

**EXHIBIT A  
AGREEMENT PRICING**



Utiliuse

16914 Alamo Parkway, Bldg. 2 | Selma, TX 78154  
 Phone: (210) 967-6304 | Facsimile: (210) 967-6305

April 2, 2024

**Client:** City of Norman, OK  
**Attention:** Purchasing Department  
**Address:** 201 West Gray Street, Building C  
**City, State, Zip:** Norman, OK 73069  
**Project:** Request for Proposals (RFQ-2223-24) AMI Project  
**Due Date:** October 6, 2022 at 4:00 PM

Line Item No.	Item	Quantity	Unit	Extended
<b>Hardware &amp; Materials</b>				
	Collector/Router: M400B2 Base Station with SPM-900	6	\$22,300.00	\$133,800.00
	Handheld Programming Device: Trimble TDC600 Handheld with USB "c" to USB "Female"	1	\$1,675.00	\$1,675.00
	Sensus CommandLink II Bluetooth Device	1	\$584.00	\$584.00
	3/4" SL iPERL TR/PL Meter	37,999	\$110.00	\$4,179,890.00
	1" iPERL TR/PL Meter	1,406	\$171.11	\$240,580.66
	1 1/2" OMNI R2 TR/PL Meter	654	\$400.00	\$261,600.00
	2" OMNI R2 TR/PL Meter	469	\$461.11	\$216,260.59
	3" OMNI T2 Turbo TR/PL Meter	62	\$961.11	\$59,588.82
	4" OMNI T2 Turbo TR/PL Meter	21	\$1,872.22	\$39,316.62
	6" OMNI T2 Turbo TR/PL Meter	11	\$3,372.22	\$37,094.42
	8" OMNI T2 Turbo TR/PL Meter	9	\$5,722.22	\$51,499.98
	Water Endpoints: 520M Single Port SmartPoint Radio Transmitters	40,973	\$105.00	\$4,302,165.00
	Carson-Brooks 2200-18 Lid, Year One: Alternate, DFW Meter Box Lid Only	32	\$25.00	\$800.00
	Carson-Brooks 2200-18 Lid, Year Two: Alternate, DFW Meter Box Lid Only	3,120	\$25.00	\$78,000.00
	Carson-Brooks 1324 Lid, Year One: Alternate, DFW Meter Box Lid Only	5	\$66.65	\$333.25
	Carson-Brooks 1324 Lid, Year Two: Alternate, DFW Meter Box Lid Only	48	\$66.65	\$3,199.20
	Carson-Brooks 1730 Lid, Year One: Alternate, DFW Meter Box Lid Only	6	\$116.70	\$700.20
	Carson-Brooks 1730 Lid, Year Two: Alternate, DFW Meter Box Lid Only	56	\$116.70	\$6,535.20
<b>Other Hardware</b>				
	3/4" SL Ally Remote Disconnect TR/PL Meter	50	\$388.89	\$19,444.50
	NICOR Read-Rite Model B30, Rectangular, ANSI Tier 15 Polymer Lid, 13.75"X23.125"X2.0" No Lock, Black, Water logo, thru-hole Sensus Recess PNB30NLBKWAThS		\$85.88	
	NICOR Read-Rite Model B36, Rectangular, ANSI Tier 15 Polymer Lid, 17.5"X30.5"X2.0", No Lock, Black, Water Logo, thru-hole Sensus Recess PNB36NLBKWAThS		\$140.00	
