

**Quote Analysis 18-9-10001-03140**

**USI Building Automation Systems Services/Due 9-28-17/2PM/Local Time**

**Alpha Energy Solutions**

Alpha Labor rate for USI shall be \$95.00 per hour with a \$69.00 per day truck charge.

Alpha to provide all Control Technicians and Engineer's at the rate of \$95.00 per hour with a \$69.00 truck charge per day.

Alpha to provide Mechanical Support if needed by USI for the rate of \$85.00 per hour with a \$69.00 truck charge per day.

Alpha shall charge Travel Time of no more than (1) Hour per trip on Emergency Service calls. Material for Reports and Training Material to be billed on a Time & Material Basis.

**Edward George & Associates, LLC**

The control engineers we use are employees of CMID, a minority-owned business enterprise. If chosen, approximately 85% of our billings would qualify for Tier 2 credit.

Hourly Rates for those providing service to USI:

	<u>2017 Rates</u>	<u>2018 Rates</u>	<u>2019 Rates</u>	<u>2020 Rates</u>
Kevin Overstreet	\$125/hr	\$130/hr	\$135/hr	\$140/hr
Eddie McLaughlin	\$110/hr	\$115/hr	\$120/hr	\$125/hr
Valerie Coulter	\$110/hr	\$115/hr	\$120/hr	\$125/hr
Leslie Schulte	\$110/hr	\$115/hr	\$120/hr	\$125/hr

Hourly Rates of additional personnel:

	<u>2017 Rates</u>	<u>2018 Rates</u>	<u>2019 Rates</u>	<u>2020 Rates</u>
Jack Leicht	\$165/hr	\$170/hr	\$175/hr	\$180/hr
Bill Smith	\$165/hr	\$170/hr	\$175/hr	\$180/hr

**Other possible expenses**

EGA will be making frequent trips to USI. We WILL NOT charge for mileage expenses. We will bill for hotel expenses and will use preferred USI properties and rates. We do not anticipate there will be any significant expenses associated with training expenses. If USI decided to send an employee to an outside training program that has a registration or travel expense, those expenses will be paid by USI.

**Johnson Controls**

\$146.00 Straight Time

\$219.00 Overtime

\$292.00 Double-time

Controls materials will be sold at a list less 50% discount.