



Proposed By:	Bill To:	Ship To:	Order Form:	
MARS Company	Augusta Utilities ("Customer")	Augusta Utilities	Quote #:	060126AUG
Attn: Stuart Sanderson	Attn: Dean Meyer	Attn: Dean Meyer	Proposal Date:	6/1/2026
E: ssanderson@marswater.com	E: dmeyer@augustaga.gov	E: dmeyer@augustaga.gov	Proposal Expires:	6/30/2026
3925 SW 13th Street	452 Walker Street	452 Walker Street	Total Price:	\$785,192
Ocala, Florida 34474	Augusta, GA 30901	Augusta, GA 30901		
W: (352) 804-5339	W: (706) 262-6263	W: (706) 262-6263		

ORDER FORM

Terms and Conditions

Term	Five (5) Year
Billing Method	Email
Contract Start Date	Effective Date ⁽¹⁾

Payment Method:	ACH
Initial Payment Terms	Net 30
Billing Frequency:	Annual
Renewal Payment Terms	In Advance

Note 1 - This Order Form shall commence on the date of final execution, "Effective Date," and shall be in force for the Term ("Term"). This Agreement shall become null and void if not fully executed and received by both parties before the Proposal Expiration date above.

Equipment, Software, and Services Schedules

I. Price Summary:

Please refer to Schedule 1 for details.

II. Equipment, Software, and Services List:

Equipment list: Schedule 2

Software and Services List: Schedule 3

Statement of Work: Schedule 4

III. Non-Standard Terms and Conditions

Please refer to Schedule 5 for details.

Purchase Order Information

Is a Purchase Order (PO) required for the purchase or payment of products / services on this Order Form (Customer to Complete)

☐ No

☐ Yes – Please complete below

PO Number: _____

PO Amount: _____

For and on Behalf of Augusta Utilities

Signature: _____

Name: Dean Meyer

Title:

Date:

Upon signature by Customer and submission to MARS, this Order Form ("Order Form") shall become legally binding contract ("Contract") unless this Order Form is rejected by MARS for any of the following reasons: (1) the Customer signatory does not have the authority to bind Customer to this Order Form, (2) changes have been made to this Order Form (other than completion of the purchase order information and the signature block), or (3) the requested purchase order information or signature is incomplete or does not match our records or the rest of this Order Form. This Order Form is governed by the terms of the MARS Warranty, General Terms, And Conditions, found at (https://marswater.com/TC_0824) and Mars Calibration Certification, General Conditions Of Service And Maintenance, found at (http://marswater.co/MCC_0225) and these documents shall supersede and control any other written terms and conditions or verbal discussions unless MARS and Customer have a currently valid and fully executed agreement in writing, in which case, in the event of a conflict, such written agreement(s) would supersede and control. For the avoidance of doubt, the applicable agreement takes precedence over the Order Form unless set forth otherwise in writing in Schedule 5.

