

Item
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NOTICE:
RFP No. 2

Bidder Instructions

Description

Please provide all pricing in appropriate QTY and/or Unit Price Cells. Cells in Subtotal/Total columns are populated with appropriate formulas to compute totals where possible.

If a price is not to be provided, please indicate none is provided and provide comments. Do not leave blanks for requested pricing.

Do not include references to other documentation for pricing. All pricing must be included in this sheet.

Managed services are required for a 10 year period. Please provide pricing accordingly. If multiple system components are being proposed, a single managed services fee for the system is to be included. Multiple managed services fees will not be accepted rather a single fee for the SYSTEM is required.

Pricing Summary Tab will auto-populate subtotals from relevant sheets. Do not modify these references.

Please provide proposed payment plan in the "Proposed Payment Plan" tab worksheet.

This document has been created for the City of Wauchula, Florida to be used only for the Request for Proposals 24-05. Use in any other circumstances is prohibited.

One-Time

Category	Area
Hardware	Mechanical Measurement Water Meters w/AMI
	No Moving Parts Water Meters w/AMI
	Meter Retrofits w/ AMI Module
	Meter with Remote Disconnect Option (5/8 x 3/4")
	Water System Points Metering Option - Retrofit
	Water System Points Metering Option - Replace
	Electric Meters w/AMI
	Communications
	Distribution Automation Options
	Non-metering Edge Devices
	System Test Fixtures
	Spare Parts
	Other Misc Hardware
	Hardware Total
Materials	Field Devices
	Field Materials
	Materials Total
Delivery Services	System Integrations Delivery Services
	Training Delivery Services
	Supplier Project Delivery Services
	Delivery Services Total
Field Installaton Services	Field Install of Water Meters w/ AMI
	Field Installation Meter Retrofits w/ AMI Module
	Field Install of Water System Metering Retrofit Option
	Field Install of Water System Metering Replace Option
	Field Install of Electric Meters
	Field Install of Communications
	Field Install Non-Metering Edge Devices
	Field Install Project Management
	Field Remediations Services
	Warehousing Services
	Material Recycling & Disposal
	Miscellaneous
	Field Installaton Services Total
One-Time Pricing TOTAL	

Recur

Reference	Area
Software as a Service (Saas) Fees	Total Service Fees for Years 1–10
Network as a Service (NaaS) Fees	Total Service Fees for Years 1–10
Recurring Miscellaneous	Recurring Miscellaneous
<i>Recurring Pricing TOTAL</i>	

<i>GRAND TOTAL</i>	
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Time Pricing Summary

Subtotal	City Comments/Clarifications
\$828,061.78	
\$983,709.05	
\$75,000.00	
\$6,544.20	
\$926.46	
\$41,191.43	
\$529,296.98	
\$70,775.58	
\$8,526.27	
\$2,786.91	
\$15,000.00	
\$0.00	
\$0.00	
\$2,561,818.65	
\$8,097.26	
\$0.00	
\$8,097.26	
\$44,017.69	
\$15,000.00	
\$130,451.10	
\$189,468.79	
\$234,288.33	
\$26,666.67	
\$600.00	
\$0.00	
\$139,621.33	
\$50,000.00	
\$300.00	
\$24,014.67	
\$1,021.33	
\$0.00	
\$0.00	
\$0.00	
\$476,512.33	
\$3,235,897.04	

Time Pricing Summary

Subtotal	City Comments/Clarifications
\$683,566.01	
\$542,723.13	
\$20,944.96	
<i>\$1,247,234.10</i>	

<i>\$4,483,131.14</i>	
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Proposer Comments/Clarifications

Item	Area
1	Displacement Water Meters w/AMI
2	Displacement Water Meters w/AMI
3	Displacement Water Meters w/AMI
4	Displacement Water Meters w/AMI
5	Displacement Water Meters w/AMI
6	Displacement Water Meters w/AMI
7	Displacement Water Meters w/AMI
ST	Mechanical Measurement Water Meters w/AMI
1	Non-displacement Water Meters w/AMI
2	Non-displacement Water Meters w/AMI
3	Non-displacement Water Meters w/AMI
4	Non-displacement Water Meters w/AMI
5	Non-displacement Water Meters w/AMI
6	Non-displacement Water Meters w/AMI
7	Non-displacement Water Meters w/AMI
ST	No Moving Parts Water Meters w/AMI
1	Field Retrofit of Meters w/AMI
ST	Meter Retrofits w/ AMI Module
1	Water Meters w/AMI (w/remote disconnect)
ST	Meter with Remote Disconnect Option (5/8 x 3/4")
1	Well #1 flow meter
2	Well #2 flow meter
3	Well #3 flow meter
4	Well #4 flow meter
5	Well #5 flow meter
6	Outflow meter #6
ST	Water System Points Metering Option - Retrofit
1	Well #1 flow meter

