



Memo

To: Board of Directors
From: Jordan Dietz, General Manager
Date: July 20, 2021
Subject: Aclara ONE Server Upgrade

During May, our Aclara representative reached out to discuss options for upgrading our server software. This was brought to our attention because the current server's software will reach its end-of-life (EOL) this year, 2021.

We have received multiple quotes for replacement, with options for both an on-site physical server with software as well as a cloud-based solution.

While the District was not planning for this upgrade, the EOL of our current software provides urgency. Ignoring this upgrade means taking chances that we will lose meter reads, have trouble integrating with our billing software, and potentially have no recourse or assistance from Aclara.

There are potential benefits to both options, however the approval of an off-site, hosted solution could be beneficial for many reasons. With the current threat of cyber-attacks, and the increase in insurance rates due to that, allowing Aclara to host the server removes liability, and puts the burden of maintenance and repair on their company. Additionally, in order to transition to a new on-site server, we would be incurring the cost of a server that could reach \$15,000.00.

It is Staff's recommendation that the Board of Directors approve the SaaS (Software as a Service) implementation of a cloud-based server platform. This method puts the burden of software licenses and maintenance of physical equipment onto Aclara, and limits the District's liability. The cost for this implementation would include a one-time fee of **\$26,000.00** for integration and an annual fee of **\$15,800.00**.

Providing our community with a reliable water system that delivers high quality water for its health and safety needs.



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Quotation

Quote #: Q-17634-1
Created Date: 3/8/2021 11:49 AM
Expiration Date: 5/7/2021

Aclara

77 West Port Plaza, Suite 500
St. Louis, MO 63146
US
Phone: (800) 297-2728

Bill To

Jordan Dietz
Crestline Village Water District (CA)
777 Cottonwood Dr
Crestline, CA 92325
US
(909) 338-1727
(909) 338-4080
jwdietz@cvwater.com

End Customer

Crestline Village Water District (CA)

Prepared By	Phone	EMAIL	PAYMENT METHOD
Dave LaJeunesse		dlajeunesse@hubbell.com	Net 30

Implementation Fees (One-Time)

Product Description	Part No.	Qty	Net Unit Price	Extended Price
AclaraONE -Unified HE -On Premise Implementation	SW-3010P	1.00	USD 26,000.00	USD 26,000.00

License (One-Time)

Product Description	Part No.	Qty	Price per Endpoint	Extended Price
AclaraONE -Unified Head End License	SW-3010L	5,000	USD 2.80	USD 14,000.00

Year 1

Product Description	Part No.	Qty	Price per Endpoint	Extended Price
AclaraONE -Unified HE -On Premise Maintenance	SW-3010M	5,000	USD 2.14	USD 10,700.00

Credits

Product Description	Part No.	Qty	Net Unit Price	Extended Price
AclaraONE -Unified Head End License Cr	SW-3010L CR	5,000	USD -14,000.00	USD -14,000.00

Sub-Total	USD 36,700.00
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Total	USD 36,700.00
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Notes

TERMS & CONDITIONS

General Note:

This Proposal/Quotation is based upon the terms and conditions set forth in the Aclara Standard Terms and Conditions of Sales for Equipment and certain services that are available on Aclara's website at:

<http://www.aclara.com/terms-and-conditions/>

1. **ADDITIONAL TERMS:**
Each Line Item will be shipped within the number of weeks staged after receipt of an acceptable order.
2. This quotation is based upon receipt and acceptance of an order by the earlier of the Expiration Date in the upper right or 60-days after the Proposal Date contained herein.
3. Seller shall deliver Equipment to Buyer FCA Seller's Facility or warehouse (Incoterms 2010.) Seller will arrange freight on Buyer's behalf.
4. Buyer shall pay Seller's standard Material Handling charges.
5. Sales tax will be charged unless the customer provides/has provided a valid Sales Tax Exemption or Reseller certificate.
6. Total Extended price shown excludes any applicable Sales Tax.
7. IF BUYER ACCEPTS THIS QUOTE AND WILL ISSUE ACLARA A SEPARATE PURCHASE ORDER BASED THEREON, DO NOT RETURN A SIGNED COPY OF THIS QUOTE
. RETURNING BOTH A SIGNED QUOTE AND SEPARATE PURCHASE ORDER WILL RESULT IN THE BUYER BEING BILLED FOR TWO ORDERS.

To place an order, please send a signed copy of your Purchase Order referencing this quotation to

AclaraOrders@hubbell.com

or simply reply to your sales rep via email with the fully executed PO attached.

If there is no Purchase Order, enter N/A in PO Number, your signature, and your Ship To Street Address (P.O. Box not allowed) to acknowledge that this quote form will be used in lieu of PO.

