enQuesta AMI Integration
Pricing & Payment Schedule

January 14, 2025

ENGAGEMENT PRICING

Contract Summary

All contracted Software, Hardware and Services will be quoted and provided on a Fixed Fee basis. Travel expenses are estimated here for budgetary purposes but will be billed as incurred. The proposed scope of this project is defined in the AMI Interface to enQuesta Statement of Work. Additional services (including Travel & Expenses) required due to out-of-scope work will be quoted and billed on a time & materials basis at the then current rate charged by S&S.

Summary Pricing

enQuesta AMI Integration Project	
DESCRIPTION	TOTAL
Software License Total	$50,000
Professional Services Total	$440,420
Maintenance + Infrastrucutre setup Year 0 Total	$116,580
SUMMARY PRICE (excluding Travel)	**$607,000**
Travel Time and Expenses (estimated)	$35,000

AMI integration with enQuesta Detail Pricing	
Description	**Price**
enQuesta to MDMS Multispeak API License Readings*	$25,000
Remote Connect/Disconnect API License	$25,000
Subtotal License	**$50,000**
Project Management	$31,200
Analysis & Data Mapping	
CIS Professional Services	$10,400
MDM Professional Services	$156,250
enQuesta Configuration & Business Testing & Connectivity with vendors and MDM with front end AMI	
CIS Professional Services	$10,400
MDM Professional Services	$46,875
Development	
Change current HH download	$2,340
CIS to AMI Pilot Provisioning Files	$21,840
Pilot Installation integration	$4,160
enQuesta to MeterSense Oracle Views *	$12,480
MDM integration with AMIVendor for hourly reads	$31,250
Integration testing & Training	
CIS Professional Services QA testing, Training, Simulation	$13,000
Support testing Onsite*	$14,300
MDM testing and Training	$62,500
Go-Live & remote support	
CIS Professional Services	$5,200
CIS Development Services	$2,600
MDM Professional Services	$15,625
Maintenance/SAAS	
CIS Maintenance*	$38,864
MDM SAAS Year 0	$77,716
Total	
Services	**$440,420**
License	**$50,000**
Maintenance	**$116,580**
Total Budget Price	**$607,000**

City of Augusta – AMI MDMS Integration Pricing & Payment Schedule
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Payment schedule

Project Deliverables	Professional services	License & SaaS & Maintenance	Payment Amount	Smartworks Milestone
AMI/MDM				
Contract Signing	$110,105	$166,580.00	$276,685	Contract Execution
Completion of Analysis	$66,063		$66,063	Delivery of requirements document
Configuration and Core Team Training	$110,105		$110,105	Initial data Sync and AMI integration
Completion of Simulation	$96,963		$96,963	Completion of UAT
Go-Live	$44,042		$44,042	Transition to Support
Post Go-Live Support	$13,142		$13,142	30 Days Post Go-Live
TOTAL	**$440,420**	**$166,580**	**$607,000**	
	Note Maintenance will be prorated to renewal date			

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MAINTENANCE

Maintenance – Newly implemented enQuesta Software

Maintenance on new Software is due at signing. The maintenance will be billed on a prorated basis from signing until your next renewal date. The schedule above depicts a full year of maintenance. Year 0 will not be prorated for year 2024 if contract is signed by end of year 2024. Please refer to the Support and Maintenance agreement for further definition. Also below is the SaaS Future Payment schedule. It was established with the understanding that this Project will begin with no AMI meter saturation except that 1 separate pilot programs with about 500 meters will be established. So the initial annual subscription fee is lower to start then increases based on AMI meters being installed.

Fee Schedule:

Meter Count	Annual Recurring Fees (includes support services) for the Meter Data Management Product	Amount
	Software Annual Subscription Fee:	
36,312	Year 0	$77,716
48,416	Year 1	$94,445
72,624	Year 2	$111,513
72,624	Year 3	$117,089
72,624	Year 4	$122,943
72,624	Year 5	$129,090

The Annual Subscription Fees are identified in annual milestones represent fees, payable in advance of each year, for the Meter Data Management Product. The SmartWorks Software will be capable of importing, processing, and storing thirty-six (36) months of data for the meters reflected in the Meter Count & Configuration table below. Changes to storage and data processing requirements including storage duration, meter counts, configuration of intervals length or number of channels impact the storage requirements and associated Subscription fees submitted with our proposal.