2	Well #2 flow meter
3	Well #3 flow meter
4	Well #4 flow meter
5	Well #5 flow meter
6	Outflow meter #6
ST	<i>Water System Points Metering Option - Replace</i>
1	Electric Meters w/AMI
2	Electric Meters w/AMI
3	Electric Meters w/AMI
4	Electric Meters w/AMI
5	Electric Meters w/AMI
6	Electric Meters w/AMI
7	Electric Meters w/AMI
8	Electric Meters w/AMI
9	Electric Meters w/AMI
ST	<i>Electric Meters w/AMI</i>
1	Communications
2	Communications
3	Communications
4	Communications
5	Communications
6	Communications
7	Communications
ST	<i>Communications</i>
1	Distribution Automation Devices
2	Distribution Automation Devices
3	Distribution Automation Devices
4	Distribution Automation Devices
5	Distribution Automation System Components
6	Distribution Automation System Components
7	Distribution Automation Services
8	Distribution Automation Services

9	Distribution Automation Services
10	Distribution Automation Services
11	Distribution Automation Services
ST	<i>Distribution Automation Options</i>
1	Non-metering Edge Devices
2	Non-metering Edge Devices
3	Non-metering Edge Devices
4	Non-metering Edge Devices
5	Non-metering Edge Devices
6	Non-metering Edge Devices
7	Non-metering Edge Devices
8	Non-metering Edge Devices
ST	<i>Non-metering Edge Devices</i>
1	System Test Fixtures
2	System Test Fixtures
3	System Test Fixtures
4	System Test Fixtures
ST	<i>System Test Fixtures</i>
1	Spare Parts
2	Spare Parts
3	Spare Parts
4	Spare Parts
5	Spare Parts
6	Spare Parts
7	Spare Parts
8	Spare Parts
9	Spare Parts
10	Spare Parts
ST	<i>Spare Parts</i>
1	Other Misc Hardware
2	Other Misc Hardware
3	Other Misc Hardware

4	Other Misc Hardware
5	Other Misc Hardware
6	Other Misc Hardware
7	Other Misc Hardware
8	Other Misc Hardware
9	Other Misc Hardware
10	Other Misc Hardware
ST	Other Misc Hardware
Total	All Hardware

Item	Area
1	Field Devices
2	Field Devices
3	Field Devices
4	Field Devices
5	Field Devices
ST	Field Devices
1	Field Materials
2	Field Materials
3	Field Materials
4	Field Materials
5	Field Materials
6	Field Materials
7	Field Materials
8	Field Materials
9	Field Materials
10	Field Materials
ST	Field Materials
Total	All Field Materials

Item	Area
1	Integration Services Support
2	Billing System Integration
3	WOMS System Integration
4	GIS LAT/LON Integration
5	Customer Portal Integration
6	System Integrations
ST	System Integrations
Total	System Integrations Delivery Services

Item	Area
1	Systems Training (Head-End, Comms, Portal etc)
2	Field Training
3	Tools Training
4	Other (specify)
5	Other (specify)
6	Other (specify)
ST	Training Delivery Services
Total	Training Delivery Services

Item	Area

Item	Area
1	Program & Project Management
2	Business Process Support
3	Project Delivery Support
4	Ad-hoc Analytical Services (if applicable)
5	NaaS One Time Setup (if applicable)
6	SaaS One Time Setup (if applicable)
7	Other (specify)
8	Other (specify)
9	Other (specify)
ST	Supplier Project Delivery Services
Total	Supplier Project Delivery Services

Item	Area
1	Field Install of Water Meters w/ AMI
2	Field Install of Water Meters w/ AMI
3	Field Install of Water Meters w/ AMI
4	Field Install of Water Meters w/ AMI
5	Field Install of Water Meters w/ AMI
6	Field Install of Water Meters w/ AMI
7	Field Install of Water Meters w/ AMI
8	Field Install of Water Meters w/ AMI
ST	Field Install of Water Meters w/ AMI
1	Field Retrofit of Meters w/AMI
ST	Field Installation Meter Retrofits w/ AMI Module
1	Well #1 flow meter
2	Well #2 flow meter
3	Well #3 flow meter

4	Well #4 flow meter
5	Well #5 flow meter
6	Outflow meter #6
ST	Field Install of Water System Metering Retrofit Option
1	Well #1 flow meter
2	Well #2 flow meter
3	Well #3 flow meter
4	Well #4 flow meter
5	Well #5 flow meter
6	Outflow meter #6
ST	Field Install of Water System Metering Replace Option
1	Electric Meters w/AMI
2	Electric Meters w/AMI
3	Electric Meters w/AMI
4	Electric Meters w/AMI
5	Electric Meters w/AMI
6	Electric Meters w/AMI
7	Electric Meters w/AMI
8	Electric Meters w/AMI
9	Electric Meters w/AMI
ST	Field Install of Electric Meters
1	Field Install of Communications
2	Field Install of Communications
3	Field Install of Communications
4	Field Install of Communications
5	Field Install of Communications
6	Field Install of Communications
ST	Field Install of Communications
1	Field Install Non-Metering Edge Devices
2	Field Install Non-Metering Edge Devices

