

Monday, October 05, 2015

Attention: Tracey Balint, P.E., Paul Davis, P.E.

Subject: City of Rochester Hills
SCADA System Hardware and Applications Update
Kubica Proposal No. P15060 R2 (Valid for 30days)

Kubica is pleased to provide the following proposal to provide the materials and engineering in order to replace the existing SCADA system hardware and applications with a new SCADA rack and latest operating systems and application revision levels.

Item #1: SCADA System Upgrade

This item will provide a new SCADA system, based on the existing SCADA and PLC programming. The new SCADA servers will be provided with Windows Server 2012 and iFix 5.8. The latest version of Win-911 will be installed. The SCADA system will be assembled and programmed at Kubica Corp's office before Delivery. This item will utilize the existing PLC hardware. The SCADA programs and functionality will remain substantially the same as the existing system. The following major components will be provided:

- Qty (3) Dell PowerEdge 530 Servers w/ Microsoft Server 2012 Operating System, 1.2 TerraByte hard drive usable capacity comprised of Qty (6) Hard drives in RAID 6 configuration.
- Qty (1) 42U cabinet rack w/ space for mounting existing PLC.
- Qty (1) APC 2200VA Uninterruptable power supply with power monitoring and expansion battery.
- Qty (1) KVM switch with pull-out keyboard/monitor.
- Qty (1) Cisco Layer 2, Managed Ethernet Switch.
- iFix 5.8 SCADA applications installed- existing licensing to be reused.
- Win-911 Alarming application installed to latest revision

The following labor will be provided:

- On-site backup of existing SCADA applications/configurations and alarming.
- Off-site construction of new SCADA server.
- Off-site software installation.
- Off-site backup applications- conversions to latest revision levels.
- Off-site applications- testing with test PLC for proper functionality.
- Server shipping to Rochester Hills.
- On-site setup of new server with existing PLC.
- Simultaneous testing of new server while existing server remains online.
- Validation of all data/alarms to existing SCADA.
- Switch-over of existing PLC to new SCADA cabinet and decommissioning of existing SCADA server.
- Setup of remote client PCs for new SCADA server and iFix 5.8.

The following items are not included:

- New SCADA power supply source installation and wiring.
- PCs other than what is listed above- hardware or software.

Item#1 Pricing: \$81,900.00 US Dollars

Item #1 Material Cost Breakdown

Item	Description	List Price	Mark Up	Sub Total
1	Dell PowerEdge 530 Server	\$4,799.60	\$359.97	\$5,159.57
2	Dell PowerEdge 530 Server	\$4,799.60	\$359.97	\$5,159.57
3	Dell PowerEdge 530 Server	\$4,799.60	\$359.97	\$5,159.57
4	Power/Networking Cabling	\$458.00	\$34.35	\$492.35
5	Cisco Managed Ethernet Switch	\$300.00	\$22.50	\$322.50
6	Keyboard/Mouse/Monitor/switching unit- Rack Mount	\$945.00	\$70.88	\$1,015.88
7	Windows Server Device CALS	\$150.21	\$11.27	\$161.47
8	42U Dell NetShelter SX 42U Rack	\$1,177.00	\$88.28	\$1,265.28
9	1980 Watt, UPS with 30A L5-30P Panel and expansion Battery	\$2,695.33	\$202.15	\$2,897.48
10	Intellution SI developer license- Kubica Office development	\$2,354.00	\$176.55	\$2,530.55
11	OPC Driver License- 2 Servers	\$2,140.00	\$160.50	\$2,300.50
12	Hardware Contingency	\$4,500.00	\$337.50	\$4,837.50

Item #1 Labor Breakdown

The Following is our office labor estimates for all labor of this project:

SCADA- iFix/Win 911Office Programming/ Configuring/ Test 122 Hrs @ \$100/Hr

SCADA- Servers Setup/Operating System Configuring/Testing 64 Hrs @ \$100/Hr

PLC Programming/Configuring for new SCADA System 48 Hrs @ \$100/Hr

Server Hardware Engineering and Electrical Drawings Development 32 Hrs @ \$100/Hr

Server Build and CAD \$4,600.00

The Following is our field labor estimates for all labor of this project:

SCADA- iFix Existing System backup and document- 20 Hrs @ \$95//Hr

SCADA- Existing Hardware configuration and software document 20 Hrs @ \$95/Hr

SCADA- Server field setup and testing-Whole System 68 Hrs @ \$100/Hr

PLC- Field programming and testing/ switchover 40 Hrs @ \$100/Hr

WS-1, WS-2 PC software install and client configuration 48 Hrs @ \$100/Hr

Payment Terms (NET30):

30% - at receipt of order

30%- at material purchase and receipt at Kubica Corp

20% - at completion of engineering

10% - at site arrival for commissioning

10% - after successful completion

General Conditions:

1. No monies have been included to perform any field installation whether Electrical, Mechanical, Structural, etc. in nature, other than what is listed above.
2. No monies have been included to provide software licenses, or un-compiled software code unless specifically stated above.
3. Our price is based on receiving all existing drawings, CAD files, ladder programs, and precompiled documented software code at receipt of order.
4. This proposal assumes correctness of design, correctness of existing documentation, and all equipment functioning as originally intended.
5. Kubica Corp will not assume any risk for defective equipment or deficient system design.
6. Kubica Corp will not be responsible for correctness or accuracy of any information supplied by others or the subsequent errors resulting from such incorrect information.
7. Kubica Corp will not be held liable for any schedule delays due to drawing approval delays and/or errors or omissions of others. Panel fabrication will begin only after approved design drawings have been returned to Kubica Corp.
8. Back charges for any field additions, deletions, modifications or “corrections” authorized and implemented without our knowledge and written consent will be accepted at our discretion.

Thank you for the opportunity to quote these services.

Sincerely,

Raymond Knoflach
Kubica Corporation