These fees are for the term defined in the Fee Schedule table above and are subject to increase if the total meter population increases beyond the stated quantities in Meter Count & Configuration table below.

Meter Count & Configuration:

Service	Number of Meters	Channel	Interval Length
Water Residential	65,362	Gal	60 minutes
Water Commercial	7,262	Gal	60 minutes

- The number of daily processed reads is estimated to be **1,742,976**

Payment Terms

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NOTES:
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- Annual Maintenance for enQuesta remains in effect as per 2024 S&S Support Agreement.

- Invoicing will occur upon completion of events described above

- travel expenses will be billed as they are incurred. Client shall reimburse S&S for:

  o Direct travel expenses including, but not limited to hotel, airfare, car rental, tolls, parking and airline and travel agent fees
  o Travel time for each on-site resource which will be billed at 50% of the current standard rate/hour
  o The standard rate for 2024 is $275.00/hour as a result the rate at which travel time will be billed in 2024 is $130.00/hour
  o A per diem rate of $65.00 for weekdays and a $110.00 for weekends and statutory holidays that includes all meal, food and telecommunications expenses (no receipts will be provided).
  o Per Diem rates will periodically be revised at the discretion of our parent company. When that occurs the rates referenced above of $65.00/weekday and $110.00/weekend day may be increased accordingly.
  o A mileage charge based on the current Internal Revenue Service recommended rate per mile
  o All other reasonable expenses incurred in the performance of S&S's duties including courier services and documentation copying or production.

- Contract signing deliverable is payable upon receipt of the signed contract by S&S – All other amounts are due within 30 days from the date deliverable is completed

- Additional services outside the scope of this project will be billed monthly on a time & materials basis at the then current rate charged by S&S

- Quotation is valid until Dec,31 2024.

- This SOW is performed pursuant to the terms and conditions of that certain [Information Systems Agreement (ISA) between S&S and The City Augusta.   It is further specifically understood that S&S will be contracting with N. Harris Computer Corporation to implement this SOW, pursuant to the terms and conditions of [City of
- Augusta AMI SOW], as amended, attached hereto, which terms will flow through to the City of Augusta if applicable.

- The initial Annual Subscription Fees will be due per the Maintenance Table above, which will initiate the anniversary date of the Initial Term and each Renewal Term and is non-refundable.
- Customer shall incur a seven-hundred fifty dollar ($750) daily surcharge for any Professional Services provided on weekends or SmartWorks recognized holidays; plus the corresponding standard Professional Services fees and any applicable travel charges.

RESET OF TERM TO MATCH FISCAL YEAR:

- Customer may request that Systems & Software match the annual invoicing of the Annual Subscription Fees with Customer's fiscal year. In order for the Customer to elect to match annual invoicing with their fiscal year, Customer must make said request to Systems & Software Inc in writing and during the Initial Term of this Agreement. If such election is made Systems & Software shall, a) issue a prorated invoice for any Subscription Fees due for the portion of the year remaining in Customer's current fiscal year, b) extend the then current term to expire at the end of the Customer's subsequent fiscal year, c) issue an annual invoice thereafter on the annual anniversary date of Customer's fiscal year for any Subscription Fees due, and d) reset future annual terms to expire at the end of Customer's fiscal year. Annual Subscription Fees are invoiced in advance of an upcoming annual term. Subscription fees shall be due and payable thirty (30) days from date of invoice.
- Third Party Service Provider's Online Privacy Policy:
  https://www.ibm.com/privacy/details/us/en/

Systems & Software appreciates the opportunity to be of continued service.

Thank you.

Sincerely,

Michael Lamontagne
Systems and Software

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