3	Field Install Non-Metering Edge Devices
4	Field Install Non-Metering Edge Devices
5	Field Install Non-Metering Edge Devices
ST	Field Install Non-Metering Edge Devices
1	Field Installation Project Management
2	Installation Stand-down cost
3	WOMS Integration to Billing System
4	Other (specify)
5	Other (specify)
ST	Field Install Project Management
1	Meter Box & Lid Replacement (single meter in box)
2	Meter Box & Lid Replacement (dual meter in box)
3	Meter Lid Replacement
4	Meter Lid Drilling
5	Meter Box Grading (significant below/above grade)
6	Meter Box Repositioning
7	Curb Stop Replacement
8	Meter yoke / riser replacement
9	Other box related (vacuum sand)
10	Plumbing Repairs / Plumbing connections repairs
11	Electrical Meter Base Repairs
ST	Field Remediations Services
1	Warehousing Services
2	Warehousing Services
3	Warehousing Services
4	Warehousing Services
ST	Warehousing Services

1	Water Meter Disposal
2	Water Meter Recycling
3	Electric Meter Disposal
4	Hazardous Waste Disposal
5	Other (specify)
6	Other (specify)
7	Other (specify)
ST	Material Recycling & Disposal
1	Miscellaneous
2	Miscellaneous
3	Miscellaneous
4	Miscellaneous
5	Miscellaneous
ST	Miscellaneous
Total	Field Installation Services

T	Total One-Time Pricing
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Hardware (One Time Pricing as Req

Description	Quantity	Unit Price
Mechanical Measurement Water Meters w/ AMI - Pricing with S		
5/8 x 3/4" inch	2,400	\$257.50
1" inch	250	\$342.50
1.5" inch	36	\$636.25
2" inch	85	\$840.00
3" inch	7	\$1,378.83
4" inch	8	\$2,560.00
Other (specify)		
Subtotal	2,786	
No Moving Parts (Ultrasonic/Electromagnetic) Water Meters w/AMI - Prici		
5/8 x 3/4" inch	2,400	\$257.50
1" inch	250	\$342.50
1.5" inch	36	\$1,732.05
2" inch	85	\$1,963.35
3" inch	7	\$2,610.90
4" inch	8	\$4,071.15
Other (specify)		
Subtotal	2,786	
Meter Retrofits w/ AMI M		
Module for Kamstrup FlowIQ (2100 and 3101 models)	500	\$150.00
	500	
Meter with Remote Disconnect Opt		
5/8 x 3/4" inch	12	\$545.35
Subtotal	12	
Water System Points Metering Option (RE		
Water Specialties 6-inch Serial No 902296 (retrofit)	1	\$154.41
Water Specialties 6-inch Serial No 20121600-06 (retrofit)	1	\$154.41
Water Specialties 10-inch Serial No 902298-10 (retrofit)	1	\$154.41
Water Specialties 12-inch Serial No 20083006-12 (retrofit)	1	\$154.41
Krohne Serial 12-inch C102929 (retrofit)	1	\$154.41
Krohne Serial 10-inch No C10-1542 (retrofit)	1	\$154.41
Subtotal	6	
Water System Points Metering Option (RE		
Water Specialties 6-inch Serial No 902296 (replace)	1	\$5,311.43

Water Specialties 6-inch Serial No 20121600-06 (replace)	1	\$5,311.43
Water Specialties 10-inch Serial No 902298-10 (replace)	1	\$7,330.00
Water Specialties 12-inch Serial No 20083006-12 (replace)	1	\$7,954.29
Krohne Serial 12-inch C102929 (replace)	1	\$7,954.29
Krohne Serial 10-inch No C10-1542 (replace)	1	\$7,330.00
Subtotal	6	
Electric Meters w/ AMI (Meter Replacement)		
2S CL200	2,592	\$144.51
2S CL320	32	\$159.36
3S CL20	4	\$223.30
4S CL20	16	\$242.05
9S CL20	52	\$643.19
12S CL200	32	\$172.55
16S CL320	100	\$691.81
25S CL200	4	\$172.55
46S CL20	56	\$643.19
Subtotal	2,888	
Communications (Collectors, Gateways, Repeaters)		
Network collection points (e.g. Gateways/collectors)	0	
Network transceivers	0	
Network repeaters	0	
Backhaul	2	\$35,387.79
Network support for Test Environment Option		
Cellular (if applicable, specify)		
Other (specify)		
Subtotal	2	
Distribution Automation Components		
Voltage Regulators		
Faulted Circuit Indicator (FCI)		
Recloser		
Capacitor Bank Controllers		
DA Hardware		
DA Software		
Renewables/DER Support		
Integration services if needed		

