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6/10/2019

To: City of Manhattan Beach
Shawn Igoe
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Subject: Master Meter AMI System Promo & Standard Pricing Comparison

Quantity	Description	Part Number	Standard Pricing	Standard Extended	Beginning Order 10,000ea Enpoint Promotional Pricing	Promotional Extended
1. Allegro Infrastructure						
2	Allegro Base Station (Collector) - Range TBD - Uses Existing Infrastructure <i>*Utility to provide tower or other suitable infrastructure for base station and antenna installation. Power must be provided at base station location. Tower must be a minimum height of 70' with 360 degrees of unobstructed line of sight.</i>	199-916-XX	\$ 34,546.88	\$ 69,093.75	Included	\$ -
2	Installation of Tower Base Station and Antenna w/configuration	RHS-ALL-F-INB	\$ 16,406.25	\$ 32,812.50	Included	\$ -
2	FCC License Application Fee for Harmony Fixed	RSS-HAR-F-FCC-N	\$ 937.50	\$ 1,875.00	Included	\$ -
2	New Tower for Base Station - No existing infrastructure <i>*Price quoted is only budgetary. Final price based on height, location, and local requirements.</i>		\$ 106,250.00	Price on application	\$ 106,250.00	Price on application
			Subtotal	\$ 103,781.25	Subtotal	\$ -
6	Standard Repeaters <i>*Utility to provide suitable infrastructure for repeater installation (such as light or utility poles, traffic or streetlights or storm sirens.) Electricity must be provided to installation locations. **Number of repeaters needed could change once system is installed.</i>	199-260-04	\$ 2,031.25	\$ 12,187.50	Max 6ea Included	\$ -
6	External Antenna (Omni 450-470MHz 5dbi)	992-093-18	\$ 593.75	\$ 3,562.50	Included	\$ -
6	LMR400 Cable Assembly	994-043-72	\$ 62.50	\$ 375.00	Included	\$ -
1	Repeater Installation (standard repeater w/external antenna) <i>**Installation of first repeater. If all repeaters installed at once</i>	RHS-ALL-F-INR	\$ 3,125.00	\$ 3,125.00	Included	\$ -
5	Repeater Installation (standard repeater w/external antenna) <i>**Installation of additional repeaters. If all repeaters installed at once</i>	RHS-ALL-F-INR	\$ 625.00	\$ 3,125.00	Included	\$ -
			Subtotal	\$ 22,375.00	Subtotal	\$ -
1	Pre-Implementation Site Visit (includes travel costs)	RHS-ALL-F-SYS-PM1	\$ 4,375.00	\$ 4,375.00	Included	\$ -
			1. Subtotal	\$ 130,531.25	1. Subtotal	\$ -
2. Harmony AMI Software						
1	Harmony Enterprise Management Software (MDM)	RSS-HAR-A-MDM	\$ 12,343.75	\$ 12,343.75	Included	\$ -
1	Harmony Billing System Integration	RSS-HAR-A-BSI	\$ 6,500.00	\$ 6,500.00	Included	\$ -
1	Harmony Software System Training (Up to 3 Days)	RSS-HAR-A-TR3	\$ 6,750.00	\$ 6,750.00	\$ 3,500.00	\$ 3,500.00
1	Optional: Customer Engagement Bundle <i>Access to My Water Advisor Mobile App and MWA Online Customer Portal. Includes Training Price when purchased with Harmony MDM</i>	RSS-MWA-B	\$ 8,750.00	\$ 8,750.00	\$ 8,750.00	\$ 8,750.00
1	Backup Allegro Mobile Laptop System and Harmony Mobile Software	00-080-102-HMY	\$ 11,361.94	\$ 11,361.94	Included Included	\$ - \$ -
			2. Subtotal	\$ 34,343.75	2. Subtotal	\$ 12,250.00
3. Annual Maintenance (After First Year, To be billed direct by Master Meter)						
2	Base Station Annual Maintenance <i>(All Items to be billed directly from Master Meter Systems to Utility); **Covers one Base Station & up to three standard/solar Repeaters</i>	RHS-ALL-F-BS-SS	\$ 5,000.00	\$ 10,000.00	\$ 5,000.00	\$ 10,000.00
6	Annual Maintenance Repeater exceeding those covered with Annual Allegro	RHS-ALL-F-BS-ALCSS	\$ 350.00	\$ 2,100.00	\$ 350.00	\$ 2,100.00
16000	Harmony Fixed Base Annual Hosting/Support <i>Note: If the Allegro endpoints installed is under 10,000 with a minimum 2,500ea charge would be \$1.54 per endpoint Annually.</i>	RSS-HAR-F-110	\$ 1.23	\$ 19,600.00	\$ 1.23	\$ 19,600.00
			5. Subtotal	\$ 31,700.00	5. Subtotal	\$ 31,700.00

**SPECIAL INSTRUCTIONS: Quoted quantities per propagation study completed and approved by master Meter. Propagation study completed using information provided by Utility and/or Distributor and plotted by Master Meter. Utility to review and approve completed and approved Prop Study, as installation of AMI System will proceed according to data plotted. If any data is incorrect, Utility to provide Master Meter with edits needed. Repeater Installation (RHS-ALL-F-INR) price drop if more than one repeater installed without requiring additional rental of bucket truck or other equipment needed for installation. Customer Engagement Portal pricing applies when purchased with Harmony MDM. Price increases when purchased separately.*

Standard Total \$ 164,875.00	Promo Total \$ 12,250.00
New Tower for Base Station pricing subject to change.	New Tower for Base Station pricing subject to change.

Tax is Not included in this Quote
Quote expiration: 12/31/2019