



Services and Scope Schedule

Date: August 16th, 2022
Client: City of Novi, Michigan
Proposal # 44-909

To: Ben Croy

We are pleased to offer our hosted SCADA Blocks solution. This is a cloud based system which connects to your equipment by a secure VPN over cellular networks. Your application will be hosted in a shared environment. Our servers will collect data from your sites via cellular modem. Your users will need Internet access to connect to the system. We will provide a unique login for each user. The system is accessible from anywhere an Internet connection is available.

Pricing

Onboarding Costs (materials, design engineering and field startup support):

Description	Due	Total
Completed startup Existing sites	On Startup Completion	\$15,000.00
NV-01 Panel, install & labor	On Startup Completion	\$6800.00
NV-03 Panel install & labor	On Startup Completion	\$1250.00
NV-03/WPBS Antenna upgrades	On Startup Completion	\$1800.00
Total Onboarding Costs		\$24,850.00

Subscription Rate Plans – Commence immediately on completed startup:

Site	Quantity	Annual Rate Per site*	Total
Per Lift Station *Includes new lift station	18	\$1080.00	\$19440.00
Per PRV / Meter Site *Includes NV-01 & NV-03	7	\$1360.80	\$9525.60
Island Lakes, West Park Booster Station	2	\$1566.00	\$3132.00
Annual Subscription Pricing			\$32097.60
300 alarm credits included per site per month			
Additional alarm credit (if required)	1	.015	
Hourly rate for additional services as required			\$130.00
*10% discount for up front annual payment			

Materials we provide**Existing Sites**

- SCADA Blocks will not provide any equipment as your existing sites already have a communication infrastructure that we can directly connect to.
- We will take over your existing cellular modems on our cellular accounts, however the modems will remain your property should you choose to discontinue the service at some point in the future.

NV-01

- Control panel, solar panel, battery and associated equipment as required.
- Equipment provided by SCADA Blocks will be warrantied for a period of 1 year, thereafter replacement of equipment will be billed on a time and material basis.

NV-03

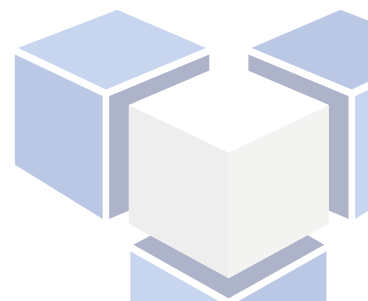
- Control panel, solar panel, battery and associated equipment as required.
- Equipment provided by SCADA Blocks will be warrantied for a period of 1 year, thereafter replacement of equipment will be billed on a time and material basis.
- Added additional solar components
- Added WPBS antenna, cable and startup on new antenna.

New Lift Station

- Lift station costs are a best effort estimate based on the proposed design drawings from the installation contractor and the efforts required to integrate SCADA with their proposed equipment. In the event that the provided equipment deviates from the design documents, there may be additional charges for labor and materials to accommodate those changes. **This price does not include electrical installation, will need to be installed and wired by either the installation contractor, or Novi's chosen electrical contractor.**

Engineering and field startup services

- **SCADA Blocks to refine this section after final meeting with Novi to review graphic screens. Intent is to determine Novi's requirements and match them to the best of our capabilities.**
- Screen development based on SCADA Blocks templates to include:
 - System overview for all sites.
 - Lift station screen for each site, Water Screen for each site.
 - Equipment detail for each piece of equipment wired to the control panel. (Pump, level sensor, flow meter, generator.)
 - Run time, start-stop, wet well level, site trends and reports.
 - Flex trends that are user adjustable and provide the ability to export data for further analysis outside SCADA Blocks.
 - Detailed alarm summary and history screens.
 - User management, permissions and notification roster screens for alarming purposes.
 - Various automated reports that are currently available in SCADA Blocks.



- **All features will be based on I/O Currently available in your existing Allen Bradley and Multi-smart controllers.**
- Installation of all equipment provided by SCADA Blocks.

