

City of Naperville: Water AMI Project

Exhibit B

Pricing Schedule: Core & Main/Sensus

Exhibit B: Core & Main Schedule of Prices

| Item | Unit Price | # Units | Total Price | Year 2 |
|---|---------------|---------|------------------------|----------------------|
| Products - No Retainage | | | | |
| MIUs | \$ 85.00 | 43,500 | \$ 3,697,500.00 | |
| Base Stations (Data Collection Units) | \$ 37,500.00 | 3 | \$ 112,500.00 | |
| MIU Programming Handheld Devices (Trimble TDC600) | \$ 2,595.00 | 5 | \$ 12,975.00 | |
| AG6590RF Autogun | \$ 1,375.00 | 2 | \$ 2,750.00 | |
| Sensus RNI License | \$ 119,625.00 | 1 | \$ 119,625.00 | |
| adder Test Environment | \$ 24,195.00 | 1 | \$ 24,195.00 | |
| adder Recovery Environment | \$ 119,625.00 | 1 | \$ 119,625.00 | |
| MIUs (Extra New-Construction) | \$ 85.00 | 250 | \$ 21,250.00 | |
| Subtotal: | | | \$ 4,110,420.00 | |
| Products - Renewable - No Retainage | | | | |
| Sensus RNI Software Annual Maintenance (Year 2) | \$ 41,375.00 | 1 | \$ - | \$ 42,616.25 |
| Test Environment Annual Software Maintenance Support (Year 2) | \$ 7,995.00 | 1 | \$ - | \$ 8,234.85 |
| Disaster Recovery Environment Annual Software Maintenance Support (Year 2) | \$ 49,025.00 | 1 | \$ - | \$ 50,495.75 |
| Meter Exchange Solution (Vpie) hosted 15 mobile and cloud users (1 License x 12 months) | \$ 1,620.00 | 12 | \$ 19,440.00 | \$ 20,023.20 |
| Subtotal: | | | \$ 19,440.00 | \$ 121,370.05 |
| Products Subtotal: | | | \$ 4,129,860.00 | \$ 121,370.05 |
| Services - Subject to Retainage | | | | |
| MIU Installation Services - Outside | \$ 65.00 | 43,120 | \$ 2,802,800.00 | |
| Services - No Retainage | | | | |
| Project Management* | \$ 25,000.00 | 1 | \$ 25,000.00 | |
| VM Ware Services RNI Deployment | \$ 11,750.00 | 1 | \$ 11,750.00 | |
| Software Installation/Integration | \$ 100,600.00 | 1 | \$ 100,600.00 | |
| Training | \$ 4,400.00 | 1 | \$ 4,400.00 | |
| Base Station Maintenance Services | \$ 2,200.00 | 3 | \$ - | \$ 6,798.00 |
| Vpie Integration | \$ - | 1 | \$ - | |
| Sensus RNI setup fee | \$ 23,225.00 | 1 | \$ 23,225.00 | |
| Test Environment Setup | \$ 7,500.00 | 1 | \$ 7,500.00 | |
| Recovery Environment Setup | \$ 23,225.00 | 1 | \$ 23,225.00 | |
| Recovery Environment PM & AE (backup and test) | \$ 27,500.00 | 1 | \$ 27,500.00 | |
| Services Subtotal: | | | \$ 3,026,000.00 | \$ 6,798.00 |
| Total: | | | \$ 7,155,860.00 | \$ 128,168.05 |