Schedule 1 - Price Summary

Augusta Utilities Proposal

June 01, 2026

				CY 2026 ¹³	
		Qty	Model Number	Annual Fee ¹⁰	One-Time Fee ⁹
Equipment	<u>MARS Series 2411 Test Bench System, includes:</u>	1	11-01211-26		\$221,979
	➤ Advanced Gravimetric Scale & Control System with Electronics Console				
	➤ 100 Gal. Stainless Steel Calibrated Test Tank with Deck Scale				
	➤ 500 Gal. Stainless Steel Calibrated Test Tank with Deck Scale				
	Sub-Total				\$221,979
Equipment	<u>MARS Recirculation System for Series 2411 Test Bench System, includes:</u>	1	31-08002-06		\$55,668
	➤ 800 Gal. Polyethylene Supply Tank				
	➤ Supply Side Pump, Return Pumps, VFD & VFD Panel, All Required Piping & Valves				
	➤ Chlorination / Filtration System				
	Sub-Total				\$55,668
Equipment	<u>MARS Ultra-Low Flow Option (< 1/4 GPM) for Series 2411 Test Bench System, includes:</u>	1	91-01214-26		\$17,049
	➤ 10 Gal. Stainless Steel Calibrated Test Tank with High Resolution Scale				
	➤ MARS Patented C715 Compliant Carrier Bars & Adapters				
	➤ Additional Rotometer, Needle Valve, & Bench Discharge				
	Sub-Total				\$17,049
Installation & Training	<u>Install Assistance, Configurable Materials, & Training with Certified MARS Personnel - Hardware²⁰</u>	1	51-01211-26		\$60,866
	Sub-Total				\$60,866
Project Mgmt.	<u>Engineering Design and Program Management Fees</u>	1	96-00000-06		\$21,853
	Sub-Total				\$21,853
Freight	<u>Freight, Handling and Crating Fees</u>	1	997080WH		\$8,946
	Sub-Total				\$8,946
Software	<u>MARS M3 Enterprise Advanced Software Suite</u>	1	71-12201-26	\$59,259	
	➤ Series 2411 Test Bench System				
	➤ Annual Subscription Term License ^{10,15}				
	Sub-Total			\$59,259	
Installation & Training	<u>Installation Assistance & Training with Certified MARS Personnel - Software</u>	1	60-62201-26		\$13,281
	Sub-Total				\$13,281
TAB Bundle	<u>MARS Total Advantage Bundle (TAB) Solution - (\$60,000+ Value): Qualification⁸: Eligible</u>	1	11-11111-11	Currently Eligible	
	➤ Save Money: Significant Cost Savings & Enhanced Service Offerings				
	➤ Increased Efficiency & Productivity: Expert Consulting Included at No Additional Cost				
	➤ Bundled Enhanced Support Offering: M3 Enterprise, Equipment & Services Enhanced Support				
	➤ Customer Portal: Centralized View of MARS Billing, Support & Training				
	➤ MARS TAB is Subject to Meeting Eligibility Requirements				
	Sub-Total				
Sub Grand Total				\$59,259	\$399,642
Grand Total				\$458,901	
5-Year Agmt.	New Equipment & Services				\$386,361
	M3 Enterprise Annual Software Maintenance & Support			\$59,259	\$13,281
	First Year Grand Total ^{9,11,12}			\$458,901	

Notes:

- All Discounts and Bundle Eligibility are year to year and require customer to be actively engaged in respective discount category.
- MARS General Terms and Conditions apply to this proposal. All pricing is in US Dollars (USD).
- One-Time Fee includes T&E, installation labor, and training.
- Includes ONLY First Year of the Annual Software License Fee; all current M3 Software Licenses need to be 1) active and 2) all outstanding balances need to be current, if applicable.
- The pricing does NOT include any compliance to seismic requirements, bonding fees, taxes, duties, or tariffs, if applicable.
- Pricing does not include permits or other applicable fees. MARS Company is not responsible for permits.
- The firm pricing above is valid for 30 days from the date of quotation. Budgetary pricing (subject to change) is valid for the calendar year beginning Jan. 1 and ending Dec 31 of the respective year.
- Annual M3 Software License Type: On-premise Subscription Term License.
- M3 Software Multi-Year Subscription Renewal Discount: 1% discount on std annual subscription renewal with a 5-year contract. MCC Multi-Year Subscription Renewal Discount: 1% discount on std annual subscription renewal with a 5-year contract. A separate discount is available for MCC only, if a 5-year MCC contract is signed within 90 days of respective equipment acceptance, equal to an additional 1% discount on std annual subscription renewal.
- The MARS T&C documents shall supersede and control any other written terms and conditions or verbal discussions unless MARS Company and you have a written agreement, in which case such written agreement(s) would supersede, govern and control.
- MARS may, at its expense and sole discretion, modify the Equipment or Services to meet agreed specifications.
- Pricing for configurable materials & equipment is based on standard configurations only. Any non-standard, customized, or modified configurations may be subject to additional costs and extended lead times, which will be quoted separately if required.

M3 Multi-Year Software Subscription Renewal Discount:	1% discount on std subscription renewal with 5 year contract.
MCC Multi-Year Subscription Renewal Discount:	1% discount on std subscription renewal with 5 year contract.
MCC New w/ Equipment Multi-Year Subscription Renewal Discount:	2% discount on std subscription renewal with 5 year contract.

