



City of Columbus, OH - hydrant.AI Deployment

City of Columbus, OH

90 West Broad Street
Columbus, OH 43215
United States

Joe Clouse

mjclouse@columbus.gov
614.645.3725

Connor M. Barrett

cmbarrett@columbus.gov
614.645.6065

Reference: 20241002-143714064

Quote created: October 2, 2024

Quote expires: December 31, 2024

Quote created by: Barclay Whittaker

Director of Sales
barclay.whittaker@digitalwater.solutions
+15195025455

Comments from Barclay Whittaker

All hydrants into which the units are to be installed are to have been serviced in the last 4-6 weeks and be able to have the lower valve assembly removed and replaced with the new unit.

Hydrants are to have their flange located a minimum of 4" above grade to avoid water pooling at the electronics enclosure.

Products & Services

Item & Description	Quantity	Unit Price	Total
<p>hydrant.AI Device Retrofit - Dry Barrel - hydrant.AI Hydrant Pressure & Acoustic Unit</p> <p>Model 2 - 3 Function</p> <p>Includes:</p> <p>Sensors: Temperature, Pressure & Hydrophone</p> <p>LTE-M Cellular Communication Module</p>	5	\$9,300.00	\$46,500.00
<p>hydrant.AI Plus (advanced software services)</p> <p>hydrant.AI Plus Advanced Leak Detection capabilities (leak fingerprinting, finding pre-existing leaks, early leak detection, monitor leak growth) and Advanced Pressure Monitoring (pattern based anomaly detection with AI that adapts and learns from your network).</p> <p>hydrant.AI Plus also includes pressure measuring/monitoring, transient detection/measuring/monitoring, leak detection/autonomous leak detection AI, leak localization/autonomous leak localization AI.</p> <p>This fee also covers data management services per month, per unit. This fee includes cellular data plan charges and includes 25MB data limit, overages subject to additional charges (note that this is quoted on a monthly basis at \$99/unit and billed annually up front at \$1,188.00)</p>	5	\$1,188.00	\$5,940.00
<p>hydrant.AI Device Installation</p> <p>Note that in a single day you can typically install up to 5 units within a reasonable geographic area.</p> <p>This discounted pricing reflects the option to have City of Columbus personnel conduct the installation under the guidance of the DWS Team Lead (on-site). This is a per-diem charge for travel, lodging and time requirements of the DWS staff member.</p> <p>Note that this represents a savings of \$4,200 on the cost of the installation process should a full DWS Deployment Team be required to come on-site (total price for DWS installation \$6,000)</p>	3	\$2,000.00	\$1,800.00 after \$4,200.00 discount
<p>Industrial Battery (20AH)</p> <p>Recommended one spare for every 5 units purchased.</p>	1	\$975.00	\$975.00

Item & Description	Quantity	Unit Price	Total
Industrial Battery Charger Required for charging and rotating batteries	1	\$250.00	\$250.00
hydrant.AI Data Management Initial Setup One-time client setup fee.	1	\$235.00	\$235.00
Shipping Shipping includes shipping cost to customer location including crates, packaging, brokerage and duties.	5	\$210.00	\$1,050.00
One-time subtotal			\$56,750.00
			after \$4,200.00 discount
Total			\$56,750.00

Purchase terms

Shipping costs are INCLUDED in the quote (shipping, crates, packaging and brokerage)

Payment is 50% upon order and 50% net 30 days after installation.

Delivery is 60-90 days from receipt of the purchase order and is dependent on hydrant make/model ordered.

City of Columbus to confirm make/model of hydrant for each unit to be manufactured. DWS has a number of standard hydrants for which we have designed and installed our solution. Should the hydrant be a nonstandard version that cannot be retrofitted we reserve the right to cancel the purchase order.

Warranty on parts is for 12 months (1 year) from the date of shipment of the units assuming normal wear and tear of the unit.

Data fees are calculated monthly and billed annually in advance. The first 12 months are included in the quote.

All applicable taxes extra

Questions? Contact me



Barclay Whittaker

Director of Sales

barclay.whittaker@digitalwater.solutions

+15195025455

Digital Water Solutions

650 Woodlawn Rd W Block C, Unit 4

Guelph, ON N1K 1B8

Canada