



Contractor License #422364  
Contractor DIR #1000000899

**CONTROL SYSTEM INTEGRATION • INSTRUMENTATION SERVICES  
SCADA/AUTOMATION • PLC/HMI • ELECTRICAL • CALIBRATION • MAINTENANCE**

December 8, 2021

Visalia WWTP  
7579 Avenue 288  
Visalia, CA 93277  
Sent via Email: craig.perry@visalia.city

Attn: Craig Perry  
Subject: WWTP SCADA Upgrade  
Reference: SR20-39076

Drawings: N/A  
Specifications: N/A

Dear Craig,

Telstar Instruments ("Telstar") is pleased to provide a quote for the referenced project to the above identified purchaser ("Customer"). WWTP SCADA Upgrade.

**By accepting this proposal from Telstar you agree to treat this as confidential information.**

**SCOPE OF SUPPLY / SERVICES**

1. Upgrade the existing WWTP-Wonderware System platform application to WW system Platform version 2020 R2. This scope will match the existing programming and functionality.
2. Upgrade the existing Collection System - Wonderware standalone InTouch application to Wonderware system platform. Telstar will upgrade the existing Wonderware program to version 2020 R2. This upgrade included object-based tags configuration and redevelopment of the SCADA screens. This scope will match the existing programming and functionality.
  - a. *Note: Due to differences in WWTP SCADA and Collections SCADA platforms, Collections System screens and addressing will be recreated on the System Platform.*
3. Computer hardware, VM software/Configuration/Licensing, OS licensing is excluded in this scope (Provided by City IT) Wonderware, Win 911 and any other software licenses are excluded (Provided by City IT under Current Service support contract with the manufacturer)
4. Telstar will coordinate with City IT and provide Virtual Machines requirement /configurations for Wonderware application to use. The City IT will be responsible to provide the systems VM's for this upgrade.



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5. Upgrade existing WWTP-Wonderware Historian to Wonderware Historian 2020 R2. This scope will match the existing programming and functionality.
6. Integrate Collections InTouch application tags into the new WWTP Historian. The existing historical data will be accessible only on the old InTouch system. New Collections System data will be accessible in the new Historian.
7. Upgrade existing WWTP legacy Win 911 Dialer Software to current Web interface-based version. Utilize VOIP or Cellular communication to replace existing analog phone lines. Telstar will provide the Modem. If Cellular is required, the City will need to provide the Sim Card.
  - a. Migrate existing Collections ScadaPhone application into the newly upgraded Win 911 Web interface-based version.
8. Update six (6) Wonderware clients to Wonderware version 2020 R2. Client hardware provided by City IT.
9. Setup and troubleshoot remote access for operators with Visalia IT group.
  - a. *Note: Remote access and ethernet alarm communication depends on access provided by the Citys IT.*
10. Telstar will demonstrate the functionality of both WWTP and Collections applications with the Operations Team in parallel with the existing system for 7 days. No PLC programming is included nor required at this time.
11. Telstar has considered 16 hours of onsite operation training for Wonderware and win 911 applications.

**Lump Sum Price for this Scope.....\$243,329.00**

Shipping and Handling for Telstar Supplied Materials IS INCLUDED

Sales Tax IS INCLUDED

This quotation is based on Customer's representation that this IS NOT a prevailing wage project.

**CLARIFICATIONS, EXCEPTIONS, AND EXCLUSIONS**

- a. Material price is valid for **sixty (60) days** from date referenced on this quote (Refer to COVID clause RE: MATERIAL PRICING AND DELIVERY under Terms and Conditions)
- b. This quotation is based on the inclusion of Telstar's standard Terms and Conditions as part of any purchase order, contract or other agreement.
- c. Telstar's quotation includes only those items listed above. Requests for additions/deletions from our scope will require a change in the quoted price.
- d. Telstar assumes no responsibility for performance, applicability, compatibility, start-up, testing, or acceptance of any equipment not furnished by Telstar under this proposal.
- e. Telstar is supplying only equipment specified and noted above.



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- f. PLC modifications are excluded in this scope.
- g. Reporting software changes are excluded in this scope.
- h. Please reference the above stated quote number in all correspondence and purchase orders.

**TERMS AND CONDITIONS**

**Base Terms:** Quotation is valid for 30 days from the date of Telstar's quotation. Payment is due and payable 30 days from date of invoice. If payment is not received by the 30th day, a .05% daily service charge (18-3/4% per annum) will be charged on all accounts past due. In the event of a dispute concerning payment, attorney's fees, court costs and costs of collection will be paid to the prevailing party. The cost for permits and bonding are excluded unless expressly referenced in Telstar's quotation. Our standard insurance applies unless agreed to in writing by Telstar. Telstar's standard one year parts only warranty applies to this quotation. All other warranties, express or implied, or referenced elsewhere in contract documents are excluded, including but not limited to implied warranties of merchantability or fitness for purpose. Unless expressly stated in Telstar's estimate, this quote is based on standard straight time hours and does not include any prevailing wage rates. The price quoted herein is for the labor and materials specifically listed within the body of this quote. Service calls are charged at a 4-hour minimum per person, excluding travel time. Unless expressly stated in the quotation, training, operation and maintenance manuals, and preparation of as built drawings are excluded from Telstar's scope of work.

