



DROPCOUNTR, INC.
PLATFORM SERVICES AGREEMENT

Order Form

Utility: _____
Address: _____

Primary Contact: _____
Phone / Email: _____ / _____
Billing Contact: _____
Phone / Email: _____ / _____

Start Date: _____ Initial Subscription Term: 12 months

Platform Services Subscription Plan	Fee Per-Metered Connection	Metered Connections	Annual Fee
Platform Services as described in Exhibit A	\$1.50	11,310	\$16,965

Implementation Services	One-time Fee
Implementation Services as described in Exhibit D SOW (Phase 1). Single Sign On (SSO) integration with Xpress Bill Pay as described on page 2 of proposal dated 7/10/20.	\$10,000

\$26,965

Agreement

This Order Form, together with the attached Dropcountr, Inc. Terms of Service and other attachments listed below, form the Platform Services Agreement ("**Agreement**") between Dropcountr, Inc., with an address of 246 Rutherford Avenue, Redwood City, CA 94061 ("**Dropcountr**"), and the customer identified above ("**Utility**"). This Agreement contains, among other things, warranty disclaimers, liability limitations and use limitations. This Agreement is effective upon signature of the parties. Utility's subscription will begin on the start date indicated above or, if later, on the date of signature. Any conflicting or additional terms in any purchase order or similar form not expressly incorporated into this Agreement will be without effect.

Attachments Made Part of Agreement

- **Exhibit A:** Dropcountr, Inc. Terms of Service
- **Exhibit B:** Service Level Agreement
- **Exhibit C:** Support Terms
- **Exhibit D:** Statement of Work

Dropcountr

Utility

By: _____
Print Name: Robb Barnitt
Title: CEO
Date: _____

By: _____
Print Name: _____
Title: _____
Date: _____

Proposal

Mountain States Pipe and Supply Company

7765 Electronic Drive
Colorado Springs, Colorado 80922
1-800-777-7173
Paul Mobile Phone: 719.351.4120
Paul email: pcarroll@msps.com



Customer: Cason Chambers
Customer Service Division Manager
City of El Mirage 14406 N. Alto St. El Mirage, AZ 85335
P: 623-876-2967 | F: 623-876-4601 | E: cchambers@elmirageaz.gov

Date: Monday, June 8, 2020

Qty	Description	Cost Each	Extension
1	WaterSmart Platform Set Up Fee	\$7,500.00	\$7,500.00
11310	WaterSmart Platform	\$2.00	\$22,620.00
1	Single Sign On	\$5,000.00	\$5,000.00
1	Pring Leak Alerts (Bundle of 1500)	\$1,350.00	\$1,350.00
11310	WaterSmart Platform Renewal Year 2	\$2.06	\$23,298.60
1	Single Sign On Renewal Year 2	\$5,150.00	\$5,150.00
1	Print Leak Alerts (Bundle of 1500) Renewal Year 2	\$1,350.00	\$1,350.00
11310	WaterSmart Platform Renewal Year 3	\$2.12	\$23,977.20
1	Single Sign On Renewal Year 3	\$5,305.00	\$5,305.00
1	Print Leak Alerts (Bundle of 1500) Renewal Year 3	\$1,350.00	\$1,350.00
11310	WaterSmart Platform Renewal Year 4	\$2.19	\$24,768.90
1	Single Sign On Renewal Year 4	\$5,464.00	\$5,464.00
1	Print Leak Alerts (Bundle of 1500) Renewal Year 4	\$1,350.00	\$1,350.00

11310	WaterSmart Platform Renewal Year 5	\$2.25	\$25,447.50
1	Single Sign On Renewal Year 5	\$5,628.00	\$5,628.00
1	Print Leak Alerts (Bundle of 1500) Renewal Year 5	\$1,350.00	\$1,350.00

Totals

Software Recurring	\$22,620.00
Service Recurring	\$5,000.00
Services One Time Fee	\$8,850.00

Order Total

\$36,470.00

Renewals

Year 2 Renewal	\$29,798.60
Year 2 Renewal	\$30,632.20
Year 2 Renewal	\$31,582.90
Year 2 Renewal	\$32,425.50

Comments

This legally binding Order is Governed by the Agreement (attached hereto or dated 7/1/2020 made between WaterSmart Software, Inc. ("WaterSmart") and the City of El Mirage, AZ ("Utility") which are hereby incorporated into this Order Form by reference. A Utility signature below constitutes acceptance of the terms of that Agreement. In the event of a conflict between the Agreement and this Order Form, the Order Form shall control.

MEMORANDUM

TO: Valerie Ojeda, Purchasing Administrator

FROM: Cason Chambers, Operations Superintendent

SUBJECT: End-User Software Bids

DATE: August 25, 2020

The Public Works Department budgeted for the purchase of end-user software permitting residential and commercial water customers to view, and more effectively manage, their water use. In researching available options for this software, it was found that there are only two providers.

It is typically required that three separate bids be provided in this situation. Unfortunately, only two bids could be obtained after researching all feasible options.

Please see the attached PO request containing the bids from WaterSmart and Dropcountr, with Dropcountr being the selected bid.