NAME	Motor City Electric Technologies, Inc.	Perceptive Controls, Inc.	Outbound Technologies	Emerson Process Management
ADDRESS	Detroit, MI	Plainwell, MI	Novi, MI	Pittsburgh, PA/Detroit, MI
Vendor is Prime Contractor	Yes	Yes		
Year Started Selling SCADA Sys Solutions	1993	1997	1994	1968
Year Started Selling to City/County Govts	1993	1997	2005	1970's
Support Facility Location	Detroit, MI	Plainwell, MI	Novi, MI	Detroit, MI
Sales Office Location	Detroit, MI	Plainwell, MI		
Company Headquarters Locations	Detroit, MI	Plainwell, MI	Novi, MI	Ptiisburgh, PA
Vendor's Sales				
2007		\$4.0MM	\$7.5M	\$5.7 million
2006			\$4.8M	\$4.9 million
2005			\$4.1M	\$4.2 million
2004	\$20,341,191	\$2.5MM	\$3.2M	\$3.7 million
New SCADA System installations				
2007	\$2,679,817		30+	
2006	\$191,275	6	25+	2
2005	\$732,429	9	20+	Ę
Total number of employees	90	20	48	745 domestic
Total employees in following categories				90
Sales/Marketing	2			80
Management/Administration	4	i		
Help Desk Staff		2		
Implementation Staff		14		
Development Staff		14		355
Other	84 -proj mgrs, eng, shop, field, accting			330
Current version in production-duration	multiple software pkgs used; Motor City	NA/ we integrate other vendor's software	Outbound is a systems integator;	11 years - Ovation software
	does not produce software		Intellution in production for decades	
Two Year Warranty	Yes	Yes	Yes - Eng services as qualified; Manuf.	Yes
Longest term of on-site warranty			warranty on software	
3				
Source Code provided	Yes	Yes	Yes	No
Source Code in escrow				No
Fee to provide/place in escrow	No	No	No	N/A
All items FOB delivered,freight paid	Yes	Yes	Yes	Yes
Toll-free support line	No	Yes	Yes	Yes
User group	No	No	Outbound does not; Intellution does	Yes
Period enhancements at no charge	No	Yes	Supplied by manuf; base bid includes 4 yrs	No, will update software for warranty period
			of updates from Intellution; install for a fee	Evergreen serv can be extend beyond War
Average response time for telephone	2 hours	Weekdays - 1 hr; Weekends-based upon	4 hours	1 hr phone call;4 hrs emerg serv tech.
		service contract agreement		normal serv call within 24 hrs.

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Guaranteed maximum response time	4 hours	Weekdays-4 hrs; Weekends-based upon	49 hrs-worst case scenario	24 hours plus travel time of the dispatched
	7,000	service contract agreement		personnel
Automatic product upgrades/on-demand	On demand	Both	Intellution-automatic mailed released;	On-Demand
			Outbound supplies installation of updates	
			on demand.	
