



Quotation

Quote Number:
QT00004889

Date:
September 24, 2015

Bill To:
Rochelle Municipal Utilities
P.O. Box A
420 North 6th Street
Rochelle, IL 61068
USA

Ship To:
Rochelle Municipal Utilities
P.O. Box A
420 North 6th Street
Rochelle, IL, 61068
USA

Attn: Dan Westin

Attn: Dan Westin

Reference: RMU2015-Q03-Rev2

Terms: Net 30 Days

Contact: Nick Masters

Description	Qty	Unit Cost	Unit	Extended Cost
Hardware				
SCADA/HIS Server Dell PowerEdge R730 2.5" Chassis with up to 8 Drives (2) Intel Xeon 2.4GHz 6Core HT 32GB RDIMM RAM 600GB (4x300GB) RAID10 (4) Gigabit Ethernet Ports Redundant Power Supply Sliding Ready Rails with Cable Management Arm Front Bezel DVD-ROM, SATA, Internal Windows Server 2012 R2 Operating System 3Yr Basic Hardware, 5x10 NBD Warranty	2	5,580.00	EA	11,160.00
Workstation Dell Precision T5810 3.5GHz Intel Quad Core HT Xeon 500GB Hard Disk 8GB RAM DVD-RW Integrated and Additional GbE NIC AMD W5100 Graphics Card Integrated Sound Corded Keyboard and Scroll Mouse Assumes reuse of existing monitors Windows 8.1 Professional 64-Bit 3Yr Standard NBD Warranty MS Office 2013 OLP	4	2,400.00	EA	9,600.00
Hardware Subtotal:				20,760.00
Software				
monarch™ Software Upgrade Free-of-Charge with Gold Support	1	0.00	EA	Free of Charge
MySQL RDBMS Server License	2	1,800.00	EA	3,600.00
Symantec Endpoint Protection Antivirus License	6	36.00	EA	216.00
Software Subtotal:				3,816.00
Project Implementation				



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System Upgrade Implementation At OSI: <ul style="list-style-type: none"> - Project Management and Coordination - Project Engineering and Design - Software Patch Evaluation - Hardware Staging and Configuration - Software Installation and Configuration - Database and Display Conversion and Integration - Cyber Security Evaluation and Design - NERC CIP System Hardening - Factory Q/A Testing - Hardware Packing and Shipping - Post-Cutover Problem Resolution and Assistance - System Documentation Updates At RMU: <ul style="list-style-type: none"> - Hardware Staging and Wiring - Site Installation and Configuration - Networking Integration - Site Testing - Cutover Preparation - Operator Training - Cutover Assistance 	1	52,400.00	EA	52,400.00
Project Implementation Subtotal:				52,400.00
Total:				76,976.00



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<u>Option #1</u>				
Project Implementation Assistance Configuring SCADA and FEP for Breaker Control At OSI: <ul style="list-style-type: none"> - Project Management and Coordination - Project Engineering and Design - Remote Software Configuration - Post-Configuration Problem Resolution and Assistance - System Documentation Updates 	1	7,000.00	EA	7,000.00
Project Implementation Subtotal:				7,000.00
Option #1 Total:				7,000.00
<u>Other</u>				
Special Terms and Conditions 1) Quote assumes RMU will provide all third-party hardware, software (such as backup/archival software), licensing, and configuration not specifically mentioned in this quote. 2) Quote assumes RMU will have dedicated personnel assigned to assist in the installation and implementation effort. 3) Quote assumes RMU will provide all relevant system information required for the work, as needed (e.g. databases, displays, networking information, etc.). 4) If required, quote assumes RMU will handle any custom display and database work, and will test and verify all external links and interfaces. 5) Quote assumes RMU will provide high-speed remote access to server and console hardware, if needed (VPN, Remote Desktop Connection, etc.). Dial-up modem connections are insufficient. 6) All quoted hardware is provided with standard OEM warranties. 7) Quote assumes RMU will provide sufficient cabinet space for new hardware. If RMU isn't able to provide this, additional cabinets can be quoted separately. 8) Quote assumes that any hardware purchased by RMU is compliant with monarch.NET minimum requirements, which can be requested from OSI, if needed. 9) Project scope changes instigated by RMU (e.g. hardware quoted above being procured by RMU, etc.) may impact the project schedule. 10) Workstations are supplied with Microsoft Office Standard (OLP), which does not include Microsoft Access. If Access is required, please inform OSI and the quote can be updated accordingly. 11) Option 1 assumes all RTU configuration will be completed prior to the start of the OSI configuration. 12) Option 1 assumes that a spreadsheet with the information related to the				