Other (specify)	1	\$1,424.85
Other (specify)	1	\$2,825.99
Other (specify)	1	\$4,275.43
Subtotal	3	
Non-metering Edge Devices (e.g. Intelligent)		
Intelligent water level sensors	3	
Water temperature sensors	3	
Water pressure sensors	3	
Acoustic leak detection sensors	1	\$1,726.67
Intelligent Edge Gateway	3	\$353.41
Streetlight Controller	2	
Other (specify)		
Other (specify)		
Subtotal	15	
System Test Fixtures (Water, Electric, Gas test and c		
Water Test & Demonstration Fixture	1	\$15,000.00
Electric Test & Demonstration Fixture	0	
Other (specify)		
Other (specify)		
Subtotal	1	
Spare Parts		
Other (specify)		
Other (specify)		
Other (specify)		
Other (specify)		
Other (specify)		
Other (specify)		
Other (specify)		
Other (specify)		
Other (specify)		
Subtotal	0	
Other Misc Hardwar		
Other (specify)		
Other (specify)		
Other (specify)		

Other (specify)		
Other (specify)		
Other (specify)		
Other (specify)		
Other (specify)		
Other (specify)		
Other (specify)		
Subtotal	0	
Total		

Materials (One Time Pricing as Req		
Description	Quantity	Unit Price
Field Devices (E.g. Handhelds, Meter R		
Handheld units to read meters locally	3	\$1,000.00
Devices to troubleshoot/program/upgrade meters locally	3	\$882.99
Other (specify)	3	\$273.85
Other (specify)	3	\$532.25
Other (specify)	3	\$10.00
Subtotal	15	
Field Materials (E.g. magnets, bolts, screws, seals, locks, doorhangers, mai		
Lids for Water Meter boxes (1 unit AMI ready)		
Lids for Water Meter boxes (2 unit AMI ready)		
Water Meter boxes		\$22.75
Misc Plumbing Remediation Parts		
Meter yokes		\$19.00
Mailers for customer notification		\$2.00
Doorhangers for customer notification		\$0.67
Other (specify)		\$42.26
Other (specify)		
Other (specify)		
Subtotal	0	
TOTAL		

System Integration Delivery Services (One Time Pricing)

Description	Quantity	Unit Price
System Integrations (One Time Pricing as Requested)		
Proposer to define	1	\$10,000.00
Proposer to define	1	\$34,017.69
Proposer to define	1	
Proposer to define	1	
Proposer to define	1	
Other (specify)		
Subtotal	5	
TOTAL		

Training Delivery Services (One Time Pricing)

Description	Quantity	Unit Price
Training Delivery Services (One Time Pricing as Requested)		
Proposer to define	1	\$10,000.00
Proposer to define	1	\$3,000.00
Proposer to define	1	\$2,000.00
Other (specify)		
Other (specify)		
Other (specify)		
Subtotal	3	
TOTAL		

Supplier Project Delivery Services (One Time Pricing)

Description	Quantity	Unit Price
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Description	Quantity	Unit Price
Supplier Project Delivery Services (One Time Pricing)		
Proposer to define	1	\$93,750.00
Support for re-engineering existing processes as needed to support the AMI solution		
Proposer to define		
Proposer to define		
Proposer to define		
Proposer to define		
Proposer to define	1	\$36,701.10
Proposer to define		
Proposer to define		
Subtotal	2	
TOTAL	3	

Field Installation Services (One Time Pricing)		
Description	Quantity	Unit Price
Field Installation of Water Meters w		
5/8 x 3/4" inch	2,400	\$69.33
1" inch	250	\$69.33
1.5" inch	36	\$316.00
2" inch	85	\$316.00
3" inch	7	\$526.33
4" inch	8	\$1,079.33
Other (specify)		
Other (specify)		
	2,786	
Field Installatin of Meter Retrofits		
Module for Kamstrup FlowIQ (2100 and 3101 models)	500	\$53.33
	500	
Field Installation of Water System Meter		
Water Specialties 6-inch Serial No 902296 (retrofit)	1	\$100.00
Water Specialties 6-inch Serial No 20121600-06 (retrofit)	1	\$100.00
Water Specialties 10-inch Serial No 902298-10 (retrofit)	1	\$100.00

