to be investigated is 1 Major Basin divided into (31) sub-basins (Areas) as designated on the below map.



## PHASE 1

A Smart iTracker® sensor will be installed at each outlet of the (31) sub-basins (Areas). Assuming the 80/20 Rule holds true (80% of the I&I resides in just 20% of the collection system), that would exclude all but 6 or 7 of the sub-basins to investigate for a Phase 2 Study.

We will provide reports detailing all pertinent data relating to each of the sub-basins studied including dry and wet weather flows, Groundwater Infiltration, RDII flows and Peak RDII flows to provide an understanding of collection system performance.

## PHASE 2

iTracker® Smart sensors will be placed in every 5 or 6 manholes in the collection network strategically positioned within the 6-7 Sub-Basins discovered during Phase 1 to be responsible for the highest contributions of I&I. This methodology will results in the detection of I&I to between a small grouping of manholes (Micro-Basins).

### PHASE 3

iTracker® Smart sensors will be placed in adjacent manholes within the identified micro-basins from the Phase 2 study and strategically positioned to identify significant I&I between adjacent manholes.

### **Study Results and Pricing**

At the conclusion of the study, In-Pipe will present The City with documentation of the areas of the collection system that are responsible for 80% of the I&I. Raw data and graphs from each measured location will be analyzed and provided to the City to direct rehabilitation efforts targeting the areas of greatest contribution.

**COST - \$35,000**

***NOTE: I&I STUDIES COMPLETED REGARDLESS OF TIME***

***iTracking studies are guaranteed to be completed regardless of the time required.***

***Since successful studies can sometimes take anywhere from a few weeks to “until it rains”, our guarantee totally eliminates that concern.***

**Professional Services Quote**

Proposal Number: 2026-WA207  
Date: January 15, 2026  
Reference: Alabaster I&I  
Availability: 6-8 Weeks ARO  
FOB: Customer Site – Freight  
Included  
Validity: Proposal valid for 90 Days

To:  
City of Alabaster  
104 8<sup>th</sup> Avenue NW  
Alabaster, AL 35007  
Attn: Bill Atkinson  
Phone: (205) 901-4007

From:  
IN-PIPE Technology  
725 N. Central  
Wood Dale, IL 60191  
Doug Fagans  
Email: dfagans@in-pipe.com  
Phone: 630.509.2488

<u>Item</u>	<u>Qty.</u>	<u>Item Code #</u>	<u>Description</u>	<u>Price</u>
1	1	IPT- InI	I&I Study	\$35,000

## Scope of Services

- Installation of flow meter devices in manholes throughout collection system
- Monitoring of Flow meters during dry and wet weather
- Preparation and analysis of data to identify sources of I&I

## Terms

Refer to our Terms and Conditions below.

Payment terms are:

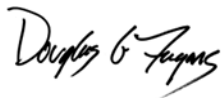
50% due upfront upon invoice.

50% due upon completion of study and delivery of reporting

Thank you for your consideration. We look forward to reviewing the proposal with you.

### **OFFERED BY:**

IN-PIPE TECHNOLOGY, LLC



Douglas G. Fagans  
Chief Operating Officer

### **ACCEPTED BY:**

City of Alabaster

Signature: \_\_\_\_\_

Name & Title: \_\_\_\_\_

Date: \_\_\_\_\_

Purchase Order No: \_\_\_\_\_

## Key Personnel



**BRYAN WEBER**  
Chief Executive Officer

Bryan Weber is a growth-oriented, diverse, global business executive with particular strengths in division general management (P&L), marketing and strategic planning. He has broad experience encompassing consumer products, management consulting, business services and engineered industrial products. He has led teams of 350 people, and managed businesses exceeding \$100 million in size, including the water business at Underwriters Laboratories. He received his B.S. in chemical engineering from Purdue University and an M.B.A., with distinction in marketing and finance from Northwestern University's Kellogg Graduate School of Management.



