



QUOTE NO. 191005-01-RW
HYPER SCADA SERVER UPGRADE
RIVIERA BEACH
NOVEMBER 5, 2019

This quotation offers the hardware and services necessary to upgrade your existing Hyper Server Modules to our latest HSM003 version. In addition, the SCADA Software will be upgraded to our latest HT4 version. Please note that a factory upgrade is required, and if necessary DFS will provide a loaner HSM to facilitate the service. This quotation includes DFS onsite installation services. Should you have any questions or require additional information, please contact me at 321-259-5009.

Sincerely,

Data Flow Systems, Inc.

Randy E. Wyatt

Inside Sales Manager

Email: randy@dataflowsys.com

BILL OF MATERIAL:

(2) Hyper Server Module (HSM003) @ \$2,500 each*	\$5,000.00*
(2) Network Switch Module (NSM001) @ \$697 each	\$1,394.00
(1) HT4 SCADA Software.....	NO-CHARGE
(1) HT3 Mobile (see HT3 Mobile Note below).....	NO-CHARGE
(1) Debian, Linux Operating System	NO-CHARGE
(1) MariaDB, Open Source Database.....	NO-CHARGE
(2) HT3 to HT4 Conversion (transfer configs, 3 yrs of journals, etc.) @ \$260.00 each	\$520.00
(1) Onsite Installation	\$900.00

**NOTE: A trade-in credit of \$650 has been applied for each old HSM surrendered to DFS after the upgrade is complete. This trade-in credit applies on a one-for-one basis for the new HSM purchase only and reduces the price of a new HSM003 from \$3,150.00 to \$2,500.00 each.*

HT3 MOBILE NOTE:

Please note that HT3 Mobile requires VPN secured Internet access by the Hyper SCADA Server (HSS). The Internet connection with a secured VPN router are the responsibility of the utility's IT Department. The smart-phone(s) and carrier service are also the responsibility of the utility. Also note that custom screens must be created for effective display on a mobile device. Custom screens for HT4 Mobile are not included in this quote.

PRICING & TERMS:

This quotation totals \$7,814.00, plus any optional adders below. Any applicable taxes and shipping will be added. Please review the Quotation Notes listed below. Lead time is approximately 45 days, which will be dictated by availability of the loaner HSM(s) if required. DFS payment terms are NET 30. This quotation will be

honored for 90 days.

QUOTATION NOTES: Only those items specifically listed above are included in this quotation.