



Customer: City of Margate, FL Cycle 1 and Commercial customers
 Billing Address:
 City/State/Zip:
 Ship to Address:
 City/State/Zip:
 Phone:
 Email:

Salesman: Dan Devane
 Attn: Reddy Chitepu
 Subject: MARGATE-DATAMATIC DRIVE-BY TO ZENNER AMI TRANSITION
 PO:
 Ship VIA:
 FFA: No

Sales Quote

Date: 22-Dec-15 Multiplier

Accept Partial Shipments: Yes

| Section | Meter Type | Meter Size | Register Units | Register Options | Qty | Unit Price | Extended Price | Annual Maintenance | List Price |
|---|--|-----------------|----------------|-------------------------|-------------|-------------|---------------------|--------------------|------------|
| Section | Register/ETR Options | Register Shroud | Register Lid | Bottom Type | Part Number | Notes | | Annual | |
| Section | Fire Hydrant Meter | Handle Options | Registration | Inlet Connection | Qty | Unit Price | Extended Price | Maintenance | List Price |
| Section | Outlet Connection | FHM Add-ons | | | | | | Annual | |
| Section | Description | | | | Qty | Unit Price | Extended Price | Maintenance | List Price |
| 2 | Flanges/Gaskets/Bolts/Kits | | | | | | \$0.00 | \$0.00 | |
| 3 | Radio Interface Units | | | | | | \$152,475.00 | \$0.00 | |
| 3.2 | Stealth MIU Repeater (MIUR) | | | | 30 | \$82.50 | \$2,475.00 | | |
| 3.3 | Stealth 2 w/ Bare Wire (ST2BW) for Margate Conversion Project - If required | | | Up to 4094 Total | | \$55.00 | \$0.00 | | |
| 3.4 | Stealth 2 w/ Bare Wire (ST2BW) for Margate Full Deployment (Ex-Datamatic Customers Only) | | | | 2,000 | \$75.00 | \$150,000.00 | | |
| 4 | System Interface Development | | | | | | \$0.00 | \$0.00 | |
| 5 | Handheld/Mobile/Probe | | | | | | \$0.00 | \$0.00 | |
| 6 | AMR Hardware | | | | | | \$15,264.00 | \$1,500.00 | |
| 6.1 | Stealth Collector - (SCG) | | | | 3 | \$3,100.00 | \$9,300.00 | \$900.00 | |
| 6.2 | Stealth Enhanced Repeater-A/C Powered (SERAC) | | | | 3 | \$950.00 | \$2,850.00 | \$300.00 | |
| 6.3 | Stealth Enhanced Repeater- Battery Powered (SERB) | | | | 4 | \$778.50 | \$3,114.00 | \$300.00 | |
| 7 | Software | | | | | | \$0.00 | \$6,318.96 | |
| 7.1 | Stealth Command Software Hosted by Zenner Base Fee | | | | 1 | | \$0.00 | \$1,200.00 | |
| 7.2 | Stealth Command Software Hosted per Meter | | | | 6,094 | | \$0.00 | \$5,118.96 | |
| 8 | Project Management Installation/Training | | | | | | \$132,964.00 | \$0.00 | |
| 8.1 | Project Management | | | Expenses Included | 1 | \$14,400.00 | \$14,400.00 | | |
| 8.2 | Stealth Radio Installation services - Pit application | | | | 2,000 | \$20.00 | \$40,000.00 | | |
| 8.3 | MIU Convert & Health Check - Datamatic MIU Convert to Stealth AMI . Replace failed MIUs | | | Expenses Included | 4,098 | \$18.00 | \$73,764.00 | | |
| 8.5 | Stealth Vision Software training (per day) | | | Post CompleteConversion | 3 | \$1,200.00 | \$3,600.00 | | |
| 8.6 | Stealth Installation Training (per day) | | | Post CompleteConversion | 1 | \$1,200.00 | \$1,200.00 | | |
| 9 | Accessories and other items | | | | | | \$13,060.00 | \$0.00 | |
| 9.1 | Stealth install kit | | | Where Required | 2,000 | \$2.03 | \$4,060.00 | | |
| 9.2 | Stealth Lid Lock with Extension | | | Where Required | 2,000 | \$4.50 | \$9,000.00 | | |
| 10 | Hydrant Meter Accessories | | | | | | \$0.00 | \$0.00 | |
| Total System Cost and Annual Maintenance | | | | | | | \$313,763.00 | \$7,818.96 | |

Note: This sales order/sales quote is subject to terms of the Zenner Performance Meters License and Maintenance Agreement. All prices are valid for ninety (90) days unless otherwise extended in writing.
Payment Terms are Net 30.
 ***** AT ZENNER'S DISCRETION, ALL WORK IS TO BE PERFORMED ON A CONSECUTIVE WORKDAY AND/OR WEEKEND FORMAT. ZENNER PERSONNEL WILL BE ALLOW TO PERFORM PROJECT FIELD WORK ON FRIDAYS AND OTHER NATIONAL, STATE & LOCAL HOLIDAYS. *****

Shipping: All shipping is FOB Zenner Performance Meter's office in Banning, California.

Sales Order/Sales Quote Accepted:

Authorized Signature: _____ Date: _____
 Signature

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