Water Specialties 12-inch Serial No 20083006-12 (retrofit)	1	\$100.00
Krohne Serial 12-inch C102929 (retrofit)	1	\$100.00
Krohne Serial 10-inch No C10-1542 (retrofit)	1	\$100.00
	6	
Field Installation of Water System Metering		
Water Specialties 6-inch Serial No 902296 (replace)	1	
Water Specialties 6-inch Serial No 20121600-06 (replace)	1	
Water Specialties 10-inch Serial No 902298-10 (replace)	1	
Water Specialties 12-inch Serial No 20083006-12 (replace)	1	
Krohne Serial 12-inch C102929 (replace)	1	
Krohne Serial 10-inch No C10-1542 (replace)	1	
	6	
Field Installation of Electric		
2S CL200	2592	\$46.67
2S CL320	32	\$46.67
3S CL20	4	\$77.33
4S CL20	16	\$77.33
9S CL20	52	\$77.33
12S CL200	32	\$46.67
16S CL320	100	\$54.67
25S CL200	4	\$77.33
46S CL20	56	\$77.33
	2,888	
Field Installation of Commu		
Network Collection Point Installation	0	
Network Repeater Installation	0	
Backhaul Infrastructure (If applicable)	2	\$25,000.00
Other (specify)		
Other (specify)		
Other (specify)		
	2	
Field Installation of Non-Metering		
Install Intelligent Water Sensors	0	
Install Intelligent Sensor Gateways	3	\$100.00

Other (specify)		
Other (specify)		
Other (specify)		
	3	
Field Installation Project Mar		
Proposer to define	1	\$13,333.33
Cost Per Day of Stand Down	1	\$5,348.00
Integration Costs and File Update Costs during project	1	\$5,333.33
Proposer to define		
Proposer to define		
	3	
Field Remediations Services (pump box, box repl		
Proposer to define	1	\$73.33
Proposer to define	1	\$93.33
Proposer to define	1	\$4.00
Proposer to define	1	\$6.67
Proposer to define	1	\$73.33
Proposer to define	1	\$93.33
Proposer to define	1	\$173.33
Proposer to define	1	\$53.33
Proposer to define	1	\$50.67
The price per hour for a Licensed Plumber	1	\$200.00
The price per hour for Licensed Electrician	1	\$200.00
Subtotal	11	
Warehousing Service		
Warehousing for Mass Deployment		
Other (specify)		
Other (specify)		
Other (specify)		
Subtotal	0	
Material Recycling & Dis		

Proposer to define	0	
Proposer to define	0	
Proposer to define	0	
Proposer to define	0	
Other (specify)		
Other (specify)		
Other (specify)		
Subtotal	0	
Miscellaneous		
Other (specify)		
Other (specify)		
Other (specify)		
Other (specify)		
Other (specify)		
Subtotal	0	
TOTAL		

Total	
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Required per Specifications)

Total	City Comments / Clarifications
Single Port AMI Module (Meter Replacements)	
\$618,000.00	
\$85,625.00	
\$22,905.00	
\$71,400.00	
\$9,651.78	
\$20,480.00	
\$0.00	
\$828,061.78	
Working with Single Port AMI Module (Meter Replacements)	
\$618,000.00	
\$85,625.00	
\$62,353.80	
\$166,884.75	
\$18,276.30	
\$32,569.20	
\$0.00	
\$983,709.05	
Module	
\$75,000.00	
\$75,000.00	
Fitting (5/8 x 3/4")	
\$6,544.20	Proposer to specify
\$6,544.20	
TROFIT existing meters)	
\$154.41	
\$154.41	
\$154.41	
\$154.41	
\$154.41	
\$154.41	
\$926.46	
REPLACE existing meters)	
\$5,311.43	Proposer to provide new meter replacement

\$5,311.43	Proposer to provide new meter replacement
\$7,330.00	Proposer to provide new meter replacement
\$7,954.29	Proposer to provide new meter replacement
\$7,954.29	Proposer to provide new meter replacement
\$7,330.00	Proposer to provide new meter replacement
\$41,191.43	
Replacements)	
\$374,574.17	
\$5,099.68	
\$893.22	
\$3,872.80	
\$33,445.66	
\$5,521.45	
\$69,181.43	
\$690.18	
\$36,018.40	
\$529,296.98	
ers, Radios, Base Stations etc)	
\$0.00	Proposer to define.
\$0.00	Proposer to define.
\$0.00	Proposer to define.
\$70,775.58	Tower/Base station/etc. equipment
\$0.00	Specify any required comm hardware to support the Test Environment
\$0.00	Specify any field equipment if required for cellular option. Monthly cell charges are to be listed under Recurring Misc.
\$0.00	
\$70,775.58	
Options	
\$0.00	Proposer to define.
\$0.00	Proposer to define.
\$0.00	Proposer to define.
\$0.00	Proposer to define.
\$0.00	Proposer to define.
\$0.00	Proposer to define.
\$0.00	Proposer to define.
\$0.00	Proposer to define.