*Subject to milestone payments per SOW



Final Pricing

Date: July 14, 2020
 City of: Naperville
 Attn: Darrell Blenniss

Subject: Naperville 2020 Quotation for Sensus FlexNet AMI System

| Product | Qty. | UNIT PRICE | | EXTENSION |
|--|--------------|--------------|--------------|-----------------------|
| FlexNet SmartPoints | | | | |
| 510M Single Port, Wired | 28120 | \$85.00 | ea | \$2,390,200.00 |
| 510M Single Port, TouchCoupler | 15000 | \$85.00 | ea | \$1,275,000.00 |
| Section Total: | 43120 | | | \$3,665,200.00 |
| Infrastructure | | | | |
| M400B Tower Gateway Basestation includes installation. | 3 | \$37,500.00 | ea | \$112,500.00 |
| 6501 Solid State Interrogator with GPS and Command Link | 1 | \$6,750.00 | ea | \$6,750.00 |
| Trimble TDC600 including GPS and Command Link | 5 | \$2,595.00 | ea | \$12,975.00 |
| AG6590RF Autogun | 2 | \$1,375.00 | ea | \$2,750.00 |
| Section Total: | | | | \$134,975.00 |
| Sensus RNI On-Site Production Environment | | | | |
| Sensus RNI License Fee | 1 | \$119,625.00 | one time | \$119,625.00 |
| Sensus RNI Setup Fee | 1 | \$23,225.00 | one time | \$23,225.00 |
| VMWare Services RNI Onsite Deployment (Includes Travel) | 1 | \$11,750.00 | one time | \$11,750.00 |
| RNI Software Maintenance Fee (Year 2) | 0 | \$41,375.00 | annual | \$0.00 |
| Section Total: | | | | \$154,600.00 |
| Sensus System Integrations | | | | |
| MVRS like request/response interface for SunGard CIS/Billing | 1 | \$21,025.00 | one time | \$21,025.00 |
| Register and Interval Reads in CMEP format | 1 | \$4,200.00 | one time | \$4,200.00 |
| Flat-file CSV based DataSync Adapter for Life-Cycle synchronization | 1 | \$15,050.00 | one time | \$15,050.00 |
| Web Services MultiSpeak based Interfaces for on-demand Reads | 1 | \$7,825.00 | one time | \$7,825.00 |
| CMEP based Alarm Reports | 1 | \$4,200.00 | one time | \$4,200.00 |
| Auto-pushed to Alarm Notifications to ESB MultiSpeak Web Services endpoint | 1 | \$7,875.00 | one time | \$7,875.00 |
| Deployment of the interfaces in the production RNI | 1 | \$6,100.00 | one time | \$6,100.00 |
| Solution Design Workshop | 1 | \$12,550.00 | one time | \$12,550.00 |
| Integration test the outlined interfaces with City of Naperville ESB in a RNI dev/te | 1 | \$21,775.00 | one time | \$21,775.00 |
| Section Total: | | | | \$100,600.00 |
| Sensus On-site Test & Backup Environment | | | | |
| Test Environment - Sensus RNI License Fee | 1 | \$24,195.00 | one time | \$24,195.00 |
| Test Environment - RNI Setup | 1 | \$7,500.00 | one time | \$7,500.00 |
| Test Environment - VMWare Services RNI Onsite Deployment (Includes) | 1 | \$0.00 | one time | \$0.00 |
| Test Environment RNI Software Maintenance Fee (Year 2) | 0 | \$7,995.00 | annual | \$0.00 |
| Backup Environment Sensus RNI License Fee | 1 | \$119,625.00 | one time | \$119,625.00 |
| Backup Environment - RNI Setup | | \$23,225.00 | one time | \$23,225.00 |
| Backup Environment - PM & AE (Backup and Test) | 1 | \$27,500.00 | one time | \$27,500.00 |
| Backup Environment RNI Software Maintenance Fee (Year 2) | 0 | \$41,375.00 | annual | \$0.00 |
| Backup Environment Professional Services Test & Backup Support | 0 | \$7,650.00 | annual | \$0.00 |
| Section Total: | | | | \$202,045.00 |
| Extended Warranties, Training, Management Fee | | | | |
| Annual Infrastructure Maintenance Agreement Year 2 | 3 | \$2,200.00 | per M400 | \$6,600.00 |
| RNI Core Education Training (Onsite) | 1 | \$4,400.00 | one time | \$4,400.00 |
| Project Management Fee | 1 | \$25,000.00 | one time | \$25,000.00 |
| Section Total: | | | | \$36,000.00 |
| FlexNet Smartpoint Installation Labor | | | | |
| Installation of Transmitter Only (outside) | 43120 | \$65.00 | ea | \$2,802,800.00 |
| Section Total: | | | | \$2,802,800.00 |
| | | | Total | \$7,096,220.00 |

NOTE:

- * Propagation study determined (3) Basestation required outside smartpoint installation.
- * Basestation Pricing includes installation and startup.
- * Basestation Pricing subject to change pending job site survey.
- * Pricing and installation does not include communication link between Basestation to (RNI).
- * Utility responsible to provide electric at Basestation.
- * RNI Licensing 1-Time Integration to Harris Meter Sense MDM
- * Utility responsible for ALL Hardware and ALL 3rd party Software/OS/DB Licensing.
- * Annual Hardware and Software Maintenance Fees subjected to 3% annual increases.
- * Labor Pricing includes utilizing existing wire outside smartpoint only installation..

*** Labor Pricing includes wire inside smartpoint only installation..**

Prices are good until **December 31, 2020**. Delivery can be made from stock to within twelve (12) weeks from receipt of your purchase order. Our terms of payment are net thirty (30) days.

Sincerely,

Jim Alworth
Territory Manager



220 S Westgate Carol Stream IL., 60188

Final Pricing

Date: July 14,2020
 City of: Naperville
 Attn: Darrell Blenniss

Subject: VPie Management Software

| Product | Qty. | UNIT PRICE | EXTENSION |
|---|------|----------------------|-------------------|
| Option 1 Cloud Based System | | | |
| VPie Cloud based version (10 Mobile and Cloud based users included) | 1 | \$995.00 Per Month | \$995.00 |
| Additional Users | 0 | \$125.00 Per Month | \$0.00 |
| Section Total: | | Per Month | \$995.00 |
| Option 2 Naperville Owned Software on Naperville Servers | | | |
| VPie Software (10 Mobile and Cloud based users included) | 1 | \$5,850.00 Per Month | \$5,850.00 |
| Additional Users | 0 | \$125.00 Per Month | \$0.00 |
| Section Total: | | Per Month | \$5,850.00 |

NOTE:
 *Pricing firm for 2 years after that Software fees are subject to 3% annual increases
 *Technical Support within 24 hours
 *Training 2 days included (Online)

Sincerely,
 Jim Alworth
 Territory Manager