



Quote#1502031-5

January 30, 2017

Mrs. Madeline Stevens Webster  
Virgin Islands Water & Power Authority  
9720 Estate Thomas  
PO Box 1450  
St. Thomas, Virgin Islands 00804

Dear Mrs. Webster,

Teledyne Monitor Labs is pleased to provide Quotation No. 1502031-5 for our RegPerfect DAS and Services. This proposal's competitive pricing is based on the entire package. TML has grouped various components in the item column below to simplify the proposal. The purchase or exclusion of individual items must be discussed with TML.

The price may be reduced if the previous RegPerfect server databases can be retrieved from the old Teledyne server hard drives and restored to the new server. Pricing also reflects quantity (2), one for St. Thomas and one for St. Croix; and a 5% Virgin Islands tax is included.

If you have any questions regarding this quotation, please contact Vice President of Sales, Rob Bott, at 303-792-4200.

Sincerely,

Jack O. Pearson  
Product Line Manager

35 Inverness Drive East  
 Englewood, Colorado, USA 80112-5189  
 +1-303-792-3300 Fax +1-303-799-1409  
 www.teledyne-ml.com

**REPRESENTATIVE**

Rob Bott  
 Teledyne Monitor Labs 35  
 Inverness Drive East  
 Englewood, CO 80112

CUSTOMER NAME & ADDRESS		QUOTE DATE	APPROXIMATE SHIP DATE		
Mrs. Madeline Stevens Webster Virgin Islands Water & Power Authority 9720 Estate Thomas PO Box 1450 St. Thomas, Virgin Islands 00804		1/17/17	Dependent on order acceptance		
		QUOTE NUMBER	F.O.B. POINT		
		1502031-5	FOB Origin, PP&A		
		QUOTE VALID FOR	TERMS OF PAYMENT		
		90 Days	30 Days		
ITEM	QTY	DESCRIPTION OF ARTICLES AND/OR SERVICES		UNIT PRICE	AMOUNT
A	2	RegPerfect® CEMS Compliance Data Acquisition and Handling System  Includes the following:  ➤ RAID-1 Hot-Plug Tower Server Hardware ➤ Intel® Xeon® Quad Core Processor, 2.4 GHz or better ➤ 300 GB 15K RPM SCSI hard drive (qty 4) ➤ 16 GB RAM ➤ CD/DVD-ROM ➤ 500 GB External Hard Drive Backup ➤ Network, video, and sound cards ➤ Tower Case with power supply ➤ Two (2) Year Extended On Site Hardware Warranty ➤ UPS PRO 420 Power Back Up ➤ Keyboard, mouse ➤ 24” LCD Monitor ➤ HP LaserJet 2 Pro ➤ Performance Bond Guaranteeing Project Completed on Time ➤ Standard Data Import from Competitor DAS		\$54,205	\$108,410  <b>CREDIT:</b> <b>(\$9,000)</b> RegPerfect databases from old servers will be restored onto new server  <b>TOTAL:</b> <b>99,410</b>

ITEM	QTY	DESCRIPTION OF ARTICLES AND/OR SERVICES	UNIT PRICE	AMOUNT
A-1	2	<b>Required 3<sup>rd</sup> Party Software for RegPerfect® Server</b> <ul style="list-style-type: none"> <li>• Microsoft Windows® Server 2012 R2 (CAL=5)</li> <li>• Microsoft SQL® 2012 (CAL=5)</li> <li>• Microsoft Office® Home and Business</li> </ul>	Included in item (A) above	
A-2	2	<b>TML RegPerfect® Proprietary Server Software License for Windows®</b> <ul style="list-style-type: none"> <li>• Spotlight Real-time Graphical Interface and Data Display</li> <li>• Alarm User Interface (Included in Spotlight)</li> <li>• Trending Interface (Included in Spotlight)</li> <li>• Browser Enabled Report Interface</li> <li>• Browser Enabled Dashboard</li> <li>• Data Base Editor</li> <li>• Windows® Integrated Security</li> <li>• RegPerfect® software and PLC configuration and testing</li> <li>• RegPerfect® software, configuration and testing for five (5) stacks at St. Thomas and six (6) stacks at St. Croix. Configuration will also include LPG and oil usage from customer provided signals.</li> </ul> <p><b>Regulatory Disclaimer:</b>            The proposal includes a RegPerfect® Client and/or Server license to meet the specific regulatory recordkeeping and reporting requirements identified in the bid specification. If a valid site-specific operating permit was not provided in the bid specification, TML reserves the right to review the permit, when provided, to determine if additional costs may be necessary to configure the RegPerfect® software to meet the applicable recordkeeping and reporting requirements. A purchase or contract change order may be required for the costs associated with any additional configuration work required to meet the applicable recordkeeping and reporting requirements not originally identified in the bid specification.</p>	Included in item (A) above	
A-3	11	<b>Teledyne Monitor Labs C3i/o® Controller for System Sequencing and Control</b> <ul style="list-style-type: none"> <li>➤ Data Buffering with RegPerfect®</li> <li>➤ Modbus Communications</li> <li>➤ CEMS Controller</li> <li>➤ 8 Digital Inputs</li> <li>➤ 8 Digital Outputs</li> <li>➤ 4 Analog Inputs (Qty. 2)</li> <li>➤ 2 Analog Outputs (Qty. 2)</li> <li>➤ 19" Rack Mount Control Panel</li> </ul> <p><b>Note: CEMS to DCS communication available via Modbus/TCP</b></p>	Included in item (A) above	

