



Total Control Systems, Inc.
38841 Nyman Drive NE
PO Box 40
Stanchfield, MN 55080-0040
Phone 320-396-4442 / Fax 320-396-4443

April 6th, 2017

To: John Nelson Re: Ramsey, MN – Scada Improvements Quote.

Total Control Systems, Inc. (TCS) proposes the following equipment and services.

Item #1 – Spare Master Equipment (PLC, Radio, Power Supplies, Relays, Surge Arrestors & UPS)
Item #1 Equipment & Labor Cost - **\$3,274.33 (No Tax Included)**

Item #2 – Scada HMI Update & Software Dialer Update (Conversion of existing HMI to Rockwell Software FTView & Win911 Software Update to current version. Uses existing Scada computer)
Item #2 Equipment & Labor Cost - **\$11,998.33 (No Tax Included)**

Item #3 – Scada Computer, Scada HMI Update & Software Dialer Update (New Scada Computer, Conversion of existing HMI to Rockwell Software FTView & Win911 Software Update to current version. Uses existing Scada computer)
Item #3 Equipment & Labor Cost - **\$15,085.81 (No Tax Included)**

Item #4 – Redundant Scada Computer, Scada HMI Software (New Redundant Scada Computer, Rockwell Software FTView, Sonicwall Firewalls to connect Redundant computer into remote SCADA PLC)
Item #4 Equipment & Labor Cost - **\$13,077.60 (No Tax Included)**
NOTE: ITEM #4 PRICING VALID IF ITEM #3 SELECTED AS WELL.

Item #5 – Verizon Wireless Broadband Connection utilizing Cradlepoint device.
Item #5 Equipment & Labor Cost - **\$2,127.67 Per Site (No Tax Included)**
NOTE: ITEM #5 VALID FOR SITES WITH NETWORK BASED PLC CONTROLLERS.
****: Monthly Verizon service NOT included, this is a customer responsibility.**
TCS advises Verizon 1 GB/Month plans for EACH site at \$25/month per site.

- We acknowledge receipt of Addendum No.
- Terms are Net 30 days from invoice date. No retainage allowed. A 1.5% charge per month added to any past due balance. Price may be dependent on past credit history.
- This quote/proposal valid for 60 days.
- Work to commence after receipt of an acceptable written purchase order acknowledging acceptance of our terms.
- F.O.B. job-site. Freight allowed
- Start-up service/training, documentation and equipment adjustment is included as specified.
- TCSI does not accept any liquidated damages.

- ALL PANELS FURNISHED BY TCS WILL HAVE A UL 508 SERIALIZED OR UL698A ENCLOSED INDUSTRIAL CONTROL PANEL RELATING TO HAZARDOUS LOCATIONS WITH INTRINSICALLY SAFE CIRCUIT EXTENSIONS LABEL, AS REQUIRED.

If you have any questions regarding our proposal, please contact our office. We look forward to working with you on this project.

Sincerely,
TOTAL CONTROL SYSTEMS, INC.

Kraig LaFreniere
KL/lb