Upgrades/Enhancements require 3rd party	No	No	Yes-qual. Systems engineer should install	No
200.0000	AAAAAAA			
Frequency of upgrades/enhancements	Motor City does not produce upgradable	N/A; we integrate other vendors software	Varies by manufacturer	Generally one a yr; varies
	software; system integrators			
Fully operation Installations				
City Govt	30 in Micigan	12 in Michigan	6 in Michigan; 0 nationally	2 in Michigan; 9 nationally
County Govt	3 in Michigan		0 in Michigan; 0 nationally	5 nationally
Other	3 in Michigan	30 in Michigan; 18 Nationally	1100+ in Michigan; 200+ nationally	14 nationally
Overall	36 in Michigan	42 in Michigan; 18 Nationally		2 in Michigan; 28 nationally
TANAL SALAN SA				3500 worldwide
Commitment to providing SCADA systems	Committed to all customers	50% of business is integration of govt	Absolute. Outbound has never walked awa	by Demonstrated by number of cities including
for City Govt market		SCADA systems. No plan to reduce model	from a proj or contract for any reason	Det, San Diego, Seattle, Chicago, WashDC
Plans to re-write or merge application	None	N/A-we integrate other vendors software;	No known plans	Committed to providing long-term product
software		have no access to internal plans of		support and cost-effective migration paths
		suppliers		
Interfaces with Other Systems	Interface with all SCADA software	Rockwell RS-View 21	Proposed software manuf have many	3 layers of enterprise integration: Process
		Wonderware	thousands of installations in diverse	Automation, Plant Management and
	1000	Iconics	applications. Outbound is not familiar w/	Enterprise Management - interfaces to
		Opto 22	GBA Master Series.	LIMS, CMMA, GIS, CIS, security systems,
	A SAMPLE STATE OF THE SAMP			and plant design databases
	0" (0	Windows XP Prof, Server 2003 Standard or	All major manufacturars of paragnal	Dell
Hardware Platform	Client Server platform	Windows XP Prof, Server 2003 Standard or		Deli
		Enterpirse & Windows VISTA Bus, Enter-	computers	
		prise or Ultimate Editions		Over 3500 worldwide
Number of installations using supported hardware platform(s)	Numerous	Thousands Nationally		Over 3500 worldwide
MANAGE 110 - 1 1777 - 1 1777 - 1 1777 - 1 1777 - 1 1777 - 1 1777 - 1777			Co	Microsoft VD 2002
Operating Systems	Windows Server 2003	Windows XP Prof, Server 2003 Standard or		Microsoft XP, 2003
		Enterprise & Windows VISTA Bus, Enter-	operating systems, installations in the	
		prise or Ultimate Editioins	millions.	
Number of installations using supported	Numerous	Thousands		Approximately 2450 Microsoft-based
operating system(s)				platforms & 1050 Sun Solaris-based
				platforms
Database environment	SQL database - ODBC compliant	iFix uses their own proprietary database	GE Proficy Historian running on	ORACLE and Ovation relational database
		that has hooks into SQL Server	Microsoft SQL Server	
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Back up of data stored in secure manner	All data is within SCADA system behind	Backup data is usually stored by IT Dept.	Stored on servers using a RAID configura-	Ovation Recovery Mgr provides central
	the City of RH firewall. Data is as secure	Scheduling is based upon individual users.	tion so all data is backed up & available	backup & recovery function; backed-up
***************************************	as the firewall.	Recommend nightly.	live. Also include back system to store	data can be stored on-line (direct attached
			data off line so it can be securely stored	storge & network storage) or off-line (CD/
5.//wa			and removed from site for fire protection.	DVD or tape). Emerson's SureService
				Maint Agmt can include Software Archiving
				module.
Vendor commitment to support above	No	Yes	Yes	Yes- Min of 10 yrs of product support after
operating system, database and hardware	9			a product is discontinued.
platform(s) for foreseeable future				
Guarantee system will operation 98% of	No	Yes	Yes	Yes-includes hdwr & softwr supplied by
time during first 2 years of operation				Emerson, excludes peripheral equipment &
				unspecified environmental factors
Query tool and report writer	XL Reporter	Portal	Crystal Reports	Crystal Reports
<u>4</u>			-	
Rates for Additional Implementation	\$66/hr controls technician	\$150/hour integration	Tech Adm/Proj Mgr \$80/\$105/\$135 hr	Eng \$167/Technician \$158/Drafting \$120/
Assistance	\$72/hr controls engineer		Controls/Sys Eng \$75/\$95/\$125 hr	Travel & Liv Exp - Actuals/ Field engineering
	\$78/hr SCADA Programmer		Mech Eng \$70/\$95/\$125 hr	\$2012, \$2714; Factory Training\$1100 to
			Controls Field Tech \$60/\$80/\$100 hr	\$1800/On-site training \$28,000, \$32,000
			Mech Field Tech \$55/\$75/\$95 hr	
AAAAA*********************************			AutoCAD/Doc Supp \$50/\$57.50/\$65 hr	
Ability to provide turnkey solution	, , , , , , , , , , , , , , , , , , , ,			
SCADA System Software	Yes	Yes	Yes	Yes
Hardware	Yes	Yes	Yes	Yes