ITEM	QTY	DESCRIPTION OF ARTICLES AND/OR SERVICES	UNIT PRICE	AMOUNT
B	1	Miscellaneous hardware to be utilized as the plant deems as necessary.	\$88,000	\$88,000
C	5	<b>Client Workstation Tower Hardware</b>  Includes the following: <ul style="list-style-type: none"> <li>• Intel i5® Processor Mother Board</li> <li>• 250 GB hard drive</li> <li>• 4 GB RAM</li> <li>• DVD +/-RW, 8X</li> <li>• Network, video, and sound cards</li> <li>• Mid-Tower case</li> <li>• UPS 300 Power Back Up</li> <li>• Keyboard, mouse</li> <li>• 22" LCD monitor</li> </ul> <p><b>Please note:</b> Standard displays are configured for 1024 x 768 screen resolution. Higher resolution is not problematic but we need this information during initial configuration. If they are desired after initial configuration it would require special configuration and costs.</p>	\$3,885	\$19,425
C-1	5	<b>RegPerfect® Workstation 3<sup>rd</sup> Party Software</b> <ul style="list-style-type: none"> <li>• Windows® 10</li> <li>• Microsoft Office® Home and Business</li> </ul>	Included in item (C) above	
C-2	5	<b>TML RegPerfect® Proprietary WorkStation Software License for Windows® Proprietary Software</b> <ul style="list-style-type: none"> <li>• RegPerfect® software, configuration and test</li> </ul>	Included in item (C) above	

ITEM	QTY	DESCRIPTION OF ARTICLES AND/OR SERVICES	UNIT PRICE	AMOUNT																		
		<p>For Data Acquisition conversions, TML will import up to five (5) years of EDR data for all 40CFR75 monitoring sites. Clients must provide all previous, error-free EDRs including the partial quarter EDR during the quarter in which the DAS conversion takes place.</p> <p>TML will import non-EDR data only for the quarter during which the conversion occurs. Non-EDR data is defined as all 40CFR60 and process data including, but not limited to, CO, NH<sub>3</sub>, THC, Opacity, Start-up, Shutdown, etc. Unless pre-approved by TML, all non-EDR data should be provided as one (1) minute averages. Additional charges may apply if more non-EDR data is required to be imported.</p> <p>All data to be imported shall be provided to TML prior to or, at the latest, on the first day during the start-up of the new RegPerfect® Data Acquisition System. Non-EDR data shall be provided in the table format listed below.</p> <p>For non-EDR data, please complete columns 1, 2, 3 and 4 (for columns 5 &amp; 6 please copy the data already filled in for each row). Please supply your data in an Excel workbook where each Sheet contains one data type.</p> <p><b><u>Column definitions:</u></b></p> <ol style="list-style-type: none"><li>1. Provide the date/time stamp in format required</li><li>2. Provide a descriptive tag name for the data like "U1_CO_PPM"</li><li>3. Provide the value in the most precision available like "24.1"</li><li>4. Provide the data point status as 1 for "Invalid" or 0 for "valid" data</li><li>5. Place a 0 in each row for Column 5</li><li>6. Place a 1 in each row for Column 6</li></ol> <table><tr><td>1</td><td>2</td><td>3</td><td>4</td><td>5</td><td>6</td></tr><tr><td>Date/Time</td><td>Tag Name</td><td>Value</td><td>Data Invalid</td><td>TML Reserved</td><td>TML Reserved</td></tr><tr><td>mm/dd/yyyy hh:mm</td><td></td><td></td><td></td><td>0</td><td>1</td></tr></table>	1	2	3	4	5	6	Date/Time	Tag Name	Value	Data Invalid	TML Reserved	TML Reserved	mm/dd/yyyy hh:mm				0	1		
1	2	3	4	5	6																	
Date/Time	Tag Name	Value	Data Invalid	TML Reserved	TML Reserved																	
mm/dd/yyyy hh:mm				0	1																	

