



Proposal from RedZone Robotics for:

FL Tierra Verde Sewer Pipeline Conditional Assessment

Submission Date: July 31, 2018

Prepared for:
Utilities Inc of Florida
200 Weathersfield Ave
Altamonte Springs, FL 32714

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

For:
Patrick Flynn
Vice President
Utilities Inc of Florida
200 Weathersfield Ave
Altamonte Springs, FL 32714



Cover Letter

July 31, 2018

Mr. Patrick Flynn
Vice President
Utilities Inc of Florida
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 of Florida 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' 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:

Patrick C. Flynn

Title:

Vice President

Date:

8/13/2018