



191 University Blvd. Unit #467  
Denver, Colorado  
80206-4613

June 10, 2021

City of Flagstaff  
211 W. Aspen Avenue  
Flagstaff, AZ 86001

ATTN: Liane Garcia, Buyer

RE: Final Scope of Work – Requests For Proposals (RFP) 2021-32

As per our proposal dated January 28, 2021, Flowpoint Environmental Systems Inc., we are pleased to offer the City of Flagstaff the following Scope of Work:

- Supply and Install Upgraded PLC / HMI at the following 7 bulk water dispensing stations located in Flagstaff, AZ: Commercial (2), Wildcat, Bonito, Mary Lake, Rio de Flag (2) on a mutually agreed upon schedule and order.
- 1 spare programmed PLC and 3 spare programmed keypads
- Three years Flowpoint Manufacturer's Parts Warranty (as detailed in Proposal)
- Database conversion from SQL database housed on Flagstaff Servers to Cloud Based Microsoft Azure database
- One day on site for software training (coordinated with installation date)
- One-year prepaid cloud service subscription (starts after all the stations are up and running)
- Subscription costs after the first year are \$500/month invoiced monthly or \$5,400/year if prepaid annually (10% discount).

***The price for the above scope of supply, as per our proposal is \$73,528.97. Each station will need to be equipped with Internet or a cellular device configured with a public / static IP address PRIOR to the mutually agreed upon installation date. We will also need to have a Point and Pay contact that we can work with to coordinate integration as soon as possible. Flowpoint requires *at least 3 weeks' notice* from signed contract or issuance of Purchase Order to book installation and to coordinate parts, programming, and database conversion.***

Please feel free to contact me at your convenience if you require any clarification. We are excited to continue to work with the City of Flagstaff supporting their bulk water dispensing program.

Respectfully,

A handwritten signature in black ink, appearing to read "Jay Morrison", written in a cursive style.

Jay Morrison, Vice President