	1 1/2" OMNI T2 TR/PL Meter		\$441.18	
	2" OMNI T2 TR/PL Meter		\$1,029.41	
	1 1/2" OMNI C2 TR/PL Meter		\$1,264.71	
	2" OMNI C2 TR/PL Meter	312	\$1,458.82	\$455,151.84
	3" OMNI C2 TR/PL Meter	19	\$1,847.06	\$35,094.14
	4" OMNI C2 TR/PL Meter	6	\$3,211.76	\$19,270.56
	6" OMNI C2 TR/PL Meter	3	\$5,547.06	\$16,641.18
	8" OMNI C2 TR/PL Meter	2	\$8,958.82	\$17,917.64
<b>System Setup &amp; Configuration</b>				
<b>Network Infrastructure</b>				
	Basestation Installation: Boyd EST 35.211514,-97.474577	1	\$16,350.00	\$16,350.00
	Basestation Installation: Brookhaven EST 35.233211,-97.502906	1	\$16,350.00	\$16,350.00
	Basestation Installation: Cascade EST 35.257757,-97.493725	1	\$16,350.00	\$16,350.00
	Basestation Installation: HPP EST 35.236811,-97.399853	1	\$16,350.00	\$16,350.00
	Basestation Installation: Lindsey EST 35.203699,-97.433603	1	\$16,350.00	\$16,350.00
	Basestation Installation: Robinson EST 35.234085,-97.452605	1	\$16,350.00	\$16,350.00
	Network Deployment Contingency	1	\$50,000.00	\$50,000.00
<b>Sensus RNI SaaS</b>				
	RNI SaaS Setup Fee	1	\$24,375.00	\$24,375.00
	Backhaul Modem Setup Fee (MS BH NON NAAS)	6	\$1,000.00	\$6,000.00
	RNI Core Education	1	\$5,500.00	\$5,500.00
	Systems Integration Services, Year One: Sensus RNI to Harris SmartWorks MDM Integration	1	\$15,000.00	\$15,000.00
<b>Harris SmartWorks MDMS</b>				
	One-Time Setup Fee	1	\$25,000.00	\$25,000.00
	Project Management, Year One: All Harris Professional Services	1	\$322,000.00	\$322,000.00
	<i>Milestone 1: Reseller's Notice to Proceed</i>	25%	\$80,500.00	
	<i>Milestone 2: Software Installation</i>	25%	\$80,500.00	
	<i>Milestone 3: Completion of Integrations</i>	20%	\$64,400.00	
	<i>Milestone 4: Completion of Training</i>	15%	\$48,300.00	
	<i>Milestone 5: Completion of UAT</i>	15%	\$48,300.00	
	Harris Additional Post Go-Live Training (40-Hours)	1	\$11,500.00	\$11,500.00
	Harris Refresher Training per section 2.8 of Harris SOW	1	\$11,500.00	\$11,500.00
	Travel and Expenses, Year One	1	\$25,000.00	\$25,000.00
<b>Infinity Customer Engagement Portal (CEP) by Advanced Utility Systems</b>				
	Professional Services Year One: Advanced Utility Systems CEP Deployment	1	\$145,000.00	\$145,000.00
	<i>Milestone 1: Reseller's Notice to Proceed</i>	25%	\$36,250.00	