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<p>control parameters (e.g. SCADA Key, Control Type, RTU, Point Address, Control Format, etc.) for each point will be provided by RMU at project kickoff. 13) Option 1 assumes that an RMU representative will be available to answer any questions related to the Telegyr RTUs. 14) Option 1 assumes OSI will configure up to 50 points for circuit breaker control through existing RTUs.</p>				
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Comments:
Payment Milestones: 50% Upon Quote Acceptance
50% Upon Project Completion

See Totals Above



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Terms and Conditions

1. This quotation is valid for 30 days, unless otherwise agreed.
2. Travel costs are not included in this quote. All travel and associated administrative costs will be billed as incurred.
3. All quoted prices are in US Dollars (\$), unless otherwise noted.
4. OSI will schedule all work upon receipt of the purchase order subject to OSI's resource availability.
5. Unless otherwise stated, Customer shall pay all applicable shipping.
6. Training, if applicable, will be provided at OSI's facility, unless otherwise agreed.
7. Quoted price does not include applicable taxes.
8. Customer shall provide all relevant system information required for the work as needed (i.e. databases, displays, reports, IP addresses, networking information, RTU channel information, etc.) and shall be responsible for all delays caused by Customer's failure to do so in a timely manner.
9. Unless otherwise stated, Customer will have dedicated personnel available to assist OSI in the work.
10. OSI does not guarantee that third-party goods will be available at time of quote acceptance. If third party goods are not available, upon Customer's authorization, OSI will provide suitable replacements and bill any resulting cost differences to the Customer. Failure to timely authorize replacements may result in delays and/or need to re-quote.
11. When applicable, Customers subscribing to Gold or above Support Plans may be entitled to new software version updates without charge. With the exception of Diamond Plan subscribers, the Customer will be responsible to pay for any engineering services required to implement the software upgrades.
12. Unless otherwise agreed and quoted, Customer is responsible for all preparations for OSI's installation of software, hardware or services and any post-installation compatibility testing and compliance issues.
13. Customer will provide adequate environmental and power conditions onsite, unless otherwise stated.
14. Cutover is defined as the quoted functionality being operational with no outstanding critical incidents.
15. Any Quote(s) for system upgrade services require(s) that at the time of actual implementation Customer has a valid premium monarch™ Support plan which includes software upgrade privileges and that the system size or scope does not change dramatically between the issuance of the quote and implementation of the service.
16. OSI is unable to guarantee the availability of various third party goods including software, hardware, etc. This quote is based upon the assumption that if third party goods are unavailable at the time of ordering, OSI and Customer will work together to reach a reasonable alternative, with the customer being liable for any significant price increase and OSI providing a credit for any price decreases.
17. Export Controls:
 - a. Customer represents: It is not a citizen, national, or resident of, and is not under control of, the government of Cuba, Iran, Sudan, Libya, North Korea, Syria, nor any country to which the United States has prohibited export and that it is not listed on the United States Department of Treasury lists of Specially Designated Nationals, Specially Designated Terrorists, and Specially Designated Narcotic Traffickers, nor are you listed on the United States Department of Commerce Table of Denial Orders.
 - b. Customer agrees that it will not export or re-export the Product(s), directly or indirectly, to the above mentioned countries nor to citizens, nationals or residents of those countries nor to any entity so listed on any of the above mentioned lists.
 - c. Customer agrees that it will not use the Product(s) for, and will not allow the Product(s) to be used for the development, design, manufacture or production of nuclear, chemical or biological weapons of mass destruction.
 - d. The requirements of (b) and (c) above apply to all Product(s) purchased or licensed to Customer from OSI whether included in this quote or purchased or licensed previously.

Notice: OSI's quote is based upon Customer's acceptance of all applicable Terms and Conditions. Requests for additions to, deletions of, or different Terms and Conditions, may require a revised quote and/or additional costs or schedule delays.