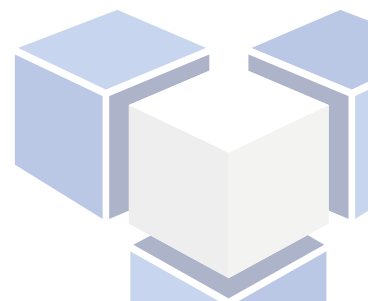
Ongoing maintenance and support

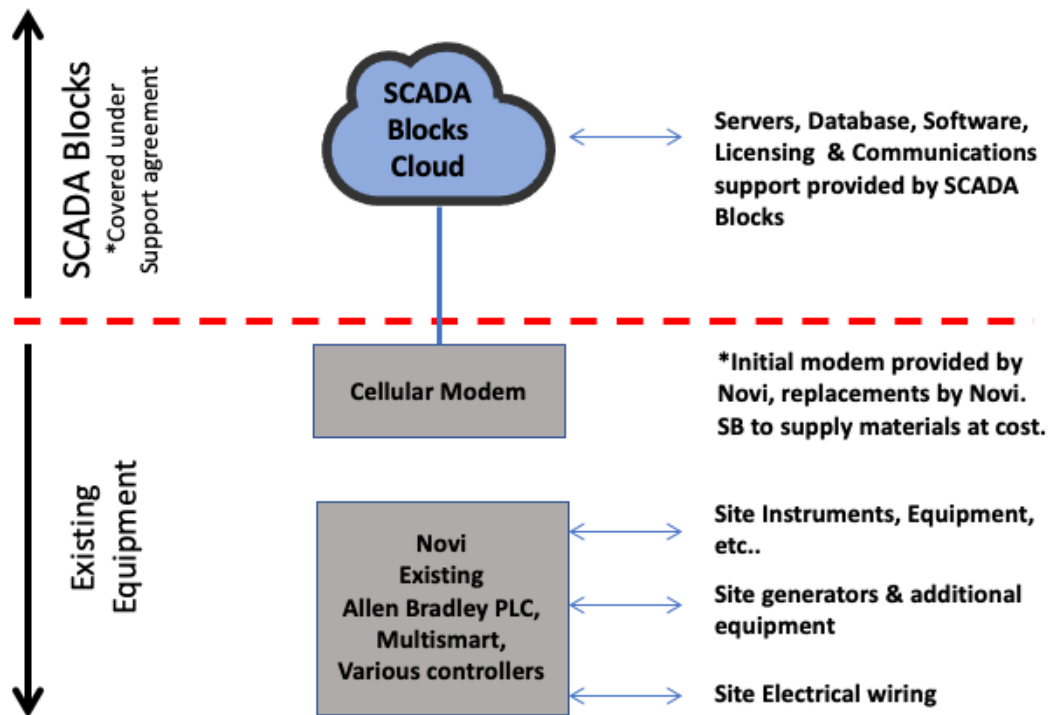
- SCADA Blocks subscription plans include all support, upgrades and ongoing maintenance required to maintain the SCADA Blocks servers and infrastructure. There are no additional costs for these services for the length of the subscription.
- Technical support will be provided as follows for the length of the subscription. Included support will be based on the line of demarcation graphic below. Existing equipment support will be billed at a time and material rate.
 - 24/7 Support with 2 hour response time for critical system issues (Servers are not accessible, not communicating with you remote sites).
 - 7 AM to 5 PM support for non-critical system issues, 4 hours response time.

Monthly Subscription to Include

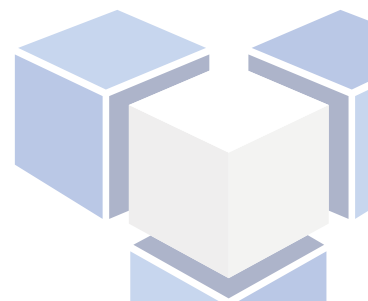
- **SCADA Blocks to refine this section after final meeting with Novi to review graphic screens. Intent is to determine Novi's requirements and match them to the best of our capabilities.**
- Pricing is based on up to 15 users.
- Data will be collected from your sites at 30 second intervals.
- Pricing is based on up to 300 alarms per site per month.
- Data retention period will be 5 years for water sites and 1 year per sewer site. **Note – what is Novi's data retention policy? Is this sufficient?**
- Your stored data will be automatically backed up once per day. It is understood that SCADA Blocks cannot be responsible for corrupt backups.
- Cellular services from a single carrier. SCADA Blocks cannot be held responsible for carrier performance. **We can offer redundant cellular services, we suggest that you consider this option for your most critical sites.**

Line of demarcation





SCADA Blocks owns and maintains the services on it's side of the line of demarcations and Client owns and maintains the services on it's side of the line of demarcation. SCADA Blocks will be responsible for updating and maintaining the software side of the cellular modem in order to maintain connectivity to it's network. SCADA Blocks will not be responsible for the connectivity of cellular carrier. SCADA Blocks will work with the carrier to extent reasonably possible to restore service in the event of an extended outage. Client may need to visit sites to reset modems at SB or carriers request.





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Terms and conditions of our services will be dictated by SCADA Blocks Master Service Agreement

By executing below, you acknowledge that you have read and understood the Master Service Agreement, Service Level Agreement, Acceptable User Policy and Cybersecurity Policy located at www.SCADABlocks.com/legal (the "Incorporated Agreements"). You agree that the Incorporated Agreements merge with this Schedule and any future Schedule entered into between SCADA Blocks, LLC and you.

Client Representative:

Printed Name

Title

Signature

Date

SCADA Blocks, LLC Representative:

Michael Bak
Printed Name

Managing Member
Title

Signature

Date