Installation and implementation	Yes	Yes	Yes	Yes
Data Conversion	Yes	Yes	Yes	Yes
Report Development	Yes	Yes	Yes	Yes
Integrations and Interfaces	Yes	Yes	Yes	Yes
Documentation	Yes	Yes	Yes	Yes
Training	Yes	Yes	Yes	Yes
Testing	Yes	Yes	Yes	Yes
On-going Support	Yes	Yes	Yes	Yes
Implementation by 3rd party partners	No	Yes	Yes, the telemetry move	No
Services by 3rd party vendors		Radio integration would be handled by	Futronics, Inc., Fremont, Ohio	On-site union labor for installation
		others		
User interface-web-enables system	Yes	Yes	Yes, only web enable portion is report	Yes
			interface	
Function not internet-enables	All functions are available through a VPN		HMI interface same as current system, but	N/A
	interface		upgraded to latest software versions	

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Vendors will contractually agree to:				Will negotiated Terms & Conditions
On-site staff for training & implementation	Yes	Yes	Yes	Not Stated
Meet insurance requirements	Yes	Yes	Yes	Exception - Emerson's negligence
Meet bond requirements	Yes	Yes	Yes	Not Stated
Payments hold-backs until fully opera-	Yes	Yes	Yes	Quality Standards
tional and formally accepted? Non-			Yes	
performance hold-backs				
City approval of vendor staff assigned	No	Yes	Yes, for cause	Not Stated
2-yr warranty; 1st annual support payment	Yes	Yes	No	24 mos from completion of delivery of eqmt
when warranty period expires				
Brand name of vendor software	Many software packages being used by	GE Proficy v 5.0 (iFix)	Intellution iFix, Microsoft, Crystal,	Ovation
	multiple software companies		Rockwell, Win-011, Symantic	
Upgrade or new software product proposed	New Product	Existing system needs to be tweaked; most	Upgrade to current environment. These are	New state of the art system - Ovation
		problems due to poor installation. iFix &	suitable products for the application.	
		Allen Bradley are sound platforms;		
		simplifying the overall installation is much		
	13.33.76	easier than re-engineering everything. iFix		
A WAY TO A W		has some advantages over its competition.	<u> </u>	
AAAAAA		naa some devanagee over as compenses.		7-
Other software modules available	All SCADA related products	.NET, ASP, Visual Basic, Visual C++,	Outbound has no software products. See	AMS, Smart Process, EMS Software,
Cure Journal Hiodules available	7 III CO, ID, TTOIGICG PICAGOIC	Crystal Reports, SQL Server Integration,	individual manufacturers for products.	Inventory Management and Control
		Web		Software, Historical, Storage and Retrieval
				Software
Project approach; type of equipment and	Will procure and assembe a complete	I-purch new server, use exist as back-up,	Mts, Kick-off, collection all appl design ref	Servers, workshops, design and follow-up
proposed schedule to accomplish work	redundant SCADA system offsite; system	install all software on new server & exist	w/ RH staff; interviews with system users,	workshops, software server, redundant
proposed seriedate to accomplish work	will be assembled configured programmed	new 2003 server; purch & install new polling	system hardwr design & procuremt, con-	SCADA servers, Ovation Process Historian
AMAYA-, 1	and testing as much as possible before		version of iFix 3.0 to iFix 5.0, baseline sys	Server, Building database, generate control
TAMANA (1)	delivent all screens developmt programmin	spare Metrocom on new radio tower, contact		logic, build graphics, build reports - eng &
	and reporting functionality will be developed	Metrocom rep to enable comm to exist bkbn		software submittal, write training manual,
	and reviewed w/ City staff and approved	troublesht & debug. II-repair control & data	oper. Manual, hardwire design control panel	operator's manual, write & submit Factory
	hoforo denloyment: allows input and change	logging-2 eng on site for 3 days; purchase &		Acceptance Test procedure, write & sub-
	before going live; new system then set up	install GE Proficy licenses; design & dev	bldg, system test; finalize and test baseline	mit startup and commissioning test pro-
	at RH and connection to remote sites via	detailed I/O list & map to generate "as is"	reports, finantize and prepare, transmit all	cedure, perform factory acceptance test,
	existing PLC and Spread Spectrum radio;	to "as needed" path, implementation-2 eng	sys doc, system training.	RH specific operator training, startup and
	once system is commissioned and opera-	on-site NTE 2 wks., progress review mtgs	6 months project execution	commissioning SCADA server, remote
	tional, old system will be decommissioned.	every other day; closeout-ensure design	o montra project execution	sites, meter locations, PRV locations,
	nonas, old ayatesti will be decontribationed.	goals are met.		as bit loop & interconnect drawings, system
	Allender	guais are iller.		architecture, provide 2 yr warranty sfwr &
				hdwr, 5 yr ext maint hdwr, software version
				updates at 2 yrs & 4 yrs.
