



Proposal from RedZone Robotics for:

FL Tierra Verde Sewer Pipeline Conditional Assessment

Submission Date: July 31, 2018

Prepared for:

Utilities Inc.

200 Weathersfield Ave

Altamonte Springs, FL 32714

Submitted By:

Doug Boccuti

RedZone Robotics, Inc.

407-404-0882 Phone

dboccuti@redzone.com

For:

Patrick Flynn

Regional Manager

Utilities Inc.

200 Weathersfield Ave

Altamonte Springs, FL 32714



Cover Letter

July 31, 2018

Mr. Patrick Flynn
Regional Manager
Utilities Inc.
200 Weathersfield Ave
Altamonte Springs, FL 32714

RE: FL Tierra Verde Sewer Pipeline Conditional Assessment Proposal

Dear Mr. Flynn:

RedZone Robotics would like to thank Utilities Inc. for the opportunity to submit our qualifications for sewer pipeline conditional assessment. Our company has been providing condition assessment services throughout over 200 cities in the United States, Canada and internationally, and we look forward to the opportunity of helping Tierra Verde utilize the advanced technological capabilities that will provide a cost efficient and accurate analysis of the sewer infrastructure.

As a leader and innovator in advanced pipeline assessment, RedZone Robotics pioneered inspection for wastewater collection systems. The industry demanded robotic platforms and highly advanced data to analyze aging infrastructure, and RedZone met this challenge with multi-sensor inspection technology, known as MSI. MSI uses digital CCTV, laser profiling, and sonar to provide a complete profile of critical large and mid-size diameter pipes. Responder, HD Profiler, and MD Profiler, RedZone's mid and large diameter inspection platforms, are ideal for both the size and the demanding conditions associated with larger pipes. The results obtained from our MSI offerings have enabled wastewater managers and engineers to obtain a truer picture of their interceptor system, and thereby make significantly better decisions about the maintenance of critical, main pipes.

The Solo platform is an autonomous robot that provides a highly efficient, cost effective, and versatile way to inspect the massive quantity of 8" to 12" pipes that are part of all collection systems. Solo is compact, lightweight, and easily deployed in any location accessible by a technician, allowing you to access manholes that a traditional truck-based CCTV platform could not. The Solo Manhole Inspection Unit can provide MACP standard report acquiring all the specific characteristics and GPS Coordinates.

Having all the collected data, RedZone's web-based ICOM, Sewer Asset Management software ties together your past and present inspection results in a centralized database of collection system information, enabling an organization to budget, plan, and maintain their system. ICOM users have access to an interactive GIS map of their collection system along with a wide range of capabilities, including decision support with risk analysis and work order management. This translates to more cost efficient and effective capital improvement projects, more tightly integrated inspection viewing, and improved prioritization of repairs and maintenance.

RedZone's advanced pipeline assessment technology provides organizations with the knowledge and decision-making capabilities to successfully and proactively manage a collection system.

Thank you for your consideration.

Doug Boccuti
RedZone Robotics, Inc.
407-404-0882 Phone
dboccuti@redzone.com



Project Scope & Pricing

SCOPE:

RedZone Robotics will assess 64,300 LF of 8” through 12” sanitary pipe segments utilizing the sensor of CCTV, and 253 (based on map count) Level 1 manhole inspections including Solo inspection, GPS as well as resulting in both PACP and MACP coding. The data will be included on RedZone’s asset management program, ICOM.

PRICING:

Item No.	Description	Estimated Quantity	Unit	Unit Price	Extended Price
1	Mobilization and De-Mobilization	1	Each	\$2,000.00	\$2,000.00
2	8-12" Asset Characterization - Solo	64,300	Lineal Foot	\$0.80	\$51,440.00
3	Level 1 Manhole Inspection	253	Each	\$120.00	\$30,360.00
4	ICOM3 Implementation, Configuration, & Professional Services	10	Each	\$150.00	\$1,500.00
Total Project Price					\$85,300.00

Proposal Notes & Exclusions:

1. RedZone shall provide all the labor, equipment and material required to perform the Project Scope.
2. RedZone excludes prevailing rate wages.
3. RedZone excludes bonding.
4. RedZone excludes traffic control permitting and any traffic control beyond basic cones and signs.