**DOUG FAGANS**  
Chief Operating Officer

Doug Fagans is a global business strategy and sales executive with deep experience driving sustainable growth through operational excellence. His varied background includes senior leadership roles in Client Solutions/Implementation, Sales, Marketing, Strategy, Channel Management, Product Management, and Consulting. Doug received his BA in International Affairs from the George Washington University, and his MBA in Marketing, Strategy, and International Business from Northwestern University's Kellogg Graduate School of Management.



**MARIE KROGER, PhD**  
Chief Science Officer

Dr. Marie Kroeger is an experienced scientist leading interdisciplinary research teams focused on understanding how the microbiome affects ecosystem functions and leveraging that knowledge to engineer ecosystems for functions like decreased greenhouse gas emissions. Marie's diverse research background integrated microbial physiology, multi-omics', and both synthetic and natural microbial communities to address fundamental and applied research objectives. Marie earned her BS in Biology from Northeastern Illinois University and PhD in Microbiology from the University of Massachusetts Amherst. Prior to joining In-Pipe, Marie earned a Chick-Keller Postdoctoral Fellowship at Los Alamos National Laboratory before becoming a staff scientist in the Bioscience Division.



**XIAOLONG WANG, PhD**  
Head of Engineering

Dr. Xiaolong Wang has been studying and working in wastewater treatment and collection system modeling for 8 years, with projects aiming to improve plant treatment efficiency, reduce plant operation costs, and change wastewater characteristics in sewer system. Xiaolong received his BS in Environmental Engineering from Jilin Jianzhu University, and earned a PhD in Environmental Engineering from the Illinois Institute of Technology. He is a Licensed Professional Engineer (P.E) in the State of Wisconsin. He is active in WEF and IWEA member, joining both organizations in 2015. He received an Academic Excellence Award from the Central States Water Environmental Association in 2018. He currently serves on the IWEA the Plant Operations Committee and the Award Committee.



## IN-PIPE Technology References

### City of Sarasota, FL

1750 12<sup>th</sup> Street  
Sarasota, FL 34236  
Customers Serviced: 55,500 (6 MGD)  
Dates of Service: August, 2006 to Present  
Mr. Carlos Marin  
Phone: (941)955- 2200 X 6278  
Email: [carlos.marin@sarasotagov.com](mailto:carlos.marin@sarasotagov.com)

### City of Lakeland

1825 Glendale Street  
Lakeland, FL 33803  
Customers Serviced: 97,400 (35 MGD)  
Dates of Service: February, 2001 to Present  
Mr. Rick Ruede, Collections Manager  
Phone: (863)34-6571  
Email: [richard.ruede@lakelandgov.net](mailto:richard.ruede@lakelandgov.net)

### City of Oklahoma City

200 N. Walker  
Oklahoma City, OK 73102  
Customers Services: 150,000 (50 MGD)  
Dates of Service: June 2014 to Present  
Mr. Kenny Davis, Collections Manager  
Phone: (405)990-2661  
Email: [kenny.davis@okc.gov](mailto:kenny.davis@okc.gov)

### City of Texas City

3901 Bay Street  
Texas City, TX 77590  
Customers Services: 45,000 (13 MGD)  
Dates of Service: November 2012 to Present  
Mr. Calvin Bremer, Wastewater Treatment Superintendent  
Phone: (409)643-5961  
Email: [cbremer@texas-city-tx.org](mailto:cbremer@texas-city-tx.org)

### City of McHenry

333 S. Green St.  
McHenry, IL 60050  
Customers Serviced: 23,450 (4.8 MGD)  
Dates of Service: October 2013 to Present  
Mr. Russel Ruzicka, Wastewater Treatment Superintendent  
Phone: (815)578-1303  
Email: [ruzicka@ci.mchenry.il.us](mailto:ruzicka@ci.mchenry.il.us)