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A A A A A A A A A A A A A A A A A A A	Adam () () () () () () () () () (
Recommemndations for SCADA system	Adopt a maint/tracking/report generating	See above	Employ proj approach above;	See above
upgrade	software pkc suited for water & waste-		Purch a re-verification, re-validation all PLC	
	water controls & instrumentation equipmt.		based cont systems remote fr Ser bldg;	
	This would generate work orders, include		Purch annual supp contract; maintain &	
	calibration scheduling, prev maint duties &		upgrade computing equipmt; maintain &	
	provide trending of equipmt process issues.		upgrade all oper systems; maintain & up-	
			grade all software lic products; provide ad	
			hoc support in maint & calibration of remote	
			PLC based systems	
A A A A A A A A A A A A A A A A A A A	***************************************	AAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAA		
Breadth and depth of organization's	Over 12 yrs exp working on SCADA	Has installed hundreds of SCADA and	Completed 100's of SCADA intensive jobs	Effective mgmt of wastewater collection &
capabilities/knowledge relative SCADA	systems for muni & ind industries. MCE-	control systems throughout N America.	over 14 yrs; many multi PLC's & PLC manu	f water distribution systems; Strategies and
	Tech completed extensive SCADa projects	Eng staff aver 20 yrs exp; certified	most multi SCADA stats; Jobs w/ iFix,	architecture offer safe, cost-effective and
	for Det, Midland, Chrysler, Dearborn CSO	Allen Bradley software products, GE	Cimplicity, Iconics, Wonderware, Citect,	reliable control over plant processes. Imple
7,777	and Caterpillar. Knowledged in numerous	iFix, Wonderware, Opto 22, Modicon,	InteractX & Visual Basic. Certified Systems	
	SCADA software platforms such as	Datalogic Radios and Microsoft Partner	Integrators w/ Wonderware & Iconics.	porated w/ Emerson control technology;
	Intellution, Wonderware, RSView, Ovation	}	Would re-certify wi/ GE for iFix	SCADA solution ensures cont. monitoring
		12.27.0000000000000000000000000000000000		and control of treatment operations.
			A 10.00 A 10.0	
Public Sector Clients	Completed a project for DWSD that	Waterford Twp, City of Plainwell,	City of Wyoming, City of Melvindale,	San Diego, Washington DC, Chicago,
****	touched 85 communities	City of Alma, City of Battle Creek,	Brownstown Twp, City of Wixom, City of	Pittsburgh, San Antonio, Sacramento,
N		Sara Lee WWTP, Saginaw Chippewa	Grosse Pointe, DWSD, City of Wyandotte,	Detroit, Akron, Ohio and Ridgeway, PA.
