



March 26, 2024

Mayor Guy Titus
Board of Public Works and Safety
10 South State Street
Greenfield, IN 46140

Re: Maxim Automation– Lift Station Telemetry Replacements

Mayor and Board Members,

We currently have 6 lift stations that routinely lose communications with the main radio at the WWTP. The current radios are no longer available and repairs to this system is becoming more difficult. I requested that Maxim Automation provide a proposal to replace the radios in each of these lift stations with cellular modems and program them to communicate with our SCADA system at the WWTP. We have already had to change 2 of our lift stations to these radios and they have been working great. The lift stations that we will be updating are: Mooney's, Waterview, Fleming, Liberty Shores, Westside, and Prairie Meadows. The cost for each lift station is \$4,200.00 and includes the equipment, installation, and necessary programming modifications.

At this time, I am requesting that the Board approve the proposal from Maxim Automation for the replacement of the lift station telemetry radios at 6 locations for a cost of \$4,200.00 per station and a grand total of \$25,200.00. A copy of the proposal has been included for your review and I have confirmed that this proposal is still valid even though it has been more than 60 days since it was received. Please let me know if there are any questions or if any other information is needed at this time.

Best Regards,

A handwritten signature in blue ink, appearing to read "Nicholas Dezelan".

Nicholas Dezelan, CHMM, ASP
Wastewater Utility Manager



Greenfield, IN Wastewater Treatment Plant – Lift Station Cellular Replacements

January 19, 2024

Greenfield WWTP
Nick Dezelan

RE: Lift Station Cellular Replacements

Dear Nick:

Thank you for the opportunity to work with to you! Maxim Automation, Inc. is pleased to offer present the quote to replace radios in the collections system. Our price includes the equipment, setup, PLC modifications, SCADA modifications, and installation.

Maxim will provide the following per Lift Station:

- Provide (1) Sierra Wireless Cellular modem
- Provide (1) Sierra Wireless Cellular modem Din Rail Bracket
- Provide (1) Airgain Cellular modem Antenna
- All mounting and hardware included
- We will perform offsite testing and setup up of the modem(s)
- We will get each modem installed and setup the PLC and SCADA PC to properly work with new addressing in the PLC.
- We will configure the Lift Station to be on SCADA with alarming, trending, etc
- Manufacturer lead time is 7-9 working days to ship from purchase order

Each Lift Station turn-key cost = \$4,200.00

The initial 6 were destined to be:

1. Mooneys
2. Waterview
3. Fleming
4. Liberty Shores
5. West Side
6. Prairie Meadow



CLARIFICATIONS & EXCLUSIONS:

- Proposal pricing is valid for 60 day
- Payment terms are Net 30
- SIM Card provided by owner (Maxim to coordinate this. All Greenfield must do is approve the order like before at St. James)
- Monthly cellular bill paid for by owner
- Proposal does not include any applicable taxes
- Proposal does not include fees for bonding or local permits
- Proposal does not include trenching, underground conduit, or associated wire
- Proposal does not include providing fiber optic cable nor any fiber terminations
- Mounting and External wiring/conduit. Field wire wiring by others.
- Installation of instruments by others
- Mounting of panels by others
- Proposal assumes that work can be completed during normal business hours and does not include labor for evenings, weekends, or holidays
- Proposal does not include monthly cellular fees associated with cellular modems
- Proposal does not include spare components
- NOTICE: THIS PROPOSAL IS CONTINGENT ON A LACK OF FUTURE IMPACT BY THE ON-GOING ESCALATION OF THE PRICES OF MATERIAL, EQUIPMENT AND/OR ENERGY. Given that the construction industry has been and will continue to face unprecedented escalation in material pricing as the world begins the rebound from COVID- 19, and the possibility that the pricing of materials, equipment and energy continues to escalate, Maxim cannot anticipate the impact of the current increases in pricing. As such, Maxim will use its best efforts to purchase the materials, equipment, and energy in such a manner as to limit the impact of the escalation. However, Maxim reserves its right to seek an equitable change order if Maxim and suppliers are unable to supply these products at the same or similar costs as carried in their estimates. To the extent that the project is subject to provable material escalation in pricing, we reserve our right to seek any such additional costs.

Thank you for the opportunity to offer our services. Please, feel free to contact me by cell phone at 317-418-9561 for any questions. I am happy to clarify or discuss all items. Thank you!

Sincerely,

A handwritten signature in blue ink that reads 'Sean Boland'.

Sean Boland
Maxim Automation, Inc.