



August 28, 2009

ESC-11517

Mr. Gary Hickman  
City of Columbus  
6977 South High Street  
Lockbourne, OH 43137

Email: glhickman@columbus.gov  
Phone: 614-645-3138

**RE: Renewal of 2010 ESC|DASProtectSentry Software Support Agreement, Remote StackVision Conversion, and Upgrade for Two (2) Data Controllers for Jackson Pike WWTP**

Dear Gary:

ESC is pleased to provide this proposal for renewal of the DAS maintenance agreement, converting to ESC|StackVision Software, and an upgrade of two Data Controllers at Jackson Pike.

Although your existing maintenance agreement does not expire until 11/30/09, as previously discussed, ESC is changing your renewal term going forward to now begin on October 1<sup>st</sup> each year. This change is being made because The City of Columbus closes their books annually beginning mid-November. This will allow you to keep the Jackson Pike WWTP software agreement current. Please note that ESC|DASProtect is the name of the DAS maintenance plan covering our StackVision Software. The proposed DASProtect Sentry assumes you will be converting to StackVision before the end of 2009.

Please note that ESC ceased production and sales of the Model 8816 Data Controller (logger) in early 2005. In subsequent years, we have continued to provide hardware maintenance for this product. However, ESC will be ending all support services, repair services and spare parts sales for the Model 8816 beginning April 1, 2010. Please note that ESC has also announced that ESC|StackVision versions released after April 1, 2010 will not support communication with ESC 8816 Data Controllers.

ESC offers a complimentary license of StackVision per your existing DAS Assurance Agreement as long as you have maintained continuous coverage. After we complete the conversion, you will find that the new system fits seamlessly into your existing business processes. Our standard training method is our new web-based system called ESC|eKnow. A 90-day subscription is included to aid you in learning the new software.

To assist with the processing of your order, please reference this quotation number in your purchase order and submit the signed ESC | StackVision License Agreement. Also, please ship your ESC | StackVision Server to ESC the same time you submit your purchase order, if possible. ESC's Terms and Conditions shall apply to this proposal. If you have any questions, please do not hesitate to contact your Senior Account Executive, Marnie L. Bailey at (865) 688-7900, ext. 1414.

Sincerely,

Rebecca G. Cate  
Inside Sales Specialist

Sincerely,

Marnie L. Bailey  
Sr. Account Executive

- Enclosures:
- ESC|DASProtect Maintenance Scope of Work
  - Minimum Hardware Requirements for Stack Vision
  - ESC | StackVision Conversion Scope of Work
  - ESC | StackVision License Agreement
  - ESC's Amended Terms and Conditions



**1.0 Introduction**

ESC proposes to provide products and services to assist the customer in their efforts to convert the existing E-DAS platform at Jackson Pike to ESC|StackVision. The DAS system will be licensed for the specific reporting units and for the specific purposes noted below.

Jackson Pike WWTP			
Facility	Plant Information		
	# of existing polling computers	# of P75 CEMS	# of Reporting units (under P75, P60, or permit requirements)
Jackson Pike WWTP	One (1)	None	Two (2) P60 Units

**2.0 Products**

**2.1 ESC|StackVision Professional Edition License with Unlimited Client Licenses.....No Charge**  
 DAS Server and unlimited Client Licenses provided to customers maintaining continuous coverage under a current ESC DAS maintenance plan at no additional charge.

**2.2 Model 8816 to Model 8832 Data Controller Upgrade.....\$25,800.00**  
 ▪ Assumes two (2) units at \$12,900 each.  
 ▪ Assumes Model 8832 would have same I/O cards and configuration as existing Model 8816.

**3.0 Services**

**3.1 Remote Conversion to ESC|StackVision.....\$12,500.00**  
 ESC developed StackVision as an entirely new product, one that would improve our customers' efficiency and productivity by designing its workflow to mimic our customers' work processes while using the core compliance logic of our existing E-DAS code to ensure its accuracy and reliability. StackVision does not work in the same manner as our E-DAS products. Therefore engineering services are required to convert existing E-DAS systems to StackVision. ESC's standard offering is to provide remote conversion services as outlined in the attached scope of work document.