\$1,424.85	
\$2,825.99	
\$4,275.43	
\$8,526.27	
t Water Level Sensors)	
\$0.00	
\$0.00	
\$0.00	
\$1,726.67	
\$1,060.24	
\$0.00	
\$0.00	
\$0.00	
\$2,786.91	
demo boards, carts and fixtures)	
\$15,000.00	
\$0.00	
\$0.00	
\$0.00	
\$15,000.00	
\$0.00	Proposer to recommend
\$0.00	
\$0.00	
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\$0.00	
\$0.00	
\$0.00	
\$0.00	
\$2,561,818.65	

Required per Specifications)

Total	City Comments / Clarifications
Leading devices etc)	
\$3,000.00	Proposer to indicate recommended quantities for this size implementation.
\$2,648.96	Proposer to indicate recommended quantities for this size implementation.
\$821.55	
\$1,596.75	
\$30.00	
\$8,097.26	
ers, postcards, water box, lids, waste & spoils, salvage)	
\$0.00	Per unit as approved.
\$0.00	Per unit as approved.
\$0.00	Per unit as approved.
\$0.00	Per unit as approved
\$0.00	Per unit as approved
\$0.00	Per unit as approved
\$0.00	Per unit as approved
\$0.00	
\$0.00	
\$0.00	
\$0.00	
\$8,097.26	

Pricing as Required per Specifications)

Total	City Comments / Clarifications
Required per Specifications)	
\$10,000.00	Integrations as noted in RFP
\$34,017.69	Integrations as noted in RFP
\$0.00	Integrations as noted in RFP
\$0.00	Integrations as noted in RFP
\$0.00	Integrations as noted in RFP
\$0.00	
\$0.00	
\$44,017.69	
\$44,017.69	

Pricing as Required per Specifications)

Total	City Comments / Clarifications
Required per Specifications)	
\$10,000.00	
\$3,000.00	
\$2,000.00	
\$0.00	
\$0.00	
\$0.00	
\$15,000.00	
\$15,000.00	

Pricing as Required per Specifications)

Total	City Comments / Clarifications
-------	--------------------------------

Total	City Comments / Clarifications
g as Required per Specifications)	
\$93,750.00	
\$0.00	
\$0.00	
\$0.00	
\$0.00	
\$0.00	
\$36,701.10	
\$0.00	
\$0.00	
\$130,451.10	
\$130,451.10	

g as Required per Specifications)	
Total	City Comments / Clarifications
With AMI modules	
\$166,400.00	
\$17,333.33	
\$11,376.00	
\$26,860.00	
\$3,684.33	
\$8,634.67	
\$0.00	
\$0.00	
\$234,288.33	
w/ AMI Module	
\$26,666.67	
\$26,666.67	
ring RETROFIT Option	
\$100.00	Retrofit existing meter
\$100.00	Retrofit existing meter
\$100.00	Retrofit existing meter

\$100.00	Retrofit existing meter
\$100.00	Retrofit existing meter
\$100.00	Retrofit existing meter
\$600.00	
ring REPLACE Option	
\$0.00	Install new meter
\$0.00	Install new meter
\$0.00	Install new meter
\$0.00	Install new meter
\$0.00	Install new meter
\$0.00	Install new meter
\$0.00	
Meters	
\$120,960.00	
\$1,493.33	
\$309.33	
\$1,237.33	
\$4,021.33	
\$1,493.33	
\$5,466.67	
\$309.33	
\$4,330.67	
\$139,621.33	
ications	
\$0.00	
\$0.00	
\$50,000.00	
\$0.00	
\$0.00	
\$0.00	
\$50,000.00	
g Edge Devices	
\$0.00	Provide pricing should City desire to install gateways & sensors in the field
\$300.00	

\$0.00	
\$0.00	
\$0.00	
\$300.00	
Management	
\$13,333.33	
\$5,348.00	
\$5,333.33	
\$0.00	
\$0.00	
\$24,014.67	
Replacement, meter base repairs)	
\$73.33	Per unit as approved.
\$93.33	Per unit as approved.
\$4.00	Per unit as approved.
\$6.67	Per unit as approved. Only required for exceptions that may not be replaced. Provide itemized labor
\$73.33	Per unit as approved. Provide itemized labor (per City standards) pricing
\$93.33	Per unit as approved. Provide itemized labor (per City standards) pricing
\$173.33	Per unit as approved. Provide itemized labor and material (per City standards) pricing
\$53.33	Per unit as approved.
\$50.67	Per unit as approved. Provide itemized labor and material (per City standards) pricing
\$200.00	Per unit as approved. Provide itemized labor and material (per City standards) pricing. Local licensed plumber to be used
\$200.00	Per unit as approved. Local licensed electrician to be used
\$1,021.33	
Notes	
\$0.00	Supplier to provide optional pricing for Warehousing
\$0.00	
\$0.00	
\$0.00	
\$0.00	
Proposal	