## Terms and Conditions

1. Weights. Seller's weights and volumes shall govern, except that in case of proven error adjustment shall be made
2. Risk of Loss. Risk of loss and responsibility for all goods sold or provided hereunder shall pass to Buyer upon Seller's delivery to Buyer.
3. Warranty & Liability. Seller warrants that the goods shall conform to Sellers standard specifications in effect at time of shipment. SELLER MAKES NO OTHER WARRANTY, EXPRESS, OR IMPLIED, COVERING THE GOODS AND DISCLAIMS THE IMPLIED WARRANTY OF FITNESS FOR PURPOSE. Upon passage of title to the goods, Buyer assumes all responsibility and liability for and agrees to defend and indemnify Seller against, all claims, loss or damage resulting from Buyers storage, handling, sale or use of the goods or their containers.
4. Indemnification. Buyer shall indemnify, defend and hold Seller harmless from and against that portion of any liability, costs, expense (including without limitation reasonable attorneys' fees and expenses), claim, judgment, settlement or damage (collectively, "Claims") that Seller may incur or be required to pay to any third party (including without limitation any employee of Buyer regardless of whether such employee is barred under applicable law from claiming against Buyer) which is caused or contributed to by any act or omission of Buyer, including without limitation those arising from the negligence of Seller. If Buyer resells the products sold hereunder, Buyer will use its best commercial efforts to obtain from its purchaser an indemnification similar to the foregoing for the benefit of Buyer and Seller.
5. Damages & Claims. Seller's liability for damages and remedies against the Seller shall be limited to return of the purchase price of the particular delivery with respect to which such damages are claimed. The foregoing constitutes the exclusive remedy against the Seller and entire liability of the Seller in connection with such delivery and Seller shall not be liable for any incidental or consequential damages. Buyer shall inspect each shipment of goods within a reasonable time after arrival at Buyers plant, and in any event before use. Failure to make a claim in writing against the Seller within 30 days after arrival of goods at destination shall constitute an irrevocable acceptance of goods. Any action for breach of this contract must be commenced within one year after the cause of action has accrued.
6. Default or Waiver. If Buyer fails to perform any of the terms of this contract, Seller may defer shipments until such failure is made good or may treat such failure as final refusal to accept further shipments and may cancel this contract. A Seller may terminate this contract if Buyer becomes insolvent. This contract shall automatically terminate in the event Buyer assigns his property for the benefit of creditors or is adjudicated a bankrupt. Either party's waive of such party's rights thereafter to enforce and compel strict compliance with conditions of this contract, at any time, shall not in any way affect, limit, or waive such party's right thereafter to enforce and compel strict compliance with every term and condition of the contract.
7. Excuses for Nonperformance. Seller shall have no liability for any delay or failure in performance hereunder, in whole or in part, if such delay or failure arises from (i) compliance in good faith with any foreign or domestic governmental regulation or order, whether or not later shown invalid or inapplicable; (ii) the occurrence of any contingency the nonoccurrence

of which was a basic assumption at the time this contract was made, including without limitation acts of God, fire, flood, accident, riot, war, terrorism, sabotage, strike, lock -out, labor trouble or shortage, breakdown or failure of equipment, or embargo; (iii) Seller's inability to obtain any required product, material, energy source, equipment, labor, or transportation at prices and on terms deemed by Seller to be acceptable; (iv) Seller's incurring increased costs for compliance with environmental protection, health or safety regulations; or (v) any other event or occurrence not within the reasonable control of Seller. If any such circumstances affect only a part of Seller's capacity to perform, Seller may allocate products, services and deliveries among its customers and its own requirements as Seller may determine in its sole discretion. Quantities affected by this paragraph may, at the option of either party, be eliminated from the contract without liability, but the contract shall remain otherwise unaffected.