Signature: _____

Effective Date: ____/____/____

Name (Print): _____

Title: _____

PO Number *: _____

* Ship To:

Street: _____

City, State Zip: _____

* If there is no purchase order, Ship To address must be entered.

Aclara Confidential / Proprietary Information

*Seller's above quote is expressly made conditional on the Buyer's assent to all of the terms and conditions located at <http://www.aclara.com/terms-and-conditions> . By issuing a Purchase Order or Order to Seller based on this Quote, Buyer hereby represents and affirms that it has reviewed and assents to these terms and conditions. **ADDITIONAL TERMS CONTAINED ON ANY PURCHASE ORDER ARE HEREBY REJECTED UNLESS SPECIFICALLY AGREED TO IN WRITING BY ACLARA (SELLER) and BUYER.***



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Quotation

Quote #: Q-17635-2
Created Date: 3/8/2021 11:53 AM
Expiration Date: 5/7/2021

Aclara

77 West Port Plaza, Suite 500
St. Louis, MO 63146
US
Phone: (800) 297-2728

Bill To

Jordan Dietz
Crestline Village Water District (CA)
777 Cottonwood Dr
Crestline, CA 92325
US
(909) 338-1727
(909) 338-4080
jwdietz@cvwater.com

End Customer

Crestline Village Water District (CA)

Prepared By	Phone	EMAIL	PAYMENT METHOD
Dave LaJeunesse		dlajeunesse@hubbell.com	Net 30

Implementation Fees (One-Time)

Product Description	Part No.	Qty	Net Unit Price	Extended Price
AclaraONE -Unified HE -SaaS Implementation	SW-3010H	1.00	USD 26,000.00	USD 26,000.00

Year 1

Product Description	Part No.	Qty	Price per Endpoint	Extended Price
AclaraONE -Unified HE -SaaS ASP	SW-3010A	5,000	USD 3.16	USD 15,800.00

Sub-Total	USD 41,800.00
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Total	USD 41,800.00
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Notes

Crestline Village WD AclaraONE Upgrade Q17635

TERMS & CONDITIONS

General Note:

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<http://www.aclara.com/terms-and-conditions/>

1. ADDITIONAL TERMS:

- Each Line Item will be shipped within the number of weeks staged after receipt of an acceptable order.
- This quotation is based upon receipt and acceptance of an order by the earlier of the Expiration Date in the upper right or 60-days after the Proposal Date contained herein.
- Seller shall deliver Equipment to Buyer FCA Seller’s Facility or warehouse (Incoterms 2010.) Seller will arrange freight on Buyer’s behalf.
- Buyer shall pay Seller’s standard Material Handling charges.
- Sales tax will be charged unless the customer provides/has provided a valid Sales Tax Exemption or Reseller certificate.
- Total Extended price shown excludes any applicable Sales Tax.
- Software subject to 5% annual escalation starting year 2
- AclaraONE configuration based on total system size as shown above. Final AclaraONE configuration will be determined by working in conjunction with IT staff at the beginning of each contract year and pricing adjusted accordingly for that year. If optional software is selected, a Software License Agreement amendment will be required.
- IF BUYER ACCEPTS THIS QUOTE AND WILL ISSUE ACLARA A SEPARATE PURCHASE ORDER BASED THEREON, DO NOT RETURN A SIGNED COPY OF THIS QUOTE.**
RETURNING BOTH A SIGNED QUOTE AND SEPARATE PURCHASE ORDER WILL RESULT IN THE BUYER BEING BILLED FOR TWO ORDERS.

To place an order, please send a signed copy of your Purchase Order referencing this quotation to

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or simply reply to your sales rep via email with the fully executed PO attached.

If there is no Purchase Order, enter N/A in PO Number, your signature, and your Ship To Street Address (P.O. Box not allowed) to acknowledge that this quote form will be used in lieu of PO.

Signature: _____

Effective Date: ____/____/____

Name (Print): _____

Title: _____

PO Number *: _____

*** Ship To:**

Street: _____

City, State Zip: _____

* If there is no purchase order, Ship To address must be entered.

Aclara Confidential / Proprietary Information

*Seller’s above quote is expressly made conditional on the Buyer’s assent to all of the terms and conditions located at <http://www.aclara.com/terms-and-conditions> . By issuing a Purchase Order or Order to Seller based on this Quote, Buyer hereby represents and affirms that it has reviewed and assents to these terms and conditions. **ADDITIONAL TERMS CONTAINED ON ANY PURCHASE ORDER ARE HEREBY REJECTED UNLESS SPECIFICALLY AGREED TO IN WRITING BY ACLARA (SELLER) and BUYER.***