Schedule 1 - Price Summary (Continued)

MULTI-YEAR OPTIONS

Augusta Utilities Proposal



STANDARD vs MULTI-YEAR DISCOUNTED PRICING - PAYMENT TERMS

EQUIPMENT AND RELATED SERVICES

Equipment			2026					Subtotal		
(1) Series 2411 & (1) Recirc System	5-Year Agreement, Annual Pay		\$ 399,642					\$ 399,642		

M3 ENTERPRISE SOFTWARE

Equipment	Contract Options	Multi-Year Contract Discount ⁵	M3 - 2026	2027	2028	2029	2030	5-Year Sub-Total	5-Year M3 Savings ³	Compounded Savings % ⁹
(1) Series 2411 & (1) Recirc System	M3, 5-Year Agreement, Annual Pay	1%	\$ 59,259	\$ 61,630	\$ 64,096	\$ 66,660	\$ 69,327	\$ 320,972	\$ 6,493	1.98%

MAINTENANCE CALIBRATION & CERTIFICATION (MCC)

Equipment	Contract Options	Multi-Year Contract Discount ⁵	MCC - 2026	2027	2028	2029	2030	5-Year Sub-Total	5-Year MCC Savings ³	Compounded Savings % ⁹
(1) Series 2411 & (1) Recirc System	MCC, Priority, 5-Year Agreement, Annual Pay	2%	One Year Warranty Applies	\$ 15,435	\$ 15,899	\$ 16,376	\$ 16,868	\$ 64,578	\$ 3,244	4.78%

TOTAL COST

Equipment	Contract Options	Multi-Year Contract Discount ⁵	2026	2027	2028	2029	2030	5-Year Sub-Total	5-Year Total Savings ³	Compounded Savings % ⁹
(1) Series 2411 & (1) Recirc System	5-Year Agreement, Annual Pay	1% / 2%	\$ 458,901	\$ 77,065	\$ 79,995	\$ 83,036	\$ 86,195	\$ 785,192	\$ 9,737	1.22%

Notes: 1- MCC does not reflect Prevailing Wage labor rates

3- All Discounts are year to year and require customer to be actively engaged in respective discount category

4- All M3 Upgrade and MCC must be coordinated with MARS and pricing is valid for 30 days from the date of this proposal

5- MARS Warranty, General Terms and Conditions (the "Terms") apply to this proposal

8- X-Year Contract fee is calculated as follows: previous year fee times (One plus (respective Multi-Year Contract Discount percentage subtracted from the respective prevailing standard increase percentage)).

9- Compared to non-contracted 1-year agreement amount.

Total Contract Price: \$785,192

Schedule 2 - Equipment List

Equipment List:

- Provide one (1) MARS Series 2411 Test Bench System, includes:
 - Advanced Gravimetric Scale & Control System with Electronics Console
 - 100 Gal. Stainless Steel Calibrated Test Tank with Deck Scale
 - 500 Gal. Stainless Steel Calibrated Test Tank with Deck Scale
 - 10 Gal. Stainless Steel Tank with High Resolution Scale
 - MARS Patented C715-18 Compliant Carrier Bars & Adapters
 - Additional Rotometer, Needle Valve, & Bench Discharge
- Provide one (1) Recirculation System for the Series 2411 Test Bench System, includes:
 - 800 Gal. Polyethylene Supply Tank
 - Supply Side Pump, Return Pumps, VFD and VFD Panel
 - All Required Piping and Valves
 - Chlorination / Filtration System

Asset Warranty and Ownership:

Asset Warranty and Ownership

Asset Description	Warranty Term	Annual Subscription	Ownership
Test Bench Equipment ⁵	12 Months	NA	Customer ¹
Printer ²			
Ipad ³			
Cables & Misc Adapters			
M3 Server (HW & SW & OS)	NA	Covered	MARS
Test Bench Local PC			
Rugged Mobile Test Tablet/PC ⁴			
Router ³			

Notes:

1 - Ownership is conveyed per T&Cs

2 - Consumables including Ink, Paper, etc is Customer responsibility at all times

3 - Included only with optional Connectivity Module

4 - Included only with Mobile Test System

5 - Includes Test Bench hardware, Advanced Scale and Control System (Console and Unitronics Scale hardware)