8. Assignability & Continuity. The Buyer shall not assign this contract or any right or obligation under this contract without Seller's prior, written approval; however, this contract shall be binding upon and inure to the benefit of any actual or purported successors of the parties hereto.
9. Surcharges. Notwithstanding anything in this Contract to the contrary, Seller reserves the right to impose a special temporary surcharge in the event of any increase in the price of energy or any other raw material that is reasonably likely to have a material impact on Seller's overall costs of Products and Services, or is imposed on Seller by its material or services providers. The amount of such surcharge will be limited to that required to negate the increase in Seller's costs resulting from such increases. Seller shall give Buyer written notice at least ten (10) business days prior to imposing any such surcharge and shall reduce or remove such surcharge at such time as the price of energy or raw materials return to levels which no longer justify such increase.
10. Equipment. Where Buyer's program includes the provision of Equipment, the following shall apply: (a) Ownership: Unless and until such time Buyer pays for Equipment in full, any Equipment provided hereunder shall remain the sole and exclusive personal property of Seller even though Buyer may attach Equipment to realty. Seller may cause such Equipment to be marked to indicate Seller's ownership. Buyer agrees to cooperate in the filing of any necessary financing statements to protect Seller's interests; (b) Use: Equipment shall be used only in conjunction with the prescribed use of Seller Products and Buyer agrees not to introduce any other material into the Equipment; (c) Buyer Facility: Buyer shall install and provide necessary utilities as specified by Seller for the term of this Agreement and, in addition, will provide Equipment with shelter, tank pads, spill protection and foundations as appropriate. Buyer shall receive, unload, and place Equipment at no cost to Seller; (d) Maintenance and Consumables: Seller shall be responsible for all routine maintenance, within the scope of the applicable Equipment warranty, and Buyer shall be responsible for purchasing all consumables in connection with the use of the Equipment; and (e) Risk of Loss: Customer agrees to assume all risk of loss arising from or pertaining to the possession, operation, or use of such Equipment. Buyer shall obtain and maintain for the term of this Agreement property damage and liability insurance sufficient to cover loss or damage to the Equipment including, without limitation, loss by fire (including so-called extended coverage)

and such other risks of loss as are customarily insured against for the businesses in which Customer is engaged.

11. Patents. Seller represents that to the best of its knowledge, the sale and/or use by Buyer of goods in the form sold hereunder will not infringe any composition of matter claims in any adversely held U.S. Patent claiming the goods per se, but in the event that it is alleged that such sale and/or use constitutes infringement of such Patent, then Seller's liability to the Buyer shall (i) be limited to the defense of such infringement actions and the payment of damages awarded therefor by a court of competent jurisdiction from which no appeal is or can be taken, and (ii) arise only if Buyer promptly gives Seller written notice of such claim and full authority, information and assistance for the defense of such claim. Seller's warranty as to use patents only applies to infringement arising solely out of the use of the goods according to their applications as envisioned by Seller's specifications. In no event shall Seller be liable for any infringement or alleged infringement arising from or caused or alleged to be caused by Buyer's combination of the goods supplied hereunder with other goods in any fashion not specifically recommended by Seller or by use of the goods in any process not specifically provided or recommended by Seller and is provided on the condition that the Buyer is likewise responsible for and will defend, indemnify and hold harmless the Seller against all losses, claims, expenses or damages which may result from the misuse or misapplication of any goods or services by the Buyer or any third party affiliated or in privity with Buyer. The foregoing states the entire liability of the Seller with respect to patent infringement by said goods. Seller reserves the right to suspend deliveries hereunder, or to terminate this contract, if the Seller believes that the manufacture and/or sale by the Seller, or the sale and/or use by the Buyer, of any goods sold hereunder infringes on any U.S. PATENT.
12. Applicable Law – Entirety. The construction, performance and completion of this contract shall be governed by the law of the state of Illinois. This contract is intended by the parties as the final expression of their agreement and is the complete and exclusive statement of the terms thereof, notwithstanding any oral representations or statements to the contrary heretofore made. No modification or release shall be effective unless in writing, signed by both parties, and specifically stating it is such modification or release.
13. Termination. If pursuant to any Federal, State or local law, regulation or ordinance Seller is required to install any additional equipment or facilities, in order to comply with governmental standards and if the cost of such installation, in Seller's opinion, makes it uneconomic to Seller to continue production of the goods, Seller may terminate this contract on 30 days prior written notice to buyer.
14. Acceptance. All sales and purchases of products hereunder are limited to and conditional on Buyer's acceptance of these standard terms and conditions. Seller objects to and rejects any terms and conditions that may be proposed by Buyer which are in addition to or different from these standard terms and conditions. No modification of this contract shall be effected by the acknowledgment or acceptance of purchase order forms containing different or additional terms or conditions.