Acceptance

Client signature below will be regarded as Acceptance and Notice to Proceed

Signature: _____

Name: _____

Title: _____

Date: _____

6967 N. Palmer Way
Hernando, FL 34442

352-302-8672
Fax 352-860-2663



T-N-T SEWER LLC



DATE 10/9/2019
Invoice # 19-931
Customer ID

Lic # CUC1224524

ATT:
Utilities Inc.
11633 Paradise Point Way
New Port Richey, FL. 34654

Phone # 727-856-5400
Fax # 727-856-3400

Your Po #

Comments or special instructions:

Description	AMOUNT
Tierra Verde - Jetting / Cleaning Down Pinellas Bayway	
10/1/19 - 645' of 18inch Line	
10/2/19 - 900' of 18inch Line	
10/4/19 - 300' of 18inch Line	
1845 ft Total	
Cameraing 1845 ft - \$1/ft	\$ 1,845.00
Vactruck Jetting - \$2.50/ft	\$ 4,612.50
Dumping Fees - \$65/ton	
- 10/3/19 5.61 Tons Dumped	
- 10/4/19 3.63 Tons Dumped	
9.24 Tons Total	600.6
31% complete	
TOTAL	\$7,058.10

Total due in 15 days. Overdue accounts subject to a service charge of 1.5 % per month

THANK YOU FOR THE OPPORTUNITY TO SERVE YOU.

20-02-021374

6967 N. Palmer Way
Hernando, FL 34442

352-302-8672
Fax 352-860-2663



T-N-T SEWER LLC



DATE 1/22/2020
Invoice # 20-900
Customer ID

Lic # CUC1224524

ATT:
Utilities Inc.
11633 Paradise Point Way
New Port Richey, FL. 34654

MW 1-28-20

Phone # 727-856-5400
Fax # 727-856-3400



Your Po #
#332907

Comments or special instructions:

Description	AMOUNT
Cameraing and Jetting/Vac 18 inch Sewer Main	
1/13/20 - 1/14/20	
Manhole 936-1060 (388 FT of heavy Cleaning)	\$ 1,746.00
Manhole 1060 - 1100 (375 Ft of Heavy Cleaning)	\$ 1,687.50
Manhole 1100 - 1120 (355 Ft Normal Cleaning)	\$ 887.50
Totalling 1118FT	
Cameraing 1118FT	\$ 1,118.00
73% Completion	
6.95 Tons Dumped x 75/ton	\$ 521.25
TOTAL	\$5,960.25

Total due in 15 days. Overdue accounts subject to a service charge of 1.5 % per month

THANK YOU FOR THE OPPORTUNITY TO SERVE YOU.

6967 N. Palmer Way
Hernando, FL 34442

352-302-8672
Fax 352-860-2663



T-N-T SEWER LLC



DATE 3/10/2020
Invoice # 20-902
Customer ID

Lic # CUC1224524

ATT:
Utilities Inc.
11633 Paradise Point Way
New Port Richey, FL. 34654

Phone # 727-856-5400
Fax # 727-856-3400

Your Po #

Comments or special instructions:

Description	AMOUNT
Camera/ Jetting/ Vactruck	
Last two lines	
2/26/2020 - Jet out 500 ft of 18in main	
2/27/2020 - Jet out last 200ft of 18in by the storm drain conflict box	
All heavy cleaning 5\$ a foot	\$ 3,500.00
Camera 1\$ a foot	\$ 700.00
Completion : 100%	
Dumping:	
11.37 Tons and 10.71 Tons	
22.08 Tons Total x 75\$ a ton	1656
TOTAL	\$5,856.00

Total due in 15 days. Overdue accounts subject to a service charge of 1.5 % per month

THANK YOU FOR THE OPPORTUNITY TO SERVE YOU.



