



*Electron Gas Water  
Information collection, analysis and application*

2111 N. Moller Rd.  
Liberty Lake, WA 99019  
fax: 866-787-6910  
www.itron.com

**ATTACHMENT A**

**Pricing Summary for  
City of Pasadena, CA**

April 3, 2015  
BMR# 7468-15 Ver6 Apr

Item	Part Number	Description	Qty	Unit Price	Extended Price	Notes
<b>Special Pricing to Upgrade All Non-Reporting ERT's with 100W's</b>						
1	ERW-1300-403	100W+, Encoder with Integral Connector and Integral Connectors for Leak Sensor & Antenna		\$145.00		(1-3)
		100W+ Discount		(\$99.00)		
			9,584	\$46.00	\$440,864.00	
2	OEM-0034-002	Itron Splice Kit	7,667	\$4.50	\$34,502.40	(4)
3	3rd Party	12" Fiberglass Rods	9,584	\$0.65	\$6,229.60	
<b>Installation Services 50W and 60W Replacement</b>						
4	Installation Services	Water endpoint replacement, pit set (50W replacement)	9,584	\$15.29	\$146,539.36	(5)
5	Installation Services	Water meter exchange, pit set	958	\$54.71	\$52,412.18	(5)
6	Installation Services	Mobilization Fee	1	\$3,529.00	\$3,529.00	(5)
		Estimated Tax (9.00%)			\$43,343.64	(6)
		Estimated Freight			\$2,329.35	(6)
		<b>Total Cost of Project</b>			<b>\$729,749.53</b>	

**Notes and Assumptions**

- (1) Itron understands that the City has 9,764 ERTs of various models that are not providing reads, and that 8,533 of these are 50W/60W ERT's that are not providing reads and may have failed, and are still under the first 10 year warranty period. Itron also understands that the City does not wish to receive 60W ERTS as replacements for these ERTs when returning for warranty consideration. This pricing is a offer from Itron to the City to replace these 50W and 60W ERTS that are still under warranty, and have failed with 100W as part of combined purchase replacement offer with the overall objective of getting the overall total population replaced with 100W ERTS. Under this proposal, in order for ERTS to be considered for replacement with 100W ERT modules, 50W or 60W ERTS must be still be under the first 10 year period of the original warranty. 2,214 of the current 50W and 60W ERTS will move to the prorated portion of the warranty during 2015 as follows:
    - May 31st: 40
    - June 15th: 908
    - July 1st: 334
    - August 3rd: 400
    - September 6th: 24
    - November 11th: 1
    - December 1st: 507
  - (2) Pricing will require a single purchase order and can be purchased with, or without installation.
  - (3) Full warranty is consistent with the warranty terms in the Agreement for the first 10 years from date of shipment. For warranty claims in years 11 through 15, Itron's sole obligation will be to provide Customer with a discount on replacement product equal to 50 percent of its then-current list price for the replacement product. For warranty claims in years 16 through 20, Itron's sole obligation will be to provide Customer with a discount on replacement product equal to 25 percent of its then-current list price for the replacement product.
  - (4) Itron has estimated 80% of ERT replacements will involve splices and therefore has quoted splice kits and gel connectors. Quantities are an estimate only at this time.
  - (5) Installation pricing is based on the following assumptions:
    - Pricing reflects prevailing wage for water endpoint and meter replacements.
    - Work will not be performed at locations where it is reasonable to assume damage will occur to the customer's property without damage waiver and prior consent of the utility and/or the customer.
    - Itron will only be responsible for the repair of damages caused directly by Itron services.
    - The City will allow us to dispose of any material removed from pits at the City yard.
- Pricing assumes that the City of Pasadena will provide:
- Safe access to all meters, including any keys necessary to access meters, and assistance on unsafe or other special situations.
  - Current address information and maps of all services.
  - Customer communications materials including initial customer notification letters and door hangers.
  - Facility for storage of materials and working space for the crew, including secure overnight parking for 3-4 vehicles.
- (6) Tax is estimated above for hardware only and will be billed at actual; installation services are not taxable. Freight has been estimated above and will be billed at actual. Prices are in US dollars. Prices are valid until September 30, 2015.