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Line Item No.	Item	Quantity	Unit	Extended
	<i>Milestone 2: Software Installation</i>	25%	\$36,250.00	
	<i>Milestone 3: Completion of Integrations</i>	20%	\$29,000.00	
	<i>Milestone 4: Completion of Training</i>	15%	\$21,750.00	
	<i>Milestone 5: Completion of UAT</i>	15%	\$21,750.00	
<b>NovusCenter Work Order Management System</b>				
	Flat File Exchange Set-Up, Year One: NovusCenter WOMS Setup Fee for IDA Phase	1	\$7,500.00	\$7,500.00
	Flat File Exchange Set-Up, Year Two: NovusCenter WOMS Setup Fee for Full Deployment	1	\$7,500.00	\$7,500.00
	NovusCenter Work Order Data Fee	40,973	\$1.65	\$67,605.45
	NovusCenter Data Review Fee	40,973	\$1.88	\$77,029.24
<b>SaaS Fees (Year 1 Only)</b>				
	Sensus Annual Hosted RNI SaaS Fee Year One, Water Only - IDA Phase of (557) Services	1	\$8,138.89	\$8,138.89
	Sensus Annual Backhaul SaaS Fee Year One	6	\$1,000.00	\$6,000.00
	Annual M400 Basestation Protection Plan (Extended Warranty)	6	\$1,750.00	\$10,500.00
	Harris SmartWorks Year One <i>(Due at Milestone 2: Software Installation)</i>	1	\$100,571.11	\$100,571.11
	AUS Customer Engagement Portal Year One <i>(Due at Milestone 2: Software Installation)</i>	1	\$81,733.33	\$81,733.33
<b>Professional Services</b>				
<b>Project Management</b>				
	Project Management, Year One: Utiliuse Overall Project Management, Monthly Fee	12	\$16,000.00	\$192,000.00
	Project Management, Year Two: Utiliuse Overall Project Management, Monthly Fee	12	\$8,000.00	\$96,000.00
	Item 5: Technical Consultant - Network Integration for IDA, Monthly Fee - Budgeted at a 15% Allocation for the IDA Phase Only	12	\$7,000.00	\$84,000.00
	Project Management, Year One: Installation Field Deployment Management, Montly Fee	1	\$11,000.00	\$11,000.00
	Project Management, Year Two: Installation Field Deployment Management, Montly Fee	12	\$16,500.00	\$198,000.00
	Travel Expense Contingency	1	\$25,000.00	\$25,000.00
<b>Operations</b>				
	Storage, Staging, and Heavy Equipment, Year One: Pallet Jack and All-Terrain Forklift <i>Pallet Jack</i>	1	\$878.57	\$878.57
	<i>All Terrain Forklift</i>	1	\$55,000.00	\$55,000.00
	Storage, Staging, and Heavy Equipment, Year Two:			
	<i>Pickup and Delivery of (6) 8' x 40' Storage Containers</i>	1	\$4,824.86	\$4,824.86
	<i>Monthly Rental Fee for (6) 8' x 40' Storage Containers</i>	12	\$3,902.47	\$46,829.64
	Waste & Debris Disposal, Year One: Monthly Rental Fee for One (1) 8-Yard Trash Container with Weekly Pickup, and One (1) 8-Yard Recycling Container with Twice-Weekly Pickup	1	\$324.89	\$324.89
	Waste & Debris Disposal, Year Two: Monthly Rental Fee for One (1) 8-Yard Trash Container with Weekly Pickup, and One (1) 8-Yard Recycling Container with Twice-Weekly Pickup	12	\$324.89	\$3,898.68
	Call Center, Year One:			
	<i>Programming and Training Fee</i>	1	\$1,103.57	\$1,103.57
	<i>Monthly Fee for 1,000 Minutes</i>	2	\$1,618.57	\$3,237.14
	<i>Each Additional Minute Subject to an Additional \$1.50 per Minute</i>			
	Call Center, Year Two: Monthly Fee for 1,000 Minutes	12	\$1,618.57	\$19,422.84
	Each Additional Minute Subject to an Additional \$1.50 per Minute			
	Mobilization, Year One: IDA Phase Mobilization	1	\$3,676.48	\$3,676.48
	Mobilization, Year Two: Full Deployment Mobilization	1	\$471,280.28	\$471,280.28
	Print and Mailing Services (Pre-Install Postcards), Year One: 6" X 9" Postcard 130# Gloss Cover, Full Color, Double Sided, First Class Presort Postage	557	\$1.41	\$785.37
	Print and Mailing Services (Pre-Install Postcards), Year Two: 6" X 9" Postcard 130# Gloss Cover, Full Color, Double Sided, First Class Presort Postage	40,416	\$1.07	\$43,245.12
	Print Services (41,000 Post-Install Door Hangers), Year One: 4.25" x 11" Standard Door Hanger 100# Gloss Cover with Aqueous Coat, Full Color, Double Sided	1	\$10,692.86	\$10,692.86
<b>Miscellaneous</b>				
	24-Month Performance and Payment Bond	1	\$80,748.21	\$80,748.21
	24-Month Maintenance Bond	1	\$36,870.04	\$36,870.04
	Hazardous Waste Removal, Price Per Pound	3,750	\$3.75	\$14,062.50
	Disposal Fee for Existing Radios			
	Construction Project Sign as per OWRB Requirements	1	\$3,613.87	\$3,613.87
<b>Meter Exchange</b>				
<b>Meter Replacement Installation: Water Meter Replacements</b>				
	3/4" Water Meter Exchange with SmartPoint Installation and Activation	37,999	\$56.33	\$2,140,483.67
	1" Water Meter Exchange with SmartPoint Installation and Activation	1,406	\$56.39	\$79,284.34
	1.5" Water Meter Exchange with SmartPoint Installation and Activation	654	\$281.25	\$183,937.50
	2" Water Meter Exchange with SmartPoint Installation and Activation	781	\$312.50	\$244,062.50