		Water Dept.	Detroit School System	
Number of clients/types of services	Service contract w/ DWSD at Waterwk's	Nestle Waters North America-4 yrs	GM Romulus Powertrain-systems that	Alleghany Cty- Scada main treatmt plant;
	Park II Treatment Plant - includes Prev	City of Waterford Twp-11 yrs	operate HVAC & Water Treatment;	DWSD-Scada-4 pumping stations,
	Maint, eng, troubleshooting, calibration and	Saginaw Chippewa-8 yrs	Webasto Roof Systems-20 jobs over last	Dist of Columbia-Scada Wastewt trtmt plan
, , , , , , , , , , , , , , , , , , ,	training services.	Sara Lee-8 yrs	6 yrs.	Eastman Kodak-Scada, wastewt trtmt plant
A	Oakland County Drain Comm, Novi, Kuhn	Whirlpool-11 yrs	Ogihara America Corp-support to maint	San Diego-Scada pumping station
10 10 10 10 10 10 10 10 10 10 10 10 10 1	Drain, Pump Maint in Waterford and	Rexam Beverage-5 yrs	dept over 7 yrs.	Ridgeway,PA-Scada-Water trtmt plant
//	Mt, Clemens	City of Battle Creek-2 yrs		King Cty, WA-Scada- treatment plants
	AAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAA			Chicago-Scada treatment facility
Full time/Part time employees	90 full time/0 part time/0 contracted	20 full time/1 part time/10-40 contracted	48 full time/0 part time/0 contracted	745 full time/ 5 part time/125 contracted
Resources/Staff Profiles	Can provide proj mgmt, design, panel bld,	Capable of handling every aspect of this	Ernormous amout of exp in controls &	Sr. Engineers-performed similar tasks for
	material procurement, low voltage/fiber	work w/ exception of radio integration. Key	SCADA industry.Best eng staff & proven	DWSD for Distributed Control System for
MANA A A A A A A A A A A A A A A A A A A	design & installation, start-up, debug,	engineers resumes attached.	process to complete job & provide best	Wastewater treatmt plant, system control
	commissioning & training serv. Direct sub-		final result; best communication and	ctr, 5 water treatmt plants pumping stats,
	sidiary of Motor City Elec Co-immediate		documentation. Resumes attached.	21 treated water transmission sys pumping
N/2007 V 5-7-1	access to knowledgeable electricians			stats, 10 wastewater collection system
	Resumes attached.			pumping stats & 3 CSO basins
	Floor and biston, has not smallered	Navor bired apportants, wade with the	Will not employ outside consultants;	Consultants report directly to proj mgr and
Management of consultants	Base on past history, has not employed	Never hired consultants; work with them	Outbound maintains experienced staff	are required to meet the contractual reqs
	outside consultants for any SCADA	as part of project team		of customers
	or water/wastewater controls related work		in all core competencies.	or costoniers
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ADDINEOU	South of the second of the sec			
Subcontractors	Motor City Electric will be subcontracted	Metrocom radio expert	Futronics, Inc. for telemetry equipment	Yes, subcontractors will be utilized for
	for all electrical installation related work		777	this contract.
,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,				
Outside firms frequently used	N/A	Mechanical, electrical and engineering	Westland Controls for control panel build	Dell Computers, Sun Microsystems,
		disciplines on staff. Suppliers are outside	Dell for PCs and software licenses	Cisco, Tyco Electronics
	A A A A A A A A A A A A A A A A A A A	resources	McNaughton-McKay for electrical	
	AAAAAAAAAAAAA		components	
Methods of communications	Project Mgr is main pt of contact;	Proj Mgr assigned as single pt of contact,	Single point of contact. Will communicate	Proj Mgr responsible for Emerson's
	accessible via phones, cell phones, pagers		w/ City constantly - wkly publication of	deliverables; will coordinate project
	and email	schedule, attend mtgs.	open issues; mtg minutes, status reports,	activity with customers. Goal is to
-77A-W			daily/wkly reports all activity; key telephone	partner w/ customers to create a team
			conversations followed up w/ email	that exchanges info & tech staff expertise
	ANAMARA		confirmation of decisions/dialogue	to efficiently operation & maintain system
	24/7 Dala Dank Ouston Desiridos efforto	24/7 fee based phone support	800 number; M-F 8 am to 5 pm;	Tech telephone support available 24/7 to
Telephone supports programs/hours of	24/7 Help Desk System. Provides clients	24// lee based phone support	technical support by members of Eng staff	diagnose system problems, answer ques-
availability	w/ 24/7 coverages and clients can expect a return call within 15 minutes of sub-		technical support by thembers of English	tions or dispatch eng to plant. Highly
			ALALA	trained engineers w/ extensive database
	mission and onsite response within			system & corrective actions.