Insituform
Technologies, LLC

Insituform Technologies, LLC is a subsidiary of Aegion Corporation

17988 Edison Avenue
Chesterfield, MO 63005
www.insituform.com

Kenny Boeh
Business Development Manager

Phone: (412) 310-8826
Fax: (813) 627-0006
Email: kboeh@aegion.com

8/7/2020



Email: wlneal@uiwater.com

Office: 800-272-1919

Re: Tierra Verde 18" Tuberculation Removal and CIPP Lining

Dear Lee,

Insituform Technologies, LLC, ("ITLLC") is pleased to provide the following proposal to **Utilities, Inc.**, hereinafter referred to as "Customer", for the scope of work detailed below for the above-referenced Project.

INSITUFORM SCOPE OF WORK / RESPONSIBILITIES

ITLLC will provide the following:

1. Mobilization and demobilization of personnel, equipment, and materials to and from the Project site. The price presented is based upon one (1) instance of mobilization and demobilization.
2. Install **polyester** resin impregnated CIPP liner in accordance with ASTM F1216 or F1743 using either water or air/pull-in/steam, at the discretion of ITLLC. We have not included any costs associated with the disposal of inversion water.
3. Clean and CCTV inspection of the pipe before the lining process with CCTV inspection after lining is complete as a deliverable.
4. Tuberculation removal in ductile iron pipe.
5. Removal of failed liner.
6. Standard ITLLC one-year warranty from date of installation, excluding any required warranty TV inspection and/or testing.
7. Standard insurance coverage with the following limits:
 - General Liability: \$2,000,000 per occurrence/\$4,000,000 aggregate Auto:
\$2,000,000 Combined Single Limit
 - Workers Compensation: Statutory with \$1,000,000 Employer's LiabilityThe above insurance shall not include Primary and Non-Contributory Coverage and ITLLC shall not provide a Waiver of Subrogation endorsement.

NOTE: Modifications to the Scope of Work/Responsibilities of ITLLC may result in a change in price and/or duration.

ASSUMPTIONS AND QUALIFICATIONS

ITLLC's Proposal Pricing is based upon the following assumptions and clarifications:

1. ITLLC assumes the work will be completed during dry weather conditions.
2. Quantities are estimated. Customer shall be invoiced for actual quantities at the stated unit price. Any changes or reductions to this scope post bid will be subject to a change in price.
3. ITLLC is an open-shop company and shall not be subject to any union requirements or agreements and will not enter into any Project Labor Agreement or any such similar agreement for this Project. Where required by the Contract Documents, ITLLC will pay the Prevailing Wages then in effect for the Project and will submit Certified Payroll Reports in a timely manner.

PROPOSAL PRICING

ITLLC proposes the following pricing for the scope of services described herein:

Item	Description	Unit	Qty	Unit Price	Total Price
1	Mobilization	LS	1	\$4,200.00	\$4,200.00
2	Clean/CCTV Inspect 18" Diameter	LF	688	\$7.00	\$4,816.00
3	Tuberculation Removal 18" Diameter at various locations	LS	1	\$4,340.00	\$4,340.00
4	CIPP 18" - 340-360 & 522-544 Pinellas Bwy	LF	688	\$61.20	\$42,105.60
6	Service Reinstatement	EA	9	\$125.00	\$1,125.00
8	Def Liner Removal/18"Sect. Liner 5' -370 Pinellas Bwy	LS	1	\$3,500.00	\$3,500.00
9	Protruding Tap Removal	EA	2	\$421.80	\$843.60
10	Clean/CCTV Inspect 6" Diameter	LF	130	\$4.20	\$546.00
11	CIPP 6" VCP/PVC	LF	130	\$60.00	\$7,800.00
12	Bypass Pumping 6"	LS	1	\$5,000.00	\$5,000.00
				Total	\$74,276.20

*Note: Pricing based on the information provided at time of proposal.