ITEM	QTY	DESCRIPTION OF ARTICLES AND/OR SERVICES	UNIT PRICE	AMOUNT
D	2	<p>System Startup of Items A - C during one (1) plant visit.</p> <p>Includes the following services:</p> <ol style="list-style-type: none"> <li>1. Installation Checkout: Inspect all aspects of the installation and note or direct correction of errors in installation.</li> <li>2. System Inspection: Examine the internal workings of the system to determine if damage occurred during shipment and installation.</li> <li>3. System Startup: Supervise the application of electrical power and other utilities. Test all system functions and observe on-line operation.</li> <li>4. During the startup period Teledyne Monitor Labs' field personnel will familiarize the purchaser's operating and maintenance personnel with the basics of proper operating and preventative maintenance procedures. This familiarization is <u>not a substitute</u> for formal classroom system training for either the hardware or software.</li> </ol> <p><b>NOTES:</b></p> <p><b>A)</b> Labor to correct customer installation errors shall be billed at actual time and materials at prevailing service rates when work is performed.</p> <p><b>B)</b> Fixed price is based upon one (1) trip with a site time of up to 40 hours (eight hours = one day) during normal business hours. Waiting time due to client delays shall be billed in addition to the fixed price at prevailing service rates. In addition, be aware that delays may result in the need for a return trip to the site. Expenses and Travel Time for a return trip will be charged to the customer and scheduling for such a trip will depend on Engineer availability. If this Service is not scheduled within six (6) months of System shipment, additional charges may apply.</p> <p><b>C)</b> Teledyne Monitor Labs requires a minimum of four (4) weeks notification prior to Start-up. Failure to provide proper written notification may result in additional charges.</p> <p><b>D)</b> If the customer requests a schedule change after a firm date for services has been set, there may be additional costs associated with changes in travel arrangements.</p>	\$13,886	\$27,772

ITEM	QTY	DESCRIPTION OF ARTICLES AND/OR SERVICES	UNIT PRICE	AMOUNT
E	4	<b><u>Emerald Level Software Maintenance Agreement</u></b> Emerald Level Support includes all the following services: Includes: <ul style="list-style-type: none"> <li>• Unlimited support any time, any day</li> <li>• No additional charge for after hours support</li> <li>• Four clock hour response time for emergencies</li> <li>• All RegPerfect software upgrades<sup>1</sup> (see Terms below)</li> <li>• Remote RegPerfect upgrade installations by TML</li> <li>• (4) Remote Checks</li> <li>• 15% discount on computer/PLC hardware upgrades, on-site service or training and DAHS configuration changes</li> <li>• Eligible for Server Loaner due to primary computer failure at 50% discount (normally \$200/day, shipping separate)</li> </ul> Two servers covered for two years. The first year is included in the warranty.	\$12,500 Per Year/Per Server	\$50,000  <b>Less 15% Discount</b>  <b>Total: \$42,500</b>
F	3	<b><u>Hardware or RegPerfect Onsite Training</u></b> Microsoft® Windows 2012 and 40CFR60 Two (2) <u>one and half day</u> training courses will be held at the Clients training facility location. The training area will be set-up by the client to be fully ready and functional when the Teledyne Monitor Labs Instructor arrives to give training. Course concepts will be provided upon request. Please note that tuition fees are fully refundable for any cancellation of registration received 30 days prior to prearranged class date; cancellation charges of 25% will be applied for cancellations less than 7 days of prearranged class date. **Arrangements for onsite training should be made at least 60 days in advance with Teledyne Monitor Labs, Inc.	\$10,650.00	\$31,950



