

QUOTATION



Company: City of Cohoes
Sent To: Michael Duffey
Phone: 518- 237-4320
Fax: 518-237-0072
Email: wtp@ci.cohoes.ny.us

Date: May 16, 2014
Quote: 14Q111
From: Kirt Coonradt
Phone: 518-828-7646
Email: kcoonradt@smithcontrol.com

Re: City Water Plant SCADA System Repairs

We are pleased to offer our quotation for this project. This proposal is based on the May 12, 2014 meeting with Mark Rushia and the City's personnel regarding the current status of the system.

Our understanding is this system has gone through a series of support strategies which have resulted in the system being out of adjustment. As Smith Control Systems, Inc. was the original manufacturer and installer of the control system we are in a unique position to restore the system to its original operational potential in a timely and cost effective manner.

I. Scope of Work:

Control Panel

- Qty 3 Days of on-site labor to perform the following tasks
 - Correct issues with HMI graphics and data represented
 - Correct alarms and operation of Win-911 alarm dialer software
 - Review and correct issues with the SCADA PC to the extent that can be done without fully reloading the entire machine
 - Clean and correct SCADA database issues
 - Review and correct Microsoft Excel based reports originating from the SCADA system

II. Price:

Total Net Lot Price..... **\$ 3,314.00**

Valid for 30 days from Quotation Date

III. Not Included in Scope of Work:

- Physical Installation of Equipment, unless listed above
- Field Wiring of Components, unless listed above
- Any items, equipment or software not specified above
- Overtime or Premium Time
- Performance or Bid Bond
- NYS Sales or Use Taxes

IV. Warranty:

Parts: Manufactures' standard or 18 Months from shipment or 12 months from installation by Smith Controls; whichever occurs first. Labor is warranted for 12 months

V. Options:

While we do not require any long term or binding contract; please be aware that we do offer cost reduction plans which we would be happy to review with you for future work once you become comfortable and confident in our proficiency on this project.

Smith Controls

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Controlling the future....Today

VI. Delivery:

FOB: Hudson, NY
Delivery: 1-2 weeks, By Smith Control Systems

VII. Invoicing & Terms:

Net 30 Days

VIII. Alterations/Changes:

Any alteration or change from the specifications as detailed above involving extra costs will be effectual only upon written order and will be over and above the quoted price.

IX. Attachments:

- 2014 Field Rate Schedule
- Conditions of Sale

I would like to thank you for the opportunity to quote on this control system repair. After reviewing our proposal should you have any questions or require any changes, please contact me. Again, thank you.

Sincerely,

Kirt Coonradt

Kirt Coonradt
Vice President of Sales & Marketing

Smith Controls

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CC: File 14Q111 Water Plant SCADA System Repairs City of Cohoes.doc

Prevailing Rate Field Rate Schedule & Equipment Fees
January 1, 2014 – Dec 31, 2014



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Item	Activity	Definition	Technician	Engineer
A	Regular Time	Monday – Friday Up to 8 Hours between 7:00 AM and 6:00 PM	\$100.00 / Hour	\$130.00 / Hour
B	Travel Time	See Note 3	\$75.00 / Hour	\$100.00 / Hour
C	Overtime	Saturday and Extended Weekday hours prior to 7:00 AM and after 6:00 PM up to 16 hours per day	\$150.00 / Hour	\$195.00 / Hour
D	Double Time	Sunday, Holidays and All time in excess of 16 hours per day	\$200.00 / Hour	\$260.00 / Hour
E	Meals	Per Diem	\$60.00 / Day	\$60.00 / Day
F	Travel Mileage	Includes the use of Company and personal vehicles. See Note 3	\$.95 / Mile	\$.95 / Mile
G	Public Transportation	Airfare, Shuttles, Taxis, Buses, etc.	Cost + 10%	Cost + 10%
H	Accommodations	Overnight or long term	Cost + 10%	Cost + 10%
I	Expenses		Cost + 10%	Cost + 10%
Equipment Fees				
			Per Day	Per Week
J	Equipment 1 (EQ-1)	HART Device, Dri-Block Calibrator, Flow Calibrator	\$500.00	\$2,000.00
K	Equipment 2 (EQ-2)	Fluke Calibrators, Multi-meters, Clamp-On, Hi-Current Probes, etc.	\$100.00	\$400.00

NOTES:

1. Rates are calculated by work type and not personnel.
2. Technician rate encompasses electrician, wiremen, mechanics, calibrators, etc.
3. Travel Time and Travel Mileage is calculated portal to portal from Hudson, NY.
4. Minimum labor charge is 4 hours for any emergency, overtime, weekend, or holiday service.
5. All rates are net unless negotiated beforehand.
6. Parts and materials supplied in connection with field service work will be priced in accordance with Smith Control Systems published Condition of Sale and Pricing Policy.
7. Service Invoice Terms are Net 15 Days.
8. All Invoices to be paid in **US Dollars**.
9. Labor rates subject to updates in coordination with the NYS Prevailing Rate Schedule.
10. Equipment fees calculated per use, not hours, and applicable for devices with calibration traceability
11. Equipment 2 descriptions are examples and subject to additional devices.

Project Name _____

SC Job No. _____

Accepted By _____
 Print Name

 Signature

 Date

Smith Controls