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Line Item No.	Item	Quantity	Unit	Extended
	3" Water Meter Exchange with SmartPoint Installation and Activation	81	\$500.00	\$40,500.00
	4" Water Meter Exchange with SmartPoint Installation and Activation	27	\$687.50	\$18,562.50
	6" Water Meter Exchange with SmartPoint Installation and Activation	14	\$875.00	\$12,250.00
	8" Water Meter Exchange with SmartPoint Installation and Activation	11	\$1,250.00	\$13,750.00
	Drill Hole in Existing Metal Meter Box Lid (in Warehouse w/ lid seed stock)	29,405	\$11.50	\$338,157.50
	Carson-Brooks 2200-18 Lid: Meter Box Lid Installation Only	3,152	\$5.20	\$16,390.40
	Carson-Brooks 1324 Lid: Meter Box Lid Installation Only	53	\$5.20	\$275.60
	Carson-Brooks 1730 Lid: Meter Box Lid Installation Only	62	\$5.20	\$322.40
	Add-On: Drill Hole in Existing Plastic Meter Box Lid	8,168	\$6.91	\$56,440.88
	Add-On: Confined Space Entry Add On Pricing	120	\$441.18	\$52,941.60
	Add-On: Sensus Ally Remote Disconnect Installation	50	\$6.24	\$312.00
	Add-On: RTU Fee		\$10.00	
<b>Supplemental Work (Considered for contingency allowance)</b>				
	SmartPoint Installation & Activation Only (Pit-Set, Price Per Port Activated)	200	\$37.50	\$7,500.00
	Setter Installation: Meter Resetter / Riser Installation Only	13,666	\$39.10	\$534,340.60
	Box Cleaning (By Hand): Clean Existing Meter Box By Hand		\$46.33	
	Box Cleaning (By Vacuum Truck): Clean Existing Meter Box with Vacuum Truck		\$58.19	
	Box Replacement (in Concrete, Asphalt, Pavers, or Similar)	820	Time & Material	
	Box Replacement (in Dirt, Gravel, Landscaping, Grass, Area with Tree Roots, or Similar): Water Meter Box Adjustment, Removal, or Replacement in Dirt, (5/8" - 1" Only)	4,200	\$95.05	\$399,210.00
	Box Reset (in Concrete, Asphalt, Pavers, or Similar)		Time & Material	
	Box Reset (in Dirt, Gravel, Landscaping, Grass, Area with Tree Roots, or Similar)		Time & Material	
	Plumbing Services	410	Time & Material	
	Install Replacement Inline Valve - 3/4"	200	Time & Material	
	Install Replacement Inline Valve - 1"	100	Time & Material	
	Install Replacement Inline Valve - 1.5"	10	Time & Material	
	Install Replacement Inline Valve - 2"	10	Time & Material	
	New Meter Testing - 3/4": In-Shop New Meter Testing		\$62.50	
	New Meter Testing - 1": In-Shop New Meter Testing		\$93.75	
	New Meter Testing - 1.5": In-Shop New Meter Testing		\$250.00	
	New Meter Testing - 2": In-Shop New Meter Testing		\$250.00	
	New Meter Testing - 3": In-Shop New Meter Testing		\$375.00	

This quote for the product and services named above is subject to the following terms:

- All quotes are subject to the Thirkettle Corporation Terms of Sale.
- Quote is valid for thirty days.
- If modifications in materials, labor, or processing are required to meet new regulations, the pricing submitted herein is subject to immediate change.
- Freight allowed on single orders exceeding \$20,000.00.
- Net Thirty Days to Pay
- Returned product may be subject to a 25% restocking fee.
- Sales Tax and/or Freight charges are not included.

Subtotal	\$15,886,861.63
Field Services Contingency	\$941,050.60
<b>Total</b>	<b>\$16,827,912.23</b>