

To: Columbus Division of Electricity
Attn: John Satala, Operations Engineer
Email: jsatala@columbus.gov

Date: June 30, 2008		ACS Quote No.: EC08Q-7734-R2		
F.O.B. (X) Norcross		Terms: As Stated Below		Ship Via: Best Way
Customer Requested Shipping Date: _____			Invoice Sales Tax % <u>No</u>	
ACS Estimated Shipping Date <u>4 months ARO</u>			Invoice Shipping Charges: <u>Yes, at Cost</u>	
Item	Qty	Description	Unit Price	Total
Columbus Division of Electricity's SCADA Master System Upgrade to Linux Columbus' existing UNIX system will be upgraded to a Linux system. The network hubs and Digi port servers will be removed and replaced with network switches and Equinox serial port servers. The existing FEPs will be connected to the Equinox units. Columbus prefers to use a diagnostic modem to the VPN diagnostic router.				
1	2	Replace existing B2600 Workstations with: HP xw4600 PC workstations configured as follows: <ul style="list-style-type: none"> Intel Core 2 Duo E6850 3.0GHz, 4MB processor/1333 MHz FSB 2GB (1x2GB) of DDR2-800 ECC RAM Two (2) 73GB 15k SAS disk drives LSI 3041E 4-port SAS/SATA RAID card 16x DVD+/-RW DL LightScribe drive Two (2) 10/100/1000 Network cards One (1) NVIDIA Quadro NVS 295 graphics card HP LP2065 20" LCD monitor USB keyboard and scroll mouse Red Hat Linux WS4 		
2	Lot	ACS PRISM Software As a current Full Subscription Support Customer, Columbus Division of Electricity will receive an upgrade to the latest revision of ACS software (revision 9 for Linux) at no charge. The following software applications are covered in the Full Subscription Support Agreement: <ul style="list-style-type: none"> Redundant PRISM, Command Interpreter, Historical Data Analysis, SOE, Advanced Report Writer, Operator Scratch Pad, Area Dispatch, System Vector Graphics, Applix, , and Data Trending Additional System Vector Graphics, and PRISM Playback The List Price for the PRISM Software on the Columbus SCADA system if purchased new: \$35,000.	No Charge for Full Subscription Support Customers	

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Item	Qty	Description	Unit Price	Total
3		Miscellaneous System Equipment		
	1	External USB 72GB DAT tape drive		
	2	HP ProCurve 1800-8G network switch		
	2	Equinox serial terminal servers		
	1 Lot	PRISM Linux Backup/Restore bundle, including: <ul style="list-style-type: none"> Two (2) 500GB EIDE ATA hard drives Acronis Image Corporate Software, single CPU license 		
4		PRISM Master Database and Display Services		
	Lot	ACS will convert the existing system PRISM database in the B2600 Masters to PRISM v.9 for Linux, and install/test on the system prior to delivery. ACS will also convert one (1) years' worth of historical data files.		
	Lot	All existing vector-based displays will be transferred to the Linux system. Any character-based graphic displays must be re-drawn and this service is not included in the quotation price.		
5		Based on ACS drawing DA330584, DA331199 and DB104742, Columbus has two (2) Front End Processors communicating ACS3000 protocol.		
		Existing Front End Processors	Supplied by Columbus	
	0	Front End Processor (FEP) equipped with: <ul style="list-style-type: none"> DA500084 Power Supply 070181 Microprocessor Module (MPM) Two (2) 070168 Programmable Serial Interface (PSI) Modules, configured for ACS3000 protocol One (1) 070183 Analog Output card Two (2) 480040-1 Communication Multiplexer cards 		
	0	Front End Processor (FEP) equipped with: <ul style="list-style-type: none"> DA500098 Power Supply 070181 Microprocessor Module (MPM) One (1) 070193 Programmable Serial Interface (PSI) Module, configured for ACS3000 protocol 		
		Failover Equipment		
	0	Peripheral Switch to switch serial devices and FEPs: <ul style="list-style-type: none"> DA500085 Power Supply 070101 Switch Controller Two (2) 070100 I/O Switch Modules 		

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6		ACS Project Services		
	Lot	Design & Consultation: Review existing drawings and update as necessary to make certain that they accurately depict the current system, ensuring that ACS is aware of any prior configuration changes and existing interfaces that could impact system design. Review any outstanding issues and special customer requirements, identifying the appropriate solutions.		
	Lot	Engineering and Documentation: Equipment procurement & testing, system engineering and integration testing of the staged equipment at ACS' facilities. ACS will provide a new system-drawing package and a detailed trip report upon completion of the project.		
	Lot	Post Installation, Testing and Certification: After installation and start-up services, the Customer Engineer will test the re-configured system and make adjustments as needed in order to ensure that the system is performing as expected. The Engineer will make backup tapes for the customer and for ACS. A closeout meeting will be held prior to departure of the Customer Engineer.		
	Lot	Additional Services: Customer will receive 24x7 HelpDesk Phone support for seven (7) consecutive days upon completion of installation. Customer will receive follow-up from ACS Quality Assurance and Customer Service to verify that the upgraded system continues to function properly.		
7	Lot	Warranty The ACS twelve (12) months warranty provides next-day on-site maintenance by HP for hardware problems, repair of ACS equipment at the factory, and covers all software against defects.		
Sub-Total Price for System Upgrade to Linux				\$32,500
8		Contingency for additional services, if needed.		\$5,000
9		Shipping Costs		
	Lot	Shipping cost for delivery from Norcross, GA to Columbus, OH		\$1,000

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10	3 Days	On-Site System Start-Up ACS will perform Start-Up of the system as follows: <ul style="list-style-type: none"> Initial power-up and system diagnostics Activate and check sample of communication channels Start-up system software ACS estimates that one (1) day will be required for the installation and setup of the PRISM System equipment. ACS estimates that an additional two (2) days will be required for the SCADA system start-up. However, the customer will be billed for actual time spent on-site for system start-up, including travel time, plus all travel and living expenses at cost.	\$195 Per Hour Plus Expenses	\$4,680 + \$2,320 for estimated expenses
Quote for SCADA Master System Upgrade to Linux				\$45,500

ACS Standard Payment Terms

20% At Receipt of Contract
 70% At Shipment of Equipment to customer site
 10% Upon Final Acceptance by customer, or within 90 days of delivery if delay is through no fault of ACS.

Warranty

ACS warrants its produced products and services to be free from defects in materials and workmanship for a period of 12 months from the date of shipment. Third party warranties are passed directly to the customer without modifications. ACS' warranty is in lieu of all other warranties expressed or implied, including but not limited to any implied warranty of merchantability or fitness for a particular purpose. This warranty is based on ACS relying on the accuracy of the information and documentation, provided by the Purchaser, required for the selection of equipment suitable to meet the requirements specified. The liability of ACS arising from the supply or use of the equipment, whether it arises under warranty or otherwise, shall be limited solely to correcting the defects or providing replacement parts to the Purchaser for the period of the warranty. In no event shall ACS be liable for special, incidental, consequential or like damages, such as, but not limited to, damage to or loss of other property or equipment, loss of profits or revenue, or claims of customers of Purchaser for service interruptions.

The above quotation is valid for ninety (90) days. All purchase orders resulting from this quotation should be mailed to the attention of Contract Administrator at the above address. Please include the Billing and Shipping information with the purchase order. This quotation contains proprietary information.

By: David Estock **Title:** Core Business Products Manager