	4 hours	-		oyotom a comodit o action.
Ability to work remotely	All engineers based out of Detroit office.	Don't typically use consultants and will not	Typical for every member of technical	Consultants have access to Emerson's
131113	All engineers are equipped w/ necessary	for this job; most remote work could be	staff to work at customer sites	SureService program or arrange methods
10,111,111	tools to perform jobs such as computers,	handled via phone and email		to work remotely in tandem with contract-
	software, communication cards/cables,	A		ual reqs of customers; via modem or web-
	calibration equipment, etc.		The state of the s	enabled.
Lititgation past 5 years	No	No	Yes, Outbound sued customer for	Not currently named in litigations in the
			collection; rec'd a judgment	State of Michigan.
	100 100 100 100 100 100 100 100 100 100			
Contract attached	No standard/wk with client to develop	Attached	Warranty-2 yrs for services; manuf warr	Standard terms and conditions
WAY AVAILABLE OF THE PROPERTY			General T&C's provided	
			I NO.	Bills according to schedule of values or
Billing procedures	Net 30 days from date of invoice; eng.	30% upon order; 30% upon design approval	Net 30 days	milestone events as mutually agreed upon
,	services invoiced last day of each month;	30% upon hardware delivery and 10%	Billing every 2 weeks	during contract negotiations.
	equipment upon shipment of equipment.	upon completion.	Billing every 2 weeks	during contract negotiations.

100		\$	A.A.A.A.A.A.A.A.A.A.A.A.A.A.A.A.A.A.A.	
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ADDRESS	Detroit, MI	Plainwell, MI	Novi, MI	Pittsburgh, PA/Detroit, MI	
COST PROPOSAL:					
Hardware Pricing:	// // / / / / / / / / / / / / / / / /				
Primary Server		1 @ 4200 = \$4200.00	iFix Service 2 @ \$7500= \$15,000.00		\$6,618.33
Secondary Server		1 @ 4200 = \$4200.00	Historian Portal Server = \$7,500.00	2 @ \$6,693.89 =	\$13,387.78
Work Stations (2-3)		3 @ 1900 = \$5700.00	Wkstations 3@ \$2000 = \$6000		\$9,592.78
		2 @ 2000 = \$4000.00 Laptops	ControlLogix PLC @ \$20,000	Operator Wk Stat	\$2,665.56
		1 @ 5200 = \$5200.00 Allen Bradley		Netwk Equipmt	\$11,833.33
		Controllogix		Printers 2 @ \$2,352.006 =	\$4,704.12
				Ovation Control & Enclosure	
				2 kVA UPS	\$1,345.56
Subtotal Hardware:		\$23,300.00	\$48,500.00		\$57,108.57
Annual Maintenance Cost		\$2,330.00	?		\$10,133.50
					#4 000 00
Software Pricing:		iClient R/T (6) \$6963.00	iFix iClient upgrd \$14,556 (6 users)	Oracle 8	\$1,303.33
		iFix Plus Unl R/T w/ Ack Fail(1) \$4210.00	iFix Plus unltd upgrd \$9,778	Crusta; Re[prts	\$ 345.56
		Portal (1) \$4210.00	iFix Plus Unit Dev upgrd \$14,810	AutoCad	\$2,723.33
		iFix Plus Unl Developer (1) \$6377.00	iFix Historial upgrd \$22,911		
			Crystal Reports 2008 \$1105		
			RSLogix 5000 Prof \$6555		
			RSLinx Prof \$1890		
			Win-911 upgrd \$1275		
			Symantic Endpt Protection \$500		
					\$4,372.22
Subtotal Applicaton Software:		\$21,760.00			\$4,31Z.ZZ
Annual Software Support Cost		\$9,888.00	1st yr free on some/others purch fr manuf.	N/A	
	2/14/4				
Other Software Pricing:				14(1)1 044	en cee ec
				WIN-911	\$2,655.56
Subtotal Other Software:					
	A 2008				
Implementation Services			00001	<u></u>	\$78,401.12