\$0.00	Pricing is updated on a quarterly basis due to market rates .
\$0.00	Salvage Credit / Recycle Credit provided against outstanding invoices. Specify any administrative fees.
\$0.00	Pricing is updated on a quarterly basis due to market rates .
\$0.00	Pricing is updated on a quarterly basis due to market rates .
\$0.00	
\$0.00	
\$0.00	
\$0.00	
\$0.00	
\$0.00	
\$0.00	
\$0.00	
\$0.00	
\$0.00	
\$476,512.33	

\$3,235,897.04	
-----------------------	--

Proposer Comments / Clarifications

SRII E-Reg w/ Sensus 520M SmartPoint

SRII E-Reg w/ Sensus 520M SmartPoint

Sensus OMNI+ R2 w/ Sensus 520M SmartPoint

Sensus OMNI+ R2 w/ Sensus 520M SmartPoint

Sensus OMNI+ T2 Turbine Meter w/ Sensus 520M SmartPoint

Sensus OMNI+ T2 Turbine Meter w/ Sensus 520M SmartPoint

Sensus iPERL+ Smart Water Meter w/ Sensus 520M SmartPoint

Sensus iPERL+ Smart Water Meter w/ Sensus 520M SmartPoint

Sensus Cordonel Ultrasonic w/ Sensus 520M SmartPoint

Sensus Cordonel Ultrasonic w/ Sensus 520M SmartPoint

Sensus Cordonel Ultrasonic w/ Sensus 520M SmartPoint

Sensus Cordonel Ultrasonic w/ Sensus 520M SmartPoint

Sensus 520M SmartPoint w/ Itron Connector

Sensus ally Smart Water Meter w/ Sensus 520M SmartPoint

Sensus 512M SmartPoint. Meter must have 4-20 mA output.

Sensus 512M SmartPoint. Meter must have 4-20 mA output.

Sensus 512M SmartPoint. Meter must have 4-20 mA output.

Sensus 512M SmartPoint. Meter must have 4-20 mA output.

Sensus 512M SmartPoint. Meter must have 4-20 mA output.

Sensus 512M SmartPoint. Meter must have 4-20 mA output.

Direct Replacement for Existing Meter w/ Sensus 512M SmartPoint.

Direct Replacement for Existing Meter w/ Sensus 512M SmartPoint.

Direct Replacement for Existing Meter w/ Sensus 512M SmartPoint.

Direct Replacement for Existing Meter w/ Sensus 512M SmartPoint.

Direct Replacement for Existing Meter w/ Sensus 512M SmartPoint.

Direct Replacement for Existing Meter w/ Sensus 512M SmartPoint.

Stratus IQ, No Remote Disconnect

Stratus IQ, No Remote Disconnect

Stratus IQ, No Remote Disconnect

Stratus IQ, No Remote Disconnect

Aclara KV2C, No Remote Disconnect

Stratus IQ, No Remote Disconnect

Aclara KV2C, No Remote Disconnect

Stratus IQ, No Remote Disconnect

Aclara KV2C, No Remote Disconnect

N/A

N/A

N/A

Sensus M400B Base Station

Will need further discussion with Sensus Professional Services.

More information will be needed to get accurate pricing.

More information will be needed to get accurate pricing.

More information will be needed to get accurate pricing.

More information will be needed to get accurate pricing.

More information will be needed to get accurate pricing.

More information will be needed to get accurate pricing.

More information will be needed to get accurate pricing.

More information will be needed to get accurate pricing.

Interfaces w/ reclosure controllers, cap bank controllers, voltage regulators, etc. (provided and spec'd by customer)

Interfaces w/ Hortsmann PDP Smart Navigator FCI (provided and spec'd by customer)

Interfaces with analog and digital sensors (provided and spec'd by customer)

More information will be needed to get accurate pricing.

More information will be needed to get accurate pricing.

More information will be needed to get accurate pricing.

PermaLog+ Acoustic Leak Sensor

Sensus Smart Gateway

Not able to provide a product for this device.

Test & Demonstration Fixture for both Water & Electric

See above.

Proposer Comments / Clarifications
Standard Integration
Pricing to be given upon agreed Scope of Work by Sensus Proffessional Services.
Pricing to be given upon agreed Scope of Work by Sensus Proffessional Services.
Pricing to be given upon agreed Scope of Work by Sensus Proffessional Services.

