



SYMBIOSA

PROFESSIONAL UTILITY GIS MANAGEMENT

November 28th, 2022

Ambi Blyden
USVI WAPA

Dear Ambi:

This is a revised cover letter with pricing dated November 28th, 2022. Quantities reflect the quantities submitted for approval internally at VIWAPA and include a price mark up for tagging materials due to inflation.

The original costing was provided in December of 2021 and material costs have increased since that time. This has affected the cost of the pole tags necessary to complete the project. Attached are proposed changes to Section 5.2 of the original proposal. We would suggest replacing Section 5.2 of our original proposal with the revised Section 5.2 that is attached. The changes include adding item numbers to each line for easier accounting of project costs, an on-island vs off-island gross cost breakdown for each item to account properly for gross receipts taxes, and changes to the pole tagging prices that reflect inflationary increases in our cost for physical tags. The pricing changes for tagging are reflected in Line Items 2a, 2b, 2c, 2d, and 2e.

Please let us know what questions you have. These rates would replace the rates in the original proposal for the tagging options.

If you have any questions, I can be reached at (970)672-7795 or by email at awbelvan@symbiosa.com.

Thanks again and we look forward to seeing you soon.

Sincerely,
Symbiosa Inc.

Andrew W. Belvan
President

5.2 PROPOSAL BASE PRICE BREAKDOWN

The Offeror shall breakdown the base proposal indicated above according to the representation below.

Item Number	Electric Distribution Asset Payment Schedule:						
		Pricing					Notes
	Deliverable / Service	Quantity	On-Island Gross	Stateside Gross	Total Combined Cost	Project Total	
1A	Project Setup and Mobilization		\$25,000.00	\$175,000.00	\$200,000	\$200,000.00	Invoiced Upon Contract Execution.
1B	Pole, Meter and Underground Inventory	100,000	\$8.72	\$16.82	\$25.54	\$2,554,000.00	GPS pole, meter and underground location and collect requested attributes and phasing with connectivity modeling. Only meters that are readily accessible and not located behind locked doors or fences will be captured with GPS and meter information. Project completion in 12 months with no shut down after pilot.
1C	Streetlight Night Audit	16,646	\$7.46	\$1.12	\$8.58	\$142,822.68	Visit streetlight locations during nighttime hours to audit the status of the lights.
2	Tagging Options	Quantity	On-Island Gross	Stateside Gross	Total Combined Cost	Project Total	

2A	Pole Tagging (No Equipment)	41,450	\$2.71	\$0.41	\$3.12	\$129,324.00	Price per tag to apply a 1.5" circle 12mil one hole tag on the poles. Tags will be placed in random sequence at an approximately 6 foot high level. Materials to be provided by DRG. DRG is open to discuss optional tagging methods. Pricing includes shipping and handling.
2B	Pole Tagging (With Equipment)	550	\$20.30	\$3.05	\$23.35	\$12,842.50	Price per tag to construct a tag in the field in regards to equipment type and location of the pole. Cost consist of a plastic sleeve holding a maximum of 9, 1" plastic characters. If additional characters are required it will result in additional cost of materials and time to construct and apply. Tags to be applied at an approximate 6 foot high level. Materials to be provided by DRG. DRG is open to discuss optional tagging methods. Pricing includes shipping and handling.
2C	Tagging (Phasing)	809	\$10.86	\$1.63	\$12.49	\$10,104.41	Price per pole that a tag is applied to identify phasing. Tags will be constructed in the field based on phasing with 1' plastic characters in a plastic sleeve. Tags to be applied at an approximate 6 foot high level. Materials to be provided by DRG. DRG is open to discuss optional tagging methods. Pricing includes shipping and handling.