Schedule 3 - Software and Services List



M3 Enterprise Software & Test Bench Hardware Subscription 2026 Product Configuration		License ¹ & Maintenance Fees	Install & Configuration Services ²
GRAND TOTAL ALL SYSTEMS		# of Systems = 1 Annual	One-Time ²
Grand Total After All Discounts		\$ 59,259	\$ 13,281
Small Meter Test Bench System - Series 2411			
M3 Enterprise Software ^{3,5} Model Number(s): 71-12201-26			
➤ Core Software Application and Platform Architecture		\$ 14,109	
➤ Advanced Connectivity Module		\$ 14,109	
➤ Custom Test, Reporting, and Export Module		\$ 14,109	
➤ Advanced Scale & Control Module		\$ 14,109	
Sub-Total		\$ 56,436	
M3 Enterprise Hardware			
➤ Server & Database Software		\$ 2,823	
Install SW/HW; Onsite Training; System Configuration/Data Migration (Total 15 Hours) ²		Included	\$ 13,281
Sub-Total		\$ 59,259	\$ 13,281
Total License + Advanced Maintenance per System		\$ 59,259	\$ 13,281
Total Number of Systems =		1	
Grand Total Price		Annual \$ 59,259	One-Time \$ 13,281

Notes

- 1- Software License Subscription billed annually in advance and (requires minimum 12 month term(s)) unless specified and agreed upon in writing.
- 2- Install pricing for TYPICAL configuration; Additional config & data migration services / hours billed separately.
- 4- Annual M3 Software License Type: On-premise Subscription Term License with unlimited usage in accordance with MARS Warranty, Standard Terms and Conditions ("Terms").
- 5- Software License and Maintenance Fees for One (1) Year.

Legend

- Bold Text - Req'd for min. configuration
- Italics - optional configuration

Service Level: Priority

Summary of MARS Calibration Certification^{1,2,4,5,6,7}

	Service Level				
	Basic	VF-10 Priority	Priority	Critical	TAB
Service Level Requirements					
System Type (Volumetric or Gravimetric)	Vol	Vol	Grav	Grav	Grav
Calibration and Certification	Yes	Yes	Yes	Yes	Yes
Limited Support only; excluded value-added service and PM	Yes				
Service & Support Response Time - Important / Mission Critical		Yes	Yes	Yes	Yes
Value-Added Service and Support - Important		Yes	Yes	Yes	Yes
Calibration Certification Point-Inspection Services					
On-Site Customer Services by Factory Trained & Certified Technicians	Yes	Yes ⁶	Yes	Yes	Yes
Check & Calibrate: Carrier, Spacer Bar & Pin System Alignments	8-pt.		8-pt.	8-pt.	8-pt.
Clean & Calibrate Operational Sensitivity for Rotameter Assembly	5-pt.		5-pt.	5-pt.	5-pt.
Valves, Adapters & Gaskets Inspection	5-pt.	5-pt.	10-pt.	10-pt.	10-pt.
Water Leak Checklist	5-pt.	5-pt.	10-pt.	10-pt.	10-pt.
Hydraulic Actuators Pressure & Leak Cycle Time Inspection			6-pt.	6-pt.	6-pt.
Solenoid Function Test & Performance Inspection			6-pt.	6-pt.	6-pt.
Consulting Services					
Savings, Efficiency, and Productivity Consulting					Yes
Customized Management Reports and Analytics					Yes
Hardware Services					
Equipment Calibration, Accuracy and Dependability Certification	Yes	Yes	Yes	Yes	Yes
Gage R&R (Repeatability and Reproducibility)	Yes	Yes	Yes	Yes	Yes
Factory Preventative Maintenance Procedures	Yes	Yes	Yes	Yes	Yes
Consumable Parts Included		\$500	\$500	\$500	\$1,000
Parts & Labor/Service Discount		20%	20%	20%	25%
Parts Warranty (days)	90	90	90	90	120
Scale(s) Recalibration (MARS and third-party subcontractor)			Yes	Yes	Yes
Repair and Return of Defective Devices			Yes	Yes	Yes
Advance Hardware Replacement			Yes	Yes	Yes
Large Bench Hydraulic Maintenance (third-party)			Yes	Yes	Yes
On-Site Maintenance - Next Day				Yes	
Support Services					
Dedicated Support Team and Priority Support					Yes
TAB MCC Service discount of 10% off MCC					10%
Priority Phone and E-mail Support		Yes	Yes	Yes	Yes
Basic E-mail Support	Yes				
Remote VPN Technical Assistance	Yes	Yes	Yes	Yes	Yes
24/7 Remote Technical Assistance				Yes	
Service Call Discounts - 20% discount on Critical and 2nd level					20%
Priority Service Call Scheduling		Yes	Yes	Yes	Yes
Service Calls Discounts		Yes	Yes	Yes	Yes
Centralized Customer Portal					Yes
Enhanced Training and Certification Programs					Yes
Early Access to New Features					Yes
Prioritized New Feature Development					Yes
Enhanced Remote Diagnostics and Monitoring					Yes
Emergency Service Calls Support 7/24				Yes	
Knowledge Services					
Instructor On-Site Training		Yes	Yes	Yes	Yes
Self-Study Courses			Yes	Yes	Yes
Additional Instructor On-Site Training					
Meter Test Training					
Network Services					
Subject Matter Expert/TAC Specialist Consulting Services					
Test Bench Audit Consulting Services					

