

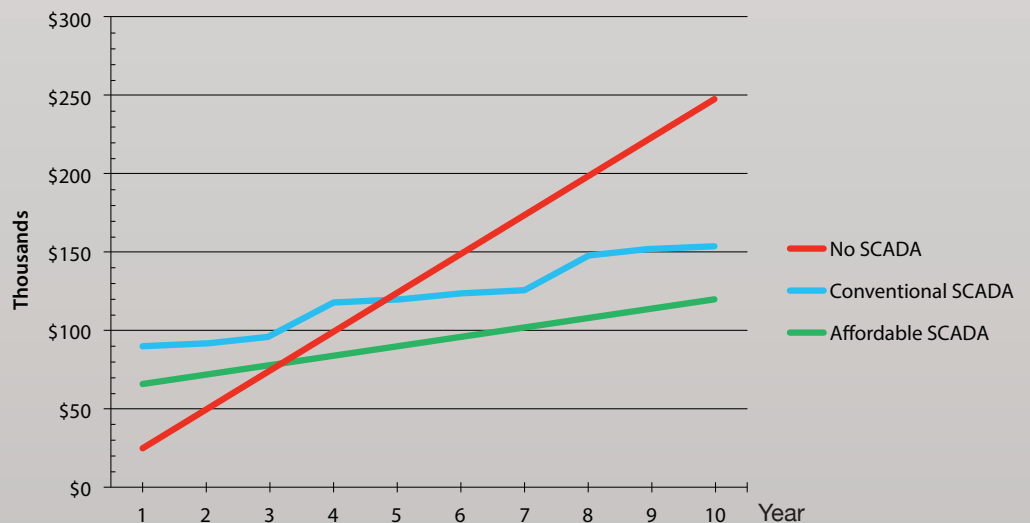


TEN YEAR COMPARISON

10 Year Comparison	No SCADA			Conventional SCADA			Affordable SCADA		
Description	Qty	\$/per	Total	Qty	\$/per	Total	Qty	\$/per	Total
Infrastructure Type									
lift station (full automation)	1	\$0	\$0	1	\$20,000	\$20,000	1	\$15,000	\$15,000
lift station (monitor only)	1	\$0	\$0	1	\$10,500	\$10,500	1	\$8,000	\$8,000
well	1	\$0	\$0	1	\$11,500	\$11,500	1	\$9,000	\$9,000
tank	1	\$0	\$0	1	\$11,500	\$11,500	1	\$9,000	\$9,000
PRV	1	\$0	\$0	1	\$11,500	\$11,500	1	\$9,000	\$9,000
HMI	1	\$0	\$0	1	\$25,000	\$25,000	1	\$10,000	\$10,000
Total Capital Costs			\$0			\$90,000			\$60,000
10 Year Life Cycle Costs									
Emergency Call-outs (4 hours a month)	480	\$50	\$24,000						
Physical Checks (1.5 hour a day, 5 days a week)	3900	\$35	\$136,500						
Overtime Physical Checks (3 hours a week)	1560	\$50	\$78,000						
Mileage (5 miles a day, 7 days a week)	18200	\$0.56	\$10,192						
New HMI Station				3	\$2,000	\$6,000			
Software Updates to match OS				2	\$20,000	\$40,000			
Annual Integrator Callout				9	\$2,000	\$18,000			
Annual Data Fees (\$100/month/node)							5	\$6,000	\$60,000
Total 10 year Costs			\$248,692			\$154,000			\$120,000

Total Cost Savings over 10 Years	\$128,692	\$34,000
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Cumulative Cost Comparison



*Actual costs will vary based on the system configuration