



**City of Greensboro**  
North Carolina

**Water Resources Department**

Statement of Work



for

**Advanced Metering Infrastructure  
Analysis and Acquisition Support Services**

**COST PROPOSAL**

**April 17, 2019**



## Cost Proposal

Excergy Corporation (Excergy) proposes to perform the scope of services for the City of Greensboro Water Resources Department (City) as detailed in the accompanying Statement of Work for a not-to-exceed, Time and Materials (T&M) price of **\$259,076**, inclusive of expenses.

Table 1 provides the detailed cost breakdown for Part I and Part II, which includes the key tasks and expense estimates.

*Table 1. Detailed Cost Breakdown*

	Task Description	Labor Price
<b>PART I: PROJECT ASSESSMENT AND ANALYSIS</b>		
Task I.A -	Project Assessment	\$ 98,264
Task I.B -	Financial Analysis	\$ 18,832
Task I.C -	Results of Study - Reporting	\$ 8,950
<b>PART II: PROJECT PLANNING AND IMPLEMENTATION</b>		
Task II.A -	Support Pilot Scope and Plan	\$ 22,638
Task II.B -	AMI Requirements	\$ 7,227
Task II.C -	Technology, Vendor, and Service Level Assessment	\$ 4,878
Task II.D -	Project Implementation Planning	\$ 9,090
Task II.E -	Assist with Creation of RFPs and Distribute to Vendors	\$ 13,609
Task II.F -	Develop RFP Response Evaluation Tool	\$ 4,878
Task II.G -	Evaluate Vendor Responses	\$ 12,375
Task II.H -	Document Recommendations on Vendor Responses	\$ 6,048
Task II.I -	Assist with Vendor Contract Negotiations	\$ 11,778
	<b>Labor Price</b>	<b>\$ 218,567</b>
	Reimbursable Expenses	\$ 40,509
	<b>Total Price</b>	<b>\$ 259,076</b>

### Expenses

Excergy does not charge for time spent traveling. Travel expenses will be submitted for reimbursement on an actual and reasonable basis. There is no markup on these direct costs. Excergy will seek to minimize expenses through the use of government contractor rates and teleconferences whenever possible.

### Hourly Rate Schedule

Our hourly labor rates are provided in Table 2.

*Table 2. Hourly Rate Schedule*

Role	Hourly Rate
Account Executive	\$ 234.00
Project Lead	\$ 234.00
AMI Water SME	\$ 219.00
AMI SME	\$ 199.00
Public Outreach SME	\$ 199.00
Customer Engagement SME	\$ 199.00
Meter SME	\$ 144.00

## **Assumptions**

The following general assumptions apply to this proposal:

- ▶ Excergy's pricing to implement this Scope of Work is based on a timely start and timely completion of tasks and subtasks.
- ▶ Deliverable documents will be in Microsoft Office, including MS-Word, PowerPoint, Excel, MS-Project, Visio and Adobe PDF.
- ▶ The City's Project Manager will coordinate and consolidate all Greensboro comments on draft document deliverables to provide a single redline for Excergy to make updates to the final document deliverables.
- ▶ The City will provide Excergy with working space, network connections, infrastructure, administrative support, and other services and materials reasonably requested to perform Project work while onsite at City offices.
- ▶ City personnel will support workshops and meetings as needed.

## **Taxes**

These rates and estimates are exclusive of taxes. The taxes relating to applicable services are the sole responsibility of the City of Greensboro.

## **Billing and Payment Terms**

Payment terms are net thirty (30) days. Unless otherwise agreed to, Excergy reserves the right to charge one and one-half (1.5%) percent per month, or the maximum rate permitted by law, whichever is greater, on any balance remaining unpaid after thirty (30) days.

## **Proposal Terms and Conditions**

Terms of this proposal remain valid for 90 days from date of submittal. Excergy Corporation reserves the right to negotiate any terms and conditions of the written agreement relating to this SOW for the City.