



Proposal

For Customer: City of Aurora, IL

Proposal Scope:

FlexNet Installation and Sensus Analytics Software as a Service Proposal

Introduction

After full consideration of all factors, Sensus provides the following proposal that we are confident will deliver the ability to analyze meter usage as needed and in the end, the City of Aurora will own and operate an advanced AMI system, *FlexNet™* that will broadly improve operational efficiencies today and into the future.

CITY OF AURORA Proposal Terms and Pricing

Year 1			
RNI set up fee	\$ 7200.00		
Sensus Analytics (SA) Essential Set up fee	\$ 6000.00		
Training	\$ 5400.00		
4(ea) Base stations (BST)	\$ 30,000.00/ea		
4(ea) BST Installation	\$ 7500.00/ea <i>Sensus covers costs up to \$7500/ea</i>		
Annual RNI SaaS Fee	\$ 16,720.00		
Annual SA Essential SaaS fee	\$ 11,780.00		
Year 1 Total Essential	\$ 197,100.00 < SENSUS WILL COVER YEAR 1 COSTS >		
Year 2			
Annual RNI SaaS Fee	\$ 17,221.60	Annual RNI SaaS Fee	\$ 17,221.60
Annual SA Essential SaaS fee	\$ 12,134.43	Annual SA Enhanced SaaS fee	\$ 20,450.10
Year 2 Total Essential	\$ 29,356.03	Year 2 Total Enhanced	\$ 37,671.70
Year 3			
Annual RNI SaaS Fee	\$ 17,738.25	Annual RNI SaaS Fee	\$ 17,738.25
Annual SA Essential SaaS fee	\$ 12,498.46	Annual SA Enhanced SaaS fee	\$ 21,063.60
Year 3 Total Essential	\$ 30,236.71	Year 3 Total Enhanced	\$ 38,801.85
Year 4			
Annual RNI SaaS Fee	\$ 18,270.40	Annual RNI SaaS Fee	\$ 18,270.40
Annual SA Essential SaaS fee	\$ 12,873.42	Annual SA Enhanced SaaS fee	\$ 21,695.51
Year 4 Total Essential	\$ 31,143.82	Year 4 Total Enhanced	\$ 39,965.90
Year 5			
Annual RNI SaaS Fee	\$ 18,818.50	Annual RNI SaaS Fee	\$ 18,818.50
Annual SA Essential SaaS fee	\$ 13,259.62	Annual SA Enhanced SaaS fee	\$ 22,346.37
Year 5 Total Essential	\$ 32,078.12	Year 5 Total Enhanced	\$ 41,164.87

The City of Aurora Proposal has the following terms:

- 1) *Second year Annual RNI SaaS and Sensus Analytics fees will be charged 12 months after the system is producing ANALYTICS REPORTS.*
- 2) *Proposal Includes up to 4 Base Stations dependent upon final propagation analysis. Coverage is based on Aurora FlexNet Propagation Analysis - Version 3, attached.*
- 3) *Base Station Installation Pricing to be determined after site evaluations. Sensus will cover the first \$7500 and will provide all contractor negotiations.*
- 4) *Sensus will provide Base Stations capable of handling up to 75,000 SmartPoints and 10,000 streetlights or provide hardware upgrades at a later date to satisfy lighting requirements.*
- 5) *Our partner HD Supply will remain engaged and continue to support the City of Aurora on behalf of Sensus.*

Sensus Analytics

A) Sensus Analytics (SA) Essential Solution

Billing Access – Management of the Billing File creation for each route enabling review and approval of the files before posting to CIS utilizing SaaS and Troy’s billing software

Billing Adapter – Customized formatting and creation of billing files for Troy’s CMI billing system

Device Access - Enable utility personnel such as a CSR to analyze a meters usage and event history. This provides detailed access to data when working with end customers to understand billing issues. Create alerts for the specific meter to be sent via SMS or email to system users in the event of meter or network events.

Meter Insight – Dashboard and Drill through identifying meters that are Active, Orphaned, Inactive, State, Almost Stale and No Read Available.

Report Access –Delivers a wide variety of reports based on readings, alarms and interval combined with data provided from the utility. Enables means of previewing billing issues to proactively engage and mitigate to reduce unbilled and improve billing efficiency.

B) Sensus Analytics (SA) Enhanced Water (future release)

Enhanced features various modules that allows for overall system views of meters reads and system health

Sensus Enhanced Water Analytics includes all Essential modules and the following modules:

Alarm console - Response tool that enables faster issue resolution through real time presentation of alarms and critical data

Alarm dashboard- Evaluation tool that presents a historical view of alarm data for review, causing analysis and response planning. View in one place system alerts from meters and network enabling trending and action.

Alert manager - Communication tool that issues priority messaging for critical issue responses. Configure Alerts to be sent to utility personnel or groups via SMS or email when events are reported by the meters and network. These may be broken pipe alarms, cut wire alarms, backflow alarms, and leak alarms for example