**3.2 Renewal of DAS Maintenance.....\$11,480.83**  
 ESC|DASProtect Sentry for 10/1/09 – 9/30/09. Covers ESC|StackVision Software. \*Term going forward has been changed from Dec. 1<sup>st</sup> – Nov 30<sup>th</sup> to Oct. 1<sup>st</sup> – Sept. 30<sup>th</sup>. Renewal total of \$11,480.83 includes credit for two month overlap due to change in annual term. See table below.

TERM OF AGREEMENT: October 1, 2009 – September 30, 2010*			
Facility	Annual Cost for DASProtect Sentry	Credit for 2-Month Overlap due to Change in Annual Term Dates*	Pricing (includes credit) for Renewal for Term 10/1/09 – 9/30/09*
Jackson Pike WWTP	\$13,777.00	-\$2,296.17*	\$11,480.83*

**TOTAL: \$49,780.83**





August 28, 2009

ESC-11518

Mr. Dean Posekany  
City of Columbus  
6977 South High Street  
Lockbourne, OH 43137

Email: [daposekany@columbus.gov](mailto:daposekany@columbus.gov)  
Phone: 614-645-3248 x 2211

**RE: Renewal of 2010 ESC|DASProtectSentry Software Support Agreement, Remote Stackvision Conversion, and Upgrade for Two (2) Data Controllers for Southerly WWTP**

Dear Dean:

ESC is pleased to provide this proposal for renewal of the DAS maintenance agreement, converting to ESC|StackVision Software, and an upgrade of two Data Controllers.

Although your existing maintenance agreement does not expire until 11/30/09, as previously discussed, ESC is changing your renewal term going forward to now begin on October 1<sup>st</sup> each year. This change is being made because The City of Columbus closes their books annually beginning mid-November. This will allow you to keep the Southerly WWTP software agreement current. Please note that ESC|DASProtect is the name of the DAS maintenance plan covering our StackVision Software. The proposed DASProtect Sentry assumes you will be converting to StackVision before the end of 2009.

Please note that ESC ceased production and sales of the Model 8816 Data Controller (logger) in early 2005. In subsequent years, we have continued to provide hardware maintenance for this product. However, ESC will be ending all support services, repair services and spare parts sales for the Model 8816 beginning April 1, 2010. Please note that ESC has also announced that ESC|StackVision versions released after April 1, 2010 will not support communication with ESC 8816 Data Controllers.

ESC offers a complimentary license of StackVision per your existing DAS Assurance Agreement as long as you have maintained continuous coverage. After we complete the conversion, you will find that the new system fits seamlessly into your existing business processes. Our standard training method is our new web-based system called ESC|eKnow. A 90-day subscription is included to aid you in learning the new software.

To assist with the processing of your order, please reference this quotation number in your purchase order and submit the signed ESC | StackVision License Agreement. Also, please ship your ESC | StackVision Server to ESC the same time you submit your purchase order, if possible. ESC's Terms and Conditions shall apply to this proposal. If you have any questions, please do not hesitate to contact your Senior Account Executive, Marnie L. Bailey at (865) 688-7900, ext. 1414.

Sincerely,

Rebecca G. Cate  
Inside Sales Specialist

Sincerely,

Marnie L. Bailey  
Sr. Account Executive

Enclosures: ESC|DASProtect Maintenance Scope of Work

Minimum Hardware Requirements for Stack Vision  
ESC | StackVision Conversion Scope of Work  
ESC | StackVision License Agreement  
ESC's Amended Terms and Conditions



**1.0 Introduction**

ESC proposes to provide products and services to assist the customer in their efforts to convert the existing E-DAS platform at Southerly to ESC|StackVision. The DAS system will be licensed for the specific reporting units and for the specific purposes noted below.

Southerly WWTP			
Facility	Plant Information		
	# of existing polling computers	# of P75 CEMS	# of Reporting units (under P75, P60, or permit requirements)
Southerly WWTP	One (1)	None	Two (2) P60 Units

**2.0 Products**

**2.1 ESC|StackVision Professional Edition License with Unlimited Client Licenses.....No Charge**  
 DAS Server and unlimited Client Licenses provided to customers maintaining continuous coverage under a current ESC DAS maintenance plan at no additional charge.

**2.2 Model 8816 to Model 8832 Data Controller Upgrade.....\$25,800.00**  
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**3.2 Renewal of DAS Maintenance.....\$11,480.83**  
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Southerly WWTP	\$13,777.00	-\$2,296.17*	\$11,480.83*

**TOTAL: \$49,780.83**