2D	Tagging (AMI Equipment)	583	\$19.57	\$2.94	\$22.51	\$13,123.33	Price per tag to construct a tag in the field in regards to equipment type and location of the pole. Cost consist of a plastic sleeve holding a maximum of 9, 1" plastic characters. If additional characters are required it will result in additional cost of materials and time to construct and apply. Tags to be applied at an approximate 6 foot high level. Materials to be provided by DRG. DRG is open to discuss optional tagging methods. Pricing includes shipping and handling.
2E	Tagging (Underground Equipment)	1,451	\$10.96	\$1.64	\$12.60	\$18,282.60	Price per underground device to apply up to 5, 1" adhesive characters to generate a device number. Naming convention can be discussed. Additional characters may result in additional cost for materials and time to apply. Materials to be provided by DRG. DRG is open to discuss optional tagging methods. Pricing includes shipping and handling.
3	Picture Options	Quantity	On-Island Gross	Stateside Gross	Total Combined Cost	Project Total	
3A	3a. Picture (Pole/Meter/Underground Device)	100,000	\$1.50	\$0.25	\$1.75	\$175,000.00	Price per picture for each light, meterbase and underground device. Any additional pictures required will result in addition charge at this rate.

3B	Transformer Picture and Transcribe	8,000	\$3.67	\$8.98	\$12.65	\$101,200.00	Price per picture for equipment nameplate and to transcribe information into data. Pictures to be taken at ground level with a high resolution anti-shake camera.
4	Underground Equipment and Manholes	Quantity	On-Island Gross	Stateside Gross	Total Combined Cost	Project Total	
4A	Open Underground Enclosures (Dead Front Only)	1,500	\$57.09	\$8.56	\$65.65	\$98,475.00	Price per device to open dead front underground equipment to verify assemblies, connectivity and phasing. DRG is not authorized to physically break the plane of the enclosure during the audit of the device. A non-contact phasing device will be used to very phasing.
4B	Manholes - Per 3 Hours	700	\$3,218.13	\$1,022.22	\$4,240.35	\$2,968,245.00	Price based on 3 hours per manhole for 700 manholes. This includes the cost of the manhole safety and entrance and traffic control. Price does not include permits or disposal of water pumped from the manhole. Time subject to fluctuate depending on transit between each manhole, setup of traffic control depending on volume and the amount of water each may need to be pumped. Price includes the collection of attributes within the manhole. water each may need to be pumped. Price includes the collection of attributes within the manhole.
5	Hourly Field Rate						

5A	Hourly Field Rate		\$120.00		\$120.00		Hourly field rate for any review and field collection needing to be captured after initial collection pass (job orders) and any field collection training that may be requested in reference to Addendum No. 3. The amount of job orders may impact the schedule and is requested that per 8 hours applied is assumed as 1 day not to be applied in the event of a penalty due to schedule constraints. Hourly rate also applies in the instance that personnel is asked to be on standby for issues found in the field such as safety hazards.
Item Number	Service	Pricing					Notes
Item Number	Symbiosa Services	Quantity	Stateside Gross	Estimated Quantity	On-Island Gross	Project Total	All Symbiosa Services are Stateside Island EXCEPT On-site Project Meetings
6A	Symbiosa Onsite Project Meetings	As needed/per Occurrence		Estimated at 2	\$10,000/Per, Plus Travel Costs	\$20,000.00	Symbiosa intends to provide remote meetings and training unless travel is absolutely necessary. Onsite meeting will be scheduled with travel on Monday and Friday.
6B	Symbiosa Project Management and GIS Deliverable Consulting	One Time Fixed Cost	\$60,000			\$60,000.00	Fixed cost to cover Project Management, Delivery Review and Data Loading.

6C	Partner Map Viewer and Staking Configuration.	One Time Fixed Cost	\$40,000			\$40,000.00	Symbiosa Configure new Partner Map Viewer and Staking to GIS interface to accommodate new WindMilMap GIS data structure provided by field inventory.
6D	Symbiosa Professional Services	Hourly	\$175/hr	Estimated 60 work days		\$84,000.00	Symbiosa Professional Services include but are not limited to the following RFP items: Section 4.7 subsections L, O, Q, R, S and T.
6E	6e. Symbiosa Work Order Posting Services	Hourly	\$125/hr	Estimated 60 work days		\$60,000.00	Symbiosa Work Order Processing and Posting to GIS. Any necessary collaboration with VI WAPA staff to process and complete any work order will be billed at normal Symbiosa Professional Services rate.
6F	Initial Consulting and scope determination of Section 4.7 Addendum 3, Subsection U parts (A and B).	Fixed Cost	\$10,000			\$10,000.00	This consult is solely to evaluate the viability of completing Section 4.7 subsection U parts (A and B) and scope of work to complete the item. It does not include any actual interface or configuration