



Don Landin . &lt;dlandin@gmail.com&gt;

---

## Signed FPUAnet Consulting Proposal

1 message

---

**Don Landin .** <dlandin@gmail.com>  
Reply-To: dlandin@sc321.com  
To: Javy Cisneros <jcisneros@fpua.com>

Wed, Sep 11, 2019 at 6:49 AM

Hi Javy,

Attached is the signed proposal you requested, along with information about my company that you may wish to attach to your PO.

The proposal is structured for the initial meeting that we discussed, as can also be used for any additional consulting if needed.

The hourly rate is \$149, which is a little higher than the \$130 quoted in 2017. At the new rate, the initial four-hour event (2 hours travel and 2 hours at FPUA) is estimated to be  $4 \times \$149 = \$596$ .

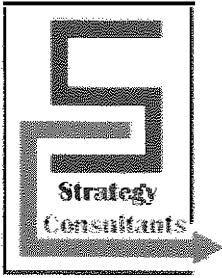
If you wish to move forward, just create a PO referencing the Proposal, and email me the PO with a Task Request as described in Proposal paragraph 1.

Thanks,  
Don Landin

---

### 4 attachments

-  **Strategy to FPUAnet Proposal, signed 19-09-10.pdf**  
1101K
-  **Strategy Consultants Name Registration, FL 2015-2020.pdf**  
16K
-  **sc321 Annual Report 2019.pdf**  
4K
-  **2013-19 Strategy Business Licenses.pdf**



**Space Coast 3-2-1, LLC**  
**dba Strategy Consultants**  
**PO Box 33222, Indialantic, FL 32903**  
**Phone & Text 321-423-4220 – Fax 321-952-6865**  
[www.sc22.com](http://www.sc22.com)

## Consulting Proposal

September 10, 2019

Fort Pierce Utilities Authority (FPUA) dba FPUAnet Communications  
206 S. 6<sup>th</sup> Street  
Fort Pierce, FL 34950

ATT: Javier Cisneros, PE, FPUA Director of Utility Support Services

Dear Mr. Cisneros:

Strategy Consultants (“Strategy”) proposes to provide Onsite and Remote Consulting Services (normally by me personally) to FPUAnet Communications (“FPUAnet”), primarily as described on the [www.sc22.com](http://www.sc22.com) website and as follows:

1. Each use of Consulting Services will be the result of a Task Request from an authorized FPUA staff member, which will typically be emailed.
2. Except in emergencies, each FPUA Task Request will be confirmed by email and include a description of the requested Task, including proposed location.
3. Strategy will respond with availability and an estimated number of hours required to complete the requested Task.
4. Consulting Services will be provided on a “best effort” basis, with no implied liability, insurance, or guarantee from Strategy.
5. Strategy will bill FPUA for Consulting Services at the rate of \$149 per hour, payable per Task or partial Task, and in accordance with the Florida Prompt Payment Act, Florida Statutes 218.70-79. The calculations shall begin using the date the invoice was received by FPUA. Onsite Consulting will have a four-hour minimum including Consultant travel time. Phone, email and other Remote Consulting will have a 30-minute minimum per instance.
6. Term of the Proposal acceptance will be 12 months from PO date, with unlimited automatic renewals and a 5% rate increase at each renewal, and may be terminated by either party with a 60-day notice to the other party.
7. FPUA may accept this Proposal by simply issuing a Purchase Order (“PO”) to Strategy, which references the Proposal.

Donald Landin, CEO and Business Consulting Manager of Strategy Consultants  
[dlandin@sc321.com](mailto:dlandin@sc321.com)