A-6///		Design 80 hrs @ \$88 = \$7040	2000 hours at \$75 = \$150,000	Engineering Install/Commissioning	\$38,822,23
		Programming 80 hrs @ \$88 = \$7040		Subcont Installation Scope	
		Startup & Debug 120 hrs @ \$88 = \$10,560		Travel/Liv Exp/Document	\$11,111.12
	Andrian Articles	Final Commissioning 40 hrs @ 88=\$3520		Travel/Liv Exp/Document	\$11,111.12
		Radio Startup 24 hrs @ \$150 = \$3600			\$167,056.69
Subtotal Implementation Services		\$31,760.00			Φ107,000.09
Ti-i Ci		AALS - N		-	
Training Services		60 hrs of \$99/hr - \$5000 00	90 hrs at \$75 - \$6 000	Engineer Training	\$ 2,329.33
		60 hrs at \$88/hr = \$5280.00	80 hrs at \$75 = \$6,000	Operator Training	\$ 1,552.89
				Total Training	\$ 3,882.22
				Total Halling	φ 3,00Z.ZZ
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Subtotal Training Services:		\$5,280.00			

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COST SUMMARY:				AGT 100 FT
Subtotal - Hardware	\$44,782.00	\$23,300.00	27 a grant 1 a grant	\$57,108.57
Subtotal - Application Software	\$34,270.00	\$31,648.00		\$4,372.22
Subtotal - Other Software	\$2,989		<u>C</u>	1
Subtotal - Implementation Services	\$78,892.00	\$31,760.00		
Subtotal - Training Services	\$3,224	\$5,280.00		
Travel and Lodging	\$650.00	\$1,920.00	\$5,000	
				\$25,083.74
GRAND TOTAL:	\$164,807.00	\$93,908.00		\$260,159.00
ALAIA AL		517.75	One time costs, no annual maint fees,	*Other represents warranty services and
			no bond \$5,000; no telemetry \$12,500)	bond costs
Detail for any other expenses not included			Performance/SecurityBond: \$20,000	None
above			Relocation of telemetry equipmt \$12,500	
<u> </u>				}
Reimbursables		Hotel billed at cost, daily meal allowances	\$.60 per mile for mileage	None
TOTALISATION		\$35, milege billed at \$.58/mile		
AA\\AA\\\				
Exceptions/issues/alternatives	Contract specific to work.		No wk assoc w/ equpmt or fac rework	Fiber optic cable Bet CH & DPS excluded;
EXCEPTION STRUCTURE TO THE TEXT OF THE TEX	Contract opening to nome.		remote to curren & New DPS bldg;	Exception to RH purch hardware from
			current dataflow only; no eg or redesign or	other contracts; Roof penetration warranty
Addata		77	mod of HMI screens to current SCADA sys.	for re-cert of roof may require price mod;
		77.77		Radio Path Site Survey not included;
7/2//	<u></u>	2,1,1,000		Assumption antennas located with 100 ft
				of head end rack and no remote radio cont
				cabinets are regd; not included 120VAC
ALAMANA AND AND AND AND AND AND AND AND AND				power receptacles for wk stat & printer.
		<u> </u>		
Information on warranties		Perceptive Controls does not warranty	2 yrs for Outbound activities; Material	Warranty: In lieu of warranty period in
HIIOTHOROS ON WORRENDOS		other vendors' software or equipment.	by Manufacturer.	Emerson's selling policy, offer includes
AAAA		Only warranty their work. Failure in hardwr	Dell 4 yrs	30 mo after deliver of equipmt or 24 mo
		or softwr not provided by Perceptive Cont	No extended warr Microsoft Oper System	after date of substantial completion for
		will be billed at cost plus 15%.	Intellution iFix licenses - 4 yrs	warranty period.
		with DC District at Cost plus 1076,	Rest standard manufacturer's warranty	
		<u> </u>	in contraction in association of mentality	I