ITEM	QTY	DESCRIPTION OF ARTICLES AND/OR SERVICES	UNIT PRICE	AMOUNT
G	1	<b><u>CEMS Onsite Technician (160 Hours)</u></b> <ul style="list-style-type: none"> <li>• Installation Supervision</li> <li>• Hardware Startup</li> <li>• Familiarization</li> <li>• General site assistance as needed.</li> </ul>	\$44,100  Both Sites	\$44,100
H	12	<b><u>Hardware Maintenance Support at St. Thomas and St. Croix</u></b>  Provide <b>quarterly maintenance</b> and servicing of all monitors including all spares during the first two weeks of the second month of each quarter and perform CGAs for all CEMS during three of those service visits the fourth quarterly visit will include RATA support but does not include the cost of the RATA test team (this can be quoted if needed). Flexibility scheduling that meets the needs of VIWAPA and Teledyne Monitor Labs.  Includes up to \$50,000.00 of Spare Parts. Additional Spare parts will receive a 15% discount.  Provide other optional maintenance and other services and support as needed on a time and expense basis. Such services may include special maintenance servicing (other than the quarterly service calls) and relocation of hardware.	\$31,240 Per Visit	\$124,960 Per Year  <b>Total for 3 yrs: \$374,880</b>
I	1	<b><u>Annual Telephone Hardware Support Only</u></b> Includes: <ul style="list-style-type: none"> <li>• Eight hours of support during normal business hours</li> <li>• 5% discount on after hours support</li> <li>• 5% discount on additional support hours over limit</li> </ul>	Included in Item I	
J	3	<b><u>Annual RATA Testing at St. Thomas and St. Croix</u></b> Includes: <ul style="list-style-type: none"> <li>• Stack Testing Team and Mobilization</li> <li>• RATA Report</li> <li>• Price valid through 20</li> </ul>	\$84,000 Per Year	\$252,000





ITEM	QTY	DESCRIPTION OF ARTICLES AND/OR SERVICES	UNIT PRICE	AMOUNT
K	1	TML Engineering to provide specialized expertise as required. May include on-site or off-site performance.	\$17,883	\$17,883
		<b><u>Quotation Grand Total</u></b>		<b><u>\$997,920.00</u></b>

**TELEDYNE MONITOR LABS' TERMS OF PAYMENT:**

- 25% of contract price (\$249,480) billed on final contract signature approvals.
- 25% of contract price (\$249,480) due by June 30<sup>th</sup>, 2017.
- 25% of contract price (\$249,480) billed on January 2, 2018.
- 25% of contract price (\$249,480) billed on January 2, 2019.

Payment terms for all invoices are NET 30 days from the date of the invoice. Unless otherwise agreed to in writing, payments for drawing submittals must be received by Teledyne Monitor Labs prior to shipment of equipment. Late payment will be considered a breach of contract and Teledyne reserves the right in such instances to cease activity until payment issues are resolved.

**PLEASE NOTE:** Spare parts ordered after delivery of the instrumentation quoted herein should be based on the final system design and spare parts lists provided with manuals and final drawings.

Item I – Hardware Maintenance Agreement includes up to \$50,000/year of the supply of spare or replacement parts. Additional spare or replacement parts will be billed separately to the holder of the maintenance agreement. For that reason it is recommended that maintenance agreements be purchased by the end user of the equipment rather than an intermediary such as a construction or engineering firm.

The system description and product brochures provided herein describe in detail the instruments/systems included in this proposal. The descriptions are accurate to the best of our knowledge as of the date of this proposal; however, as additional information is obtained, variations may be required to enhance system performance. Teledyne Monitor Labs reserves the right to make changes in the design and construction of any system as it deems appropriate to meet the performance requirements of the application, with proper notification given to customer. Any changes made by Teledyne Monitor Labs will conform to U.S. EPA reference or equivalency method designations where applicable.

Other terms and conditions of sale, including warranty terms, are included with this quotation and can be found at our web site: [www.teledyne-ml.com](http://www.teledyne-ml.com)

Successful start-up shall be the criteria of acceptance, with such start-up defined as calibration of each gas parameter with zero and span gas.