

TABLE 2
HONEYWELL VS CORE & MAIN COMPARISON (15 Year)

Vendor	Core & Main	Honeywell	Honeywell Vs
Water Meter Mfg	iPERL	Badger	Core & Main
Capital Investment:			
Vendor worksheets excl water meters	\$ 22,147,619	\$ 17,391,953	\$ (4,755,666)
Water Meters Purchased Separately	\$ -	\$ 4,877,070	\$ 4,877,070
City (see detail below)*	\$ 2,548,568	\$ 2,248,568	\$ (300,000)
Project Management	\$ 490,000	\$ 490,000	\$ -
TOTAL CAPITAL	\$ 25,186,187	\$ 25,007,591	\$ (178,596)
O&M:			
Managed Services	\$ 12,944,944	\$ 15,259,236	\$ 2,314,292
Additional Tech & Truck O&M	\$ -	\$ 3,020,303	\$ 3,020,303
Other (no change among scenarios)	\$ 13,139,909	\$ 13,139,909	\$ 0
TOTAL O&M	\$ 26,084,853	\$ 31,419,448	\$ 5,334,595
TOTAL COSTS	\$ 51,271,040	\$ 56,427,039	\$ 5,155,999
TOTAL BENEFITS	\$ 95,310,583	\$ 95,310,583	\$ (0)
NET SAVINGS - 15 YEARS	\$ 44,039,543	\$ 38,883,543	\$ (5,156,000)
PROJECT BREAKEVEN YEAR	8	9	
ESTIMATED FTE'S ELIMINATED (See Note 1)	15	14	

**City Capital Investment: (See Note 2)*

Make Ready Telcomm	\$ 300,000	\$ -	\$ (300,000)
COI Integration	\$ 120,000	\$ 120,000	\$ -
Data Analytics, DSM	\$ 1,378,568	\$ 1,378,568	\$ -
Meter Can Changeouts	\$ 750,000	\$ 750,000	\$ -
TOTAL CITY CAPITAL	\$ 2,548,568	\$ 2,248,568	\$ (300,000)

Notes:

1. The estimated full time equivalent positions listed are subject to change based on the details of the Opt-Out Policy that is pending approval and the final number of customers who opt out after full deployment is complete. For the Honeywell option, one additional telecommunication technician will be required to maintain the mesh network. Additional positions may also be retained based on the outcome of final Honeywell contract negotiations and scope of work development.
2. For the Honeywell option, the City Capital Investment is subject to change based final contract negotiations and scope of work development.

