



Meter & Automation Group

24425 Schoenherr Rd. Warren, MI 48089

248 • 585 • 3700

July 28, 2025

Mr. Tim Watterson
Public Works Supervisor
4008 South Adrian Highway
Adrian, MI 49221

Re: Neptune AMI Infrastructure & Meter Changeout

Dear Mr. Watterson,

Please see below for pricing to furnish and install an R900 Gateway AMI Infrastructure and to replace Neptune R900i Meters:

Software, AMI Infrastructure, and Project Fees

Description	Quantity	Price	Total
Neptune 360 AMI Software (1,001-2,500 Endpoints)	1,240	\$ 5.19	\$ 6,435.60
Neptune My360 Customer Portal (1,001-2,500 Endpoints)	1	\$ 7,500.00	\$ 7,500.00
Neptune My360 Customer Portal Setup Fee	1	\$ 4,800.00	\$ 4,800.00
Neptune My360 Remote Training	1	\$ 2,400.00	\$ 2,400.00
R900 Gateway, UPS, Antenna	6	\$ 20,000.00	\$ 120,000.00
R900 Gateway Installation*	6	\$ 19,500.00	\$ 117,000.00
Mobilization	1	\$ 4,000.00	\$ 4,000.00
Integration & Setup	1	\$ 2,500.00	\$ 2,500.00
Project Maintenance Fee	1	\$ 3,300.00	\$ 3,300.00
		Total	\$ 267,935.60

*Installation price estimated pending site surveys

Water Meters and Installation

Description	Quantity	Meter Price	Installation Price	Total
5/8" x 3/4" T-10 ProCoder/R900i	1,175	\$ 280.80	\$ 105.00	\$ 453,315.00
1" T-10 ProCoder/R900i	15	\$ 448.80	\$ 105.00	\$ 8,307.00
1-1/2" T-10 ProCoder/R900i	9	\$ 825.55	\$ 498.40	\$ 11,915.52
2" Mach 10/R900i	35	\$ 1,054.93	\$ 498.40	\$ 54,366.67
3" Mach 10/R900i	5	\$ 3,202.77	\$ 930.30	\$ 20,665.33
8" Mach 10/R900i w/6' Pit Ant.	1	\$ 10,175.77	\$ 3,506.50	\$ 13,682.27
			Total	\$ 562,251.79

-Pricing valid until 12/31/2025

The upcoming software renewal for your current Neptune 360 AMR Software Subscription will be \$3,350.00 on 9/17/25 for a difference of \$3085.60 in your annual subscription compared to the proposed AMI rate. AMI price most likely would not take effect until the following year's renewal.

If you kept all of your meters that have a V4 MIU on them, the meter changeout portion would look like this:

Description	Quantity	Meter Price	Installation Price	Total
5/8" x 3/4" T-10 ProCoder/R900i	841	\$280.80	\$105.00	\$324,457.80
1" T-10 ProCoder/R900i	12	\$448.80	\$105.00	\$6,645.60
1-1/2" T-10 ProCoder/R900i	7	\$825.55	\$498.40	\$9,267.63
2" Mach 10/R900i	26	\$1,054.93	\$498.40	\$40,386.67
3" Mach 10/R900i	3	\$3,202.77	\$930.30	\$12,399.20
8" Mach 10/R900i w/6' Pit Ant.	1	\$10,175.77	\$3,506.50	\$13,682.27
			Totals	\$406,839.16

(1) Due to the uncertain impact of potential Tariff/Trade Surcharges, VENDOR's unit prices do not include any provision or contingency for future Tariff/Trade Surcharges or an increase of existing Tariff/Trade Surcharges. VENDOR reserves the right to pass along Manufacturer Tariff/Trade Surcharges that affect VENDOR'S costs at the time of shipment. Unit prices will not be affected, and documentation will be provided supporting any active Manufacturer Tariff/Trade Surcharges.

Thank you for opportunity to continue and upgrade our partnership with Madison Charter Township. Please review this proposal and let me know if you would like to get together and discuss.

Sincerely,

Steve Daniell

Steve Daniell
 AMI Specialist
 Ferguson Waterworks