Proposer Comments / Clarifications

Proposer Comments / Clarifications

Proposer Comments / Clarifications
Program/ Project Management for duration of project through Core & Main.
Included in program/project management fee.
Included in program/project management fee.
Included in Integration/Setup Fees, as well as BackHaul Installation.
Included in SaaS Pricing
Outreach Services: Customer Engagment Plan, AMI Day Support Services (One Event), City Commission Meeting Support (One Meeting), Notification Development Distribution, Door Hanger Development Corrdination with Installer

Proposer Comments / Clarifications
Like for Like Installation
Like for Like Installation
Like for Like Installation
Like for Like Installation
Like for Like Installation
Like for Like Installation
Installation of Sensus 512M SmartPoint
Installation of Sensus 512M SmartPoint
Installation of Sensus 512M SmartPoint

Installation of Sensus 512M SmartPoint

Installation of Sensus 512M SmartPoint

Installation of Sensus 512M SmartPoint

To be installed by the city. Pricing can be given upon further inspections of sites.

To be installed by the city. Pricing can be given upon further inspections of sites.

To be installed by the city. Pricing can be given upon further inspections of sites.

To be installed by the city. Pricing can be given upon further inspections of sites.

To be installed by the city. Pricing can be given upon further inspections of sites.

To be installed by the city. Pricing can be given upon further inspections of sites.

Like for Like Installation

Like for Like Installation

Like for Like Installation

Like for Like Installation

Like for Like Installation

Like for Like Installation

Like for Like Installation

Like for Like Installation

Like for Like Installation

N/A

N/A

Installation of Sensus M400B & Antennae upon existing vertical assets.

Sensors to be installed by City. With guidance from Core & Main.

Installation of Sensus Smart Gateway

Further discussion needed prior to pricing. This is due to changing market rates.

Further discussion needed prior to pricing. This is due to changing market rates.

Further discussion needed prior to pricing. This is due to changing market rates.

Further discussion needed prior to pricing. This is due to changing market rates.

Software

Item	Annual Service Fee	Monthly Fee	Yearly
1	Year 1		\$106,992.87
2	Year 2		\$56,754.32
3	Year 3		\$58,456.95
4	Year 4		\$60,210.66
5	Year 5		\$62,016.98
6	Year 6		\$63,877.49
7	Year 7		\$65,793.81
8	Year 8		\$67,767.62
9	Year 9		\$69,800.65
10	Year 10		\$71,894.67
ST	Total Service Fees for Years 1–10		\$683,566.01

Network

Item	Annual Service Fee	Monthly Fee	Yearly
1	Year 1		\$48,635.00
2	Year 2		\$48,635.00
3	Year 3		\$50,094.05
4	Year 4		\$51,596.87
5	Year 5		\$53,144.78
6	Year 6		\$54,739.12
7	Year 7		\$56,381.29
8	Year 8		\$58,072.73
9	Year 9		\$59,814.92
10	Year 10		\$61,609.36
ST	Total Service Fees for Years 1–10		\$542,723.13

Item	Device Description	Quantity	Unit Price
1	Extended Warranty Pricing	2	\$10,472.48
2	Managed Services 24/7 support if not standard.		

3	Cellular Monthly Charges (if offered)		
4	Test Environment (Head-End, Test Network etc.)		
5			
6			
7			
8			
9			
10			
11			
12			
13			
14			
15			
ST	<i>Recurring Miscellaneous</i>		

are as a Service (SaaS) Fees

City Comments / Clarifications

ork as a Service (NaaS) Fees

City Comments / Clarifications

Recurring Miscellaneous

Total
\$20,944.96
\$0.00

\$0.00
\$0.00
\$0.00
\$0.00
\$0.00
\$0.00
\$0.00
\$0.00
\$0.00
\$0.00
\$0.00
\$0.00
\$0.00
\$0.00
\$0.00
\$0.00
\$20,944.96

Proposer Comments / Clarifications
Includes Integration fees and Initial SetUp.

Proposer Comments / Clarifications
Installation of infastructure will be priced seperately. Integration and SetUp Fees Priced Seperately.

City Comments / Clarifications
Proposer to specify

If Proposer is offering a cellular option, please include monthly per point charges.

Proposer Comments / Clarifications

5 Year Extended Warranty for Sensus M400 Basestation.

Included in payment of SaaS or NaaS fees.

N/A

Further discussion upon what test environment will be required.

Section 24.2.3: F

Resource	Title	Hourly Rate	
1	Sensus Professional Services	\$468.75	
2	Additional Sr. Project Manager	\$206.25	
3	Additional Project Coordinator/Smart Grid Systems Specialist	\$140.00	
4	Additional Grid Systems Administrator	\$122.50	
5			

ees for Additional Requested Services

City Comments / Clarifications

Proposer Comments / Clarifications
Service to perform any non-standard integrations, etc.
Provided by WeProject
Provided by WeProject
Provided by WeProject

Item	Payment Description
1	
2	
3	
4	
5	
6	
7	
8	
9	
10	

Table 23-1: Proposed Payment Te

Time Frame for Proposed Payment

Terms

Proposer Comments

To be discussed during negotiations.