

TABLE 1
AMI Request for Proposal Bid Summary
Honeywell vs. Core & Main Proposal Costs (See Note 1)

	Core & Main with (Sensus) iPerl Water Meters	Honeywell with Badger Water Meters Purchased Separately (See Note 2)
Total Capital Costs	\$22,147,619	\$22,269,024
Total SaaS and Managed Service Expenses	\$7,300,008	\$9,026,891
AMI Contract Costs	\$29,447,627	\$31,295,915

Notes:

1. On 3/06/19, Core & Main agreed to stand behind their 8/02/18 Best and Final Offer with no changes. Honeywell provided updated pricing on 3/08/19 which included a \$1.6 million dollar increase to their Best and Final Offer received on 8/02/18. Additional costs are expected pending final contract negotiations and scope of work development.

2. Honeywell provided a bid that will allow the City to choose and source its own water meters. The Honeywell bid includes installation and integration of all water meters, regardless of source. The Independence Water Department recently issued an RFP for water meters and Badger was selected as the Vendor of choice. Badger provided a total water meter cost of \$4,877,070. The Total Capital Costs listed under the Honeywell proposal include the Badger water meter material cost.