**Limitation of Liability:** (a) In no event shall Telstar, its suppliers or subcontractors be liable for special, indirect, incidental or consequential damages, whether in contract, warranty, tort, negligence, strict liability or otherwise, including, but not limited to, loss of profits or revenue, loss of use of the Equipment or any associated equipment, cost of capital, cost of substitute equipment, facilities or services, downtime costs, delays, and claims of customers of Customer, its officers, directors, members employees or any third parties for any damages. Telstar's liability for any claim whether in contract, warranty, tort, negligence, strict liability, or otherwise for any loss or damage arising out of, connected with, or resulting from this Agreement or the performance or breach thereof, or from the design, manufacture, sale, delivery, resale, repair, replacement, installation, technical direction of installation, inspection, operation or use of any equipment covered by or furnished under this Agreement, or from any services rendered in connection therewith, shall in no case exceed twenty-five percent (25%) of the purchase price allocable to the Equipment, part or Services that is the subject of the claim. (b) All causes of action against Telstar Instruments arising out of or relating to this Agreement or the performance or breach hereof shall be deemed barred unless brought within one year from the date of discovery or other accrual. (c) In no event, regardless of cause, shall Telstar Instruments be liable for liquidated damages, offsets or penalties of any kind or to indemnify, defend or hold harmless Customer, its officers, directors, members, employees or any third party, arising from or related to the Equipment and/or Services provided by Telstar.

**Force Majeure:** Telstar shall neither be liable for loss, damage, detention or delay nor be deemed to be in default for failure to perform when prevented from doing so by causes beyond its reasonable control including but not limited to acts of war (declared or undeclared), Acts of God, fire, strike, labor difficulties, acts or omissions of any governmental authority or of Customer, compliance with government regulations, insurrection or riot, embargo, delays or shortages in transportation or inability to obtain necessary labor, materials, or manufacturing facilities from usual sources or from defects or delays in the performance of its suppliers or subcontractors due to any of the foregoing enumerated causes. In the event of delay due to any such cause, the date of delivery will be extended by period equal to the delay plus a reasonable time to resume production, and the price will be adjusted to compensate Telstar Instruments for such delay.

**Cancellation:** In the event of cancellation by Customer, Customer agrees to fully reimburse and compensate Telstar for all costs associated with this Quotation or subsequent order, including but not limited to engineering, labor, materials, quote and estimating time, and product return fees, plus a ten percent (10%) markup to compensate for disruption in scheduling, planned production, indirect costs and profit. Payment for cancellation shall be due within ten (10) days from the date of submission of charges by Telstar.



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**Entire Agreement:** This Quotation constitutes the entire agreement between Telstar and Customer. There are no agreements, understandings, restrictions, warranties, or representations between Telstar and Customer other than those set forth herein or herein provided. This Quotation may only be amended, changed or revised by a written amendment signed by an authorized representative of Telstar. No oral or implied agreements shall be of any force or affect.

**Precedence:** In the event Telstar is issued an authorization for work, Purchase Order, Contract or similar Agreement with conflicting Terms and Conditions than those set forth herein, these Terms and Conditions will take precedence and will supersede any and all other conflicting Terms and Conditions.

**Submittals:** In the event Telstar receives a Notice to Proceed or a written statement to proceed with submittals, Telstar will be entitled to compensation based on percent of completion of submittal cost to Customer. Telstar will prepare only one set of submittals, and any resubmittals shall be subject to an additional charge for engineering time and other costs in preparing re-submittals.

**Prevailing Wages:** Telstar relies upon Customer's representations as to whether this Project requires payment of prevailing wages. Customer agrees to defend, indemnify and hold Telstar harmless from and against any and all claims, actions and demands, including but not limited to payment of legal fees, fines, back pay, and any penalties or interest, associated with Customer's inaccurate representation of whether prevailing wages are required to be paid.

**TELSTAR'S COVID AND INDUSTRY CLAUSE RE: MATERIAL PRICING AND DELIVERY:** Telstar is unable to hold prices on materials for more than 7 days. Prices for plastic, copper, steel, and other commodities fluctuate daily. Our vendors and manufacturers are experiencing unprecedented delays due to COVID-19 staffing, a shortage of containers, port congestion, and raw material shortages that have extended lead times significantly. Telstar reserves the right to amend the delivery date and the price of materials set forth in this quotation. Telstar considers any of the above related changes imposed by our vendors and manufacturers as outside its reasonable control and subject to Force Majeure provisions.

We look forward to working with you on this project. If you have any questions, please contact me at the phone number below.

Sincerely,

Konor Meeks & Suresh Patil  
Hanford Branch Manager & Programming Manager  
Telstar Instruments  
(559) 584-7116