EXCLUSIONS :

The following items are excluded from ITLLC's above Pricing and Scope of Services / Responsibilities stated in this Proposal. These items, if necessary, applicable or otherwise required, shall be furnished by Customer, at Customer's direction and at no cost to ITLLC or may, upon mutual agreement in writing between ITLLC and Customer, be provided by ITLLC at an additional cost:

1. Any and all Permits, licenses and construction easements.
2. Manual operation of any pumping and/or metering stations.
3. Environmental/erosion controls (i.e., hay bales, silt fence, turbidity barriers, cofferdams, dikes etc.) that may be required adjacent to manholes, access points and/or water supply hose.
4. Any costs associated with obtaining effluent water from treatment plant.
5. Any costs associated from disposal of debris from Cleaning and CCTV inspection of sewer mains.
6. Burial and/or ramping of discharge or bypass hose/pipe.
7. Maintenance of traffic.
8. Any voids, missing bricks, major leaks in manhole structures for MH Rehabilitation.
9. Obstruction removal (calcium, concrete, mineral deposits, roots, etc.) and/or protruding tap removal.
10. Point repairs of any kind.
11. Any additional charges associated with the disposal of cure water.
12. Repair of pipe damaged during any industry standard high-pressure jet cleaning operations, preparation or lining and any subsequent cleaning necessary to remove debris that has fallen into the pipe as a result of any such collapse or repair.

13. Locations of and access (of ITLLC equipment and/or personnel) to all catch MH's/ catch basins associated with the project and as required by ITLLC's work plan.
14. Equivalent pipe diameter access from the invert to the street level at each installation site.
15. Payment and Performance bonds. If payment and performance bonds are required, add 2.5% to the total Project cost.
16. Removal and disposal of any hazardous or toxic materials encountered during the Project.
17. Holiday work, rush delivery or adverse weather work (as defined by ITLLC).
18. Complete independent testing of liner samples from each installation. Will be provided if required per specifications.
19. Certified Professional Engineer stamped designs. Will be provided if required in specifications.
20. State and local sales and/or use taxes.
21. Additional premiums for special insurance coverage(s) specific to this project.

GENERAL TERMS AND CONDITIONS:

1. ITLLC's Proposal is conditioned upon Customer's acceptance of the terms and conditions set forth herein. Customer's ordering of material or services by purchase order or otherwise, shall be treated as Customer's acceptance of such terms and conditions. All terms and conditions in Customer's purchase order or in any other communication to ITLLC, whether submitted previously or subsequently to this Proposal, which are additional to or inconsistent with the terms and conditions of this Proposal are not binding upon ITLLC and shall not be applicable to this Proposal, except to the extent accepted in writing by ITLLC. Any change or amendment to this Proposal, to be binding upon ITLLC, must be accepted in writing by ITLLC.
2. ITLLC has based its Proposal on a nominal wall thickness for the Insitube as shown in the price. This is based on the best available information at the time of this Proposal. Existing pipe deterioration in excess of the conditions assumed, ground water loads in excess of those assumed, or other loads or conditions may increase the recommended thickness for all or portions of the work. Final recommendations may be submitted to you following the completion of the preliminary TV phase of the project. Stated prices are subject to adjustment if design changes are agreed upon.
3. Specific service connections will be reconnected only when written directions are received from the Customer. The Customer will indemnify and hold ITLLC harmless from all claims arising from backups and other effects of such actions or inaction's from services not opened at the owner's request. In the event that Insituform is unable to locate or reconnect a service lateral internally, the Customer will externally reconnect the service at no cost to ITLLC.
4. This Proposal is valid for 30 days, unless otherwise extended by ITLLC.
5. PAYMENT: Payment is due in full, without exception or retention, within 30 days of the date of the invoice. Monthly partial progress payments may be requested for the value of work in progress or completed, including materials delivered to the Project site. Payments due and unpaid shall bear interest at the rate of 1½ % per month from the date payment is due. Should ITLLC incur costs or expenses to collect monies claimed due hereunder from Customer, Customer shall pay to ITLLC, in addition to all other sums due to ITLLC, attorneys' fees, consultants' costs, and other expenses and costs, including but not limited to litigation and/or arbitration expenses and arbitrator compensation, in connection therewith.
6. ITLLC is not a union shop and shall not be subject to any union requirements or agreements or project labor agreements. On public projects where required, ITLLC will pay prevailing wages as identified by Customer prior to submission of this Proposal.
7. Should ITLLC learn of any information that causes ITLLC concern about Customer's ability to pay and/or perform any of its obligations owing to ITLLC under Proposal, ITLLC has the right to request Customer to provide ITLLC adequate assurance of due performance on such terms as are deemed reasonable by ITLLC when acting in good faith, including the right to await full or partial payment from Customer as required by ITLLC. In such an instance, ITLLC may suspend its performance pending ITLLC's receipt of adequate assurance of due payment and/or performance in a manner found acceptable by ITLLC.
8. ITLLC shall not be responsible for any inability to perform under this Proposal or for any loss or damage due to delays or disruptions resulting directly or indirectly from, or contributed to by, any act of God, action or omission of Customer, act of civil or military authorities, fire, strike or other labor dispute, accident, flood, adverse weather, war, riot, terrorism, transportation delay, inability to obtain material or

