

1 Executive Summary

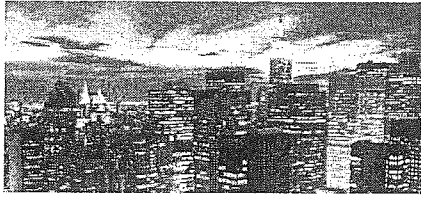
Schneider Electric Solution Brief:

Modern industrial facilities are subject to a variety of market drivers such as energy price volatility, emphasis on reducing energy as a variable cost component, power availability assurance, and compliance with evolving industry and government standards. Additionally, corporate social responsibility programs that emphasize sustainability drive enhanced shareholder value. Degraded power quality as manifested by voltage distortion, harmonics etc. is a significant cause of reduced asset life in industrial facilities, and asset management programs must include accurate power quality measurement and mitigation strategies. Schneider Electric's power management solutions are a valuable component of a comprehensive industrial process strategy, and provide system intelligence about the energy footprint within the production context, as well as the power distribution network. With efficient integration across critical domains - power management, process and machine management, data center management, building management and security - the StruxureWare architecture gives customers insight into energy costs, sustainability metrics, and the operation of critical power systems.

Schneider Electric's solutions can monitor electrical assets - such as MV, LV, UPS, generators, batteries etc. - as well as other piped utilities (water, air, gas etc.) to provide key metrics in areas such as energy cost allocation, power quality, generator system capacity, sustainability, etc. Our enterprise software solutions can aggregate data from multiple locations to provide benchmarking and data warehouse analytics features. As part of disaster recovery and emergency response programs, many industrial facilities have sources of on-site generation - we also offer value in systems that implement the power controls to operate the facility as an independent "micro-grid" or in parallel with utility, and manage emergency load and demand response effectively.

Schneider Electric's power management solutions for industry help our customers meet financial and operational goals by providing proven value in the following areas.

- Allocate energy production costs and uncover energy savings opportunities
- Measure return on investment of energy capital projects
- Decrease the frequency and duration of unplanned outages
- Improve the effectiveness of asset management activities
- Manage multiple power generation sources effectively
- Measure and achieve sustainability targets



Schneider Electric prides itself on its comprehensive end-to-end expertise in project management, engineering, system commissioning, support and training to ensure *complete* customer satisfaction and looks forward to the opportunity to serve you!

2 Anamosa State Penitentiary Architecture & Operation

Current System Information:

- SMS SE 4.2
- 12 Devices
- Historical Database Size 0.5 GB
- 3 Existing Diagrams
- <5 Existing Report Subscriptions

3 Scope of Work

Schneider Electric Energy & Sustainability Services will use specialized SMS system analysis tools that help evaluate the SMS system. Based on the analysis and customer interview, we propose the following Trade-Up path forward to Power Monitoring Expert (PME). With an active and valid support agreement we will provide PME Software free of charge.

Recommended Solution:

- Onsite Engineering Services time to migrate existing SMS system to PME.
- Migrate system data and historical database
- Develop (5) interactive vista diagrams
- Setup (10) report subscriptions
- Perform (1) full day of onsite hands on customer orientation on their new PME system
- Includes live db plus 3 years of archived historical data

Actually project lead times vary and will be scheduled by Schneider Electric with the client at time of order. Typical lead times are as follows for reference only, Hardware = 6 weeks, Drawings = 4 weeks, On-Site commissioning = 6 weeks.

4 Investment

Qty	Item Code	Description	Total Price	Availability
Base Package			\$11,880.63	
	9790MYGRTNSVCS	SMS to PME Migration Services. 0 - 5 GB Data Base. Less than 100 Devices. Yes Existing Graphic Screens. Less than 5 Existing Graphic Screens. 0 Unique Custom Devices. 1-5 Reports.		Scheduled at Customers Convenience by Schneider
	9790ONSITEORT	Onsite Customer System Orientation for ES Projects Provided solutions - brief overview of products and system.		Scheduled at Customers Convenience by Schneider
	SAPRIS	Annual Priority Technical Support Agreement		Scheduled at Customers Convenience by Schneider

Optional Items

1	3000PLUC4DAY	4 Day PRE-PAID Course Voucher to be redeemed at future date	\$2,911.76	Scheduled by Customer at their Convenience
1	9788LCD22WIDE	Dell E2213H Wide 21.5"Flat Panel Monitor, 1920x1080 Max Pixel Resolution.	\$243.38	5 weeks
1	9788DESKTPC01	Precision T1700 - One (1) Xeon E3-1225 v3 Processor @ 3.2 Ghz - (4) cores - 8 Gb RAM- 500GB Hard Drive 7.2K SATA - Intel HD 4600 Video Card (2560x1600 max res) - Windows 7 Professional x64 - (PME7.2 only - Supports up to 100 Devices, 15 Users/Clients. SQL Express Only) (PSE 7.3 only - Supports up to 50k Tags, 15k Alarms)	\$1,690.76	5 weeks

This pricing is valid for 30 days from January 5, 2015.

Taxes are not included in this quote and all prices are in US Dollars (USD).

Items listed above will be invoiced as either method A or B listed below:

- A. Issued separately for each item shipped and payments will be due as stated on each invoice.
- B. Issued as the pre-determined project milestones are reached based on the agreement currently in force.

5 Project Comments and Clarifications

Notes:

- 1) Assumed no add-on software was present at time of quote (APM, SER, WAGES, Billing Module, etc)
- 2) Due to system size, customer to receive SQL Express unless specified otherwise

- All work is planned for normal work day hours.
- No support agreement is included at this time, but is needed for this work.
- No PC's, network components, or SQL License are included.
- Customers can either use their own purchased copy of appropriately licensed SQL Server 2012 Standard Edition OR Schneider Electric can provide a per-core license of SQL Server 2012 Standard Edition.

Device Licensing:

Customers with less than 100 devices will be rounded to the nearest package of 25.

Web Client Licensing:

DL and SE customers will receive 1 Engineering Client and 2 Web Client services.

Prerequisites before System Update:

- Customer must have a PME server with Windows 2008R2 and SQL 2008R2 or greater installed (unless specified otherwise). If under service agreement, all servers must be covered under the contract.
 - The existing system must be in good working order and all communication gateways must be successfully "pinged" from the existing server.
 - Review the custom screens, system usage, and add-on software.
 - Review the reports generated on the existing system. Make note of any automated schedules.
 - Review the types and quantities of field devices including meters, protective devices, communication devices, and third party devices.
 - Review all control functions.
 - Review the size of all databases in the existing system.
 - Review all optional software, interfaces to third party software, and other non-standard provisions included in the existing system.
 - Review IT requirement (computer, network, and security).
 - Customer to review project scheduling and system access for start-up with Schneider Electric Application Engineer.
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- If On-site startup included it must be scheduled with SE in advance. Lead times will vary based on complexity and size of job.

- Additional charges will apply if the system installation is incomplete at time of scheduled startup.
- For advanced solutions remote access to the SE server may be required.

6 Responsibilities

Schneider Electric

Schneider Electric will deliver a fully functioning and commissioned system per the specifications and noted deviations & comments.