Optional

- Note: 1 - Response time ("Service Time") will be within 24 hours of request, subject to best efforts and Force Majeure. Normal Bus. hrs. are 8 am-5 pm EST, M-F except holidays
- 2 - MCC will be performed for a single instance per 12 month period unless otherwise agreed to in writing
- 3 - American Society for Quality (ASQ); <https://asq.org/quality-resources/gage-repeatability>
- 4 - Subject to specific coverage limitations detailed in MCC agreement
- 5 - All Optional Services subject will be quoted separately and based on customers' selection/requirements for service level response timeframes
- 6 - VF-10 MCC Factory Depot Option requires that the VF-10 be sent to MARS' facility in Ocala, FL or a site designated by MARS for calibration. Shipping to/from MARS is NOT included in the MCC Depot price.
- 7 - VF-10 Standard MCC includes on-site inspection and recalibration (no Gage R&R) is performed by MARS through turbine exchange if necessary.

Schedule 4 - Statement of Work

SOW Description	MARS Responsibility	
STATEMENT OF WORK FOR PROJECT:		
PRE-INSTALLATION		
IT Requirements		
Review server and software connectivity and security issues and requirements	✓	✓
Mechanical, Electrical and Plumbing Specifications		
General Concept CAD Drawing		
Create	✓	
Review and Approve		✓
Electrical CAD Drawings		
Create	✓	
Review and Approve		✓
Plumbing and Misc. Drawings		
Create	✓	
Review and Approve		✓
Install Electrical and Plumbing Requirements (Per Drawings)		
Main 480V/3PH Supply Power for Pumps		✓
Main 120V/1PH Supply Power for Consoles, Auto-Drain Pumps, Chlorinator, and Hydraulics		✓
FACILITY PREPARATION		
Equipment Delivery and Placement		
Move Equipment from Delivery truck to project site	✓	✓
Clear Path from Entry Door to Work Zone		✓
MARS to direct the opening of the crates to determine the components required for the project and the location.	✓	
Uncrate All Equipment & Rough Placement	✓	
Utilizing Customer Resources (Fork truck/Lifts/Jacks) to place the equipment into position.	✓	✓
INSTALLATION AT PROJECT SITE		
Equipment Installation		
Install Series 2411 Test Bench	✓	
Install Recirc Tank, Pump Skid, Piping	✓	
Install Load Cells, Tanks & Deck Scales	✓	
Install VFD(s)	✓	
Install Console(s)	✓	
Submit Punch List Document - Issue Management	✓	
Verification of Equipment Connection and Final Equipment Installation	✓	✓
Software Installation		
Install Server, Software, printer, iPad(s), router, etc	✓	
Configure Manufacturer's M3 Software	✓	
CUSTOMER STARTUP & TRAINING		
System Startup /Troubleshooting/Leak Tests in Field w/ Customer Assistance	✓	✓
Operator Training		
Perform Equipment and Software Training	✓	
Administer Operator Certification Test	✓	
Submit Operator Names for Certifications	✓	
EQUIPMENT AND SOFTWARE ACCEPTANCE		
Final Customer Acceptance-Docusign		✓
MARS to Send Final Invoice to Customer (24 hours or Less after Completed DocuSign)	✓	
PROJECT CLOSEOUT AND WARRANTY SUPPORT		
Send Hard Copy/Digital O&M Manuals	✓	
Send Warranty Start / Stop Document	✓	
Licence Terms/Start Stop Renewal/Warranty	✓	
MARS Final Project Closeout Document Package Completion	✓	
Completion Of Customer Training And Startup	✓	

Schedule 5 - Non-Standard Terms and Conditions

Non-Standard Terms & Conditions*: NONE

*Non-Standard Terms & Conditions SUPERSEDE AND CONTROL OVER THE MARS Warranty, General Terms and Conditions.