

Thursday, November 14, 2024

Brad Holland
Town of Apex Electric Department
73 Hunter St, Apex, NC 27502
United States
1417 – Town of Apex Electric Department



Dear Brad

Thank you for your interest in the Safegrid solution and for the opportunity to provide this proposal for the Town of Apex Electric Department. If there are any questions or concerns please feel free to contact me at your convenience.

Kind regards,

Mike Burns

mike@safegrid.io

ABOUT THE SAFEGRID'S INTELLIGENT GRID SYSTEM:

Safegrid's Intelligent System® (IGS) helps locate, predict, and prevent grid faults and improve grid performance with instant-on wireless sensors and modern cloud-based monitoring and analytics. Safegrid's IGS employs instant-on sensors and cloud-based analytics for capturing and analyzing grid events. It utilizes sensors for overhead lines and underground cables, accurately locating events using GPS time synchronization. With proprietary algorithms, the system classifies grid events by type and severity, enabling customers to identify faults, anticipate future issues, and prevent them.

GridGuardian® is a cloud-based system that monitors the grid in real-time, accessible through web and mobile interfaces. It uses mapping tools and grid topology data to quickly notify about grid faults. The user-friendly dashboard displays and locates grid events and faults. It also offers reporting and sensor management tools. Instant SMS and email alerts provide actionable information about fault type and location. It can be integrated with existing systems via standard interfaces.

Grayhawk® Overhead Line Sensor utilizes wireless current measurement technology, making it non-intrusive and non-contact. This sensor is wireless and seamlessly connects to GridGuardian®, ensuring instant-on functionality and a swift installation process. By using cellular networks, Grayhawk® transmits measurement data and GPS information to GridGuardian® for comprehensive grid monitoring.

Grayfox® Underground Cable Sensor employs rogowski-coils for non-intrusive current measurements. It is easily installed and automatically connects to GridGuardian® for instant-on functionality. By utilizing the cellular network, Grayfox® sends both measurement data and GPS information to GridGuardian®.

PRODUCT/ PRODUCT TYPE DESCRIPTION	QTY	UNIT PRICE	SUM
GridGuardian System			
20010 GridGuardian™ standard setup Professional services GridGuardian™ setup fee, standard. Standard fee includes setup for customer account, grid map topology modification and insert for GridGuardian™ Cloud-Based Monitoring System.	1	\$4,500.00	\$4,500.00
20020 Online training, 2h standard Professional services Online training, 2h standard fee includes about 2 hours product training for Grayfox™/Grayhawk™ and GridGuardian™ over Google Hangouts video conferencing, optionally Zoom or teams video conferencing tools can be used. Support materials and guidelines	1	\$350.00	\$350.00
LD Substation			
20101 GridGuardian™ Annual Standard SaaS ARC - annual recurring cost GridGuardian™ Cloud-Based Monitoring System. The monitoring and analytics system is fully cloud-based (public or private cloud) and it provides full visibility in and actionable alerts about the grid.	45	\$300.00	\$13,500
34020 4-wire Grayfox™ NRC - non-recurring cost Grayfox™ 4-wire is a wireless fault sensor module for 4-wire distribution underground cable line monitoring.	1	\$1,800.00	\$1,800
36021 Pole mounted Grayfox™ 4-Channel NRC - non-recurring cost Grayfox™ Pole mounted 4-channel is a wireless fault pole mounted sensor module for 4-wire distribution for monitoring overhead / underground transition points.	23	\$1,950.00	\$44,850
44020 4-wire Grayhawk™ 2.0 NRC - non-recurring cost 4-wire Grayhawk™ 2.0 is a wireless fault sensor module for 4-wire distribution overhead line monitoring.	21	\$1,950.00	\$40,950
50001 Outdoor Power supply Grayfox™ and Grayhawk™ 2.0 NRC - non-recurring cost Outdoor Power supply for 100 to 240 DC or AC input for Grayfox™ and Grayhawk™ 2.0	45	\$350.00	\$15,750
Subtotal - LD Substation			\$116,850
Pilot Project Total			\$121,700

General Terms and Conditions

Sales Terms and Conditions: <https://safegrid.io/safegrid-sales-terms/>

SaaS Terms of Use: <https://safegrid.io/safegrid-saas-terms-of-use/>

Order Terms and Conditions

Warranty 24 months from shipment excluding batteries

Delivery term DAP customer warehouse, Incoterms 2020

Delivery time 4-6 weeks, subject to intermittent sales

Equipment Invoice 100% upon receipt

Engineering Invoice 100% upon order

Recurring cost invoice Annual 100% in advance

Payment terms 30 days from invoice

Offer validity 30 days from generation.

Special Terms and Conditions

OFFER APPROVAL AND ORDERING INFORMATION

Place: _____

Date: _____

Signature _____

Name in block letters: _____

Offer reference: 1800

Order Reference: _____

Organization business ID:: _____

Hardware delivery address: _____

Contact person name: _____

Contact person email: _____

Contact person phone: _____

Please send order to mike@safegrid.io and orders@safegrid.io

PAYMENT INSTRUCTIONS

All payments to Safegrid have to be done as a bank transfer

Beneficiary: Safegrid USA LLC

Bank account number: 202356305112

ABA Routing Number: 091311229

Bank Name: Choice Financial Group

Bank Address: 4501 23rd Ave S, Fargo, ND 58104

Payment reference: Invoice number

For any questions regarding payment, please contact mike@safegrid.io