fuel supplies, or any other circumstances beyond ITLLC's reasonable control, whether similar or dissimilar to any of the foregoing. If ITLLC crews are delayed on site for reasons beyond the control of ITLLC, then ITLLC's standby time will be invoiced to Customer at an hourly rate of **\$1,000** per hour.

9. Claims for Changed, Concealed or Unknown Conditions: If conditions are encountered at the site which are (1) materially changed; (2) subsurface or otherwise concealed physical conditions which differ materially from the information upon which this Proposal is based or (3) unknown physical conditions of an unusual nature, which differ materially from those ordinarily found to exist and generally recognized as inherent in construction activities of the character provided for herein, then the Proposal Price and Time shall be equitably adjusted to address the conditions, where prior written notification and approval of claims exist.
10. LIMITED WARRANTY: ITLLC WARRANTS TO CORRECT ANY DEFECT IN THE MATERIALS OR SERVICES PROVIDED BY ITLLC WHICH ARE BROUGHT TO THE ATTENTION OF ITLLC IN WRITING WITHIN ONE YEAR FOLLOWING COMPLETION OF ITLLC'S WORK, PROVIDED CUSTOMER AFFORDS ITLLC SUITABLE ACCESS AND WORKING CONDITIONS TO ACCOMPLISH SUCH CORRECTION.
11. Except for the express warranty forming a part of this Proposal, ITLLC DISCLAIMS ALL EXPRESS AND IMPLIED WARRANTIES, INCLUDING IMPLIED WARRANTIES OF MERCHANTABILITY. ITLLC'S LIABILITY TO CUSTOMER, WHETHER IN CONTRACT, WARRANTY, TORT OR OTHERWISE, IS LIMITED TO THAT PERMITTED UNDER THIS PROPOSAL, ITLLC Shall NOT BE LIABLE TO CUSTOMER FOR ANY SPECIAL, INCIDENTAL, INDIRECT OR CONSEQUENTIAL DAMAGES, INCLUDING WITHOUT LIMITATION DAMAGES FOR LOSS OF USE, LOST TIME, DELAY, DISRUPTION, INTERFERENCE, LOSS OF PRODUCTIVITY, INCONVENIENCE, LOST INCOME, OR LOST PROFITS.
12. This agreement may be terminated by either party upon seven (7) days written notice should the other party fail substantially to perform in accordance herewith through no fault of the party initiating the termination.
13. The terms and conditions of this Proposal form the entire agreement between the parties. All other terms, proposals, negotiations, representations, recommendations, statements or agreements, whether made or issued contemporaneously or previously, are excluded from and are not a part of this Proposal, and have no binding or enforceable effect. This Proposal, if accepted, shall be binding on the parties and their respective successors and assigns.

The information contained in this letter is proprietary to Insituform Technologies, LLC. and shall be retained by the recipient in confidence and shall not be published or otherwise disclosed to third parties without the express written consent of Insituform Technologies, LLC. The foregoing shall not preclude the use of any data which (i) was in its possession without restriction as to use prior to receipt as proprietary of the same or similar data from Insituform Technologies, LLC., (ii) is or becomes available from a public source on or after such receipt from Insituform Technologies, LLC. or (iii) is obtained by the recipient from a third party not under obligation of confidentiality or other restriction with respect to use.

Please do not hesitate to contact me with any further questions.

Very truly yours,

Insituform Technologies, LLC.



Kenny Boeh
Business Development Manager

Accepted By: Patrick C. Flynn
(signed)

Date: August 18, 2020

Patrick C. Flynn
(print name)

Title: Vice President of Operations