

San Diego Proforma (In USD)

Product & Qty (w/ Labor & Tax)	Cost to Contractor	Material only	Tax	Total	15% Contractor Mark-up	Total Contractor Mark-up	10% Contractor Overhead	Total Contractor Overhead	Not Taxed Contractor Labor	Total Contractor Labor	Unit price Inflation w/ labor & Tax	Initial	Yr 1
3220 1 GE Specified GE Evolve IQ intelligent Nodes (installation assumed to be incl. in Equipment)	\$ 2,441.84	\$ 7,882,080.89	\$ 195.33	\$ 628,968.46	none	0	none	0	included	none	\$ 2,838.97	\$ 28,401,334	\$ 2,401,772
13979 1 GE Specified GE Intelligent Controls (included w/ fixtures)	\$ -	\$ -	\$ -	\$ -	direct sale	0	direct sale	0	w/fixture	0	\$ 1,880.00	\$ -	\$ -
14579 1 LED Fixtures	\$ 672.86	\$ 2,124,260.28	\$ 53.81	\$ -	direct sale	0	direct sale	0	included	none	\$ 1,118.69	\$ 3,217,954	\$ -
3158 1 GE Specified GE Evolve Cobra Head (Shoobox Pake 400w Mel Hal)	\$ 1,484.00	\$ 4,289,446.23	\$ 119.52	\$ 343,159.70	\$ 242.04	694,802,941	\$ 165.56	\$ 532,749,225	\$ 300.00	\$ 861,500	\$ 2,341.18	\$ 6,121,941	\$ 182,608
2871 1 GE Specified Intelligent Sports Fixture w/ GE LI Grid Node	\$ 1,322.01	\$ 3,956,030.00	\$ 108.76	\$ 317,582.40	\$ 214.17	642,496.86	\$ 164.19	\$ 482,580,926	\$ 100.00	\$ 300,000	\$ 1,904.13	\$ 5,716,380	\$ 147,882
3000 1 GE Specified Post Top Fixtures	\$ 156.40	\$ 93,246.00	\$ 12.43	\$ 7,459.20	direct sale	none	direct sale	none	included	none	\$ 167.83	\$ 100,699	\$ -
600 1 GE Specified Post Top Fixtures	\$ 339.68	\$ 1,681,317.00	\$ 27.17	\$ 134,505.36	\$ 55.02	272,373.354	\$ 42.19	\$ 208,819,571.4	\$ 100.00	\$ 495,000	\$ 664.04	\$ 2,792,015	\$ 2,401,772
4950 1 Replace GE Nodes (old node to new) (GE LI Grid Node)	\$ 83.25	\$ 289,700.00	\$ 6.66	\$ 23,976.00	direct sale	none	direct sale	none	\$ 10.00	\$ 36,000	\$ 89.91	\$ 359,676	\$ -
3600 1													
<b>Data Services</b>													
12GB (41MM events)/mo Parking - API												\$ 1,442,432	\$ -
6GB (12K events)/mo Car Image on Demand - API												\$ 25,000	\$ 110,165
31GB (77MM events)/mo Traffic - API												\$ 207,360	\$ 43,770
55GB (14K events)/mo Public Safety - API												\$ 20,736	\$ 182,608
124GB (311MM events)/mo Pedestrian Planning - API												\$ 20,736	\$ 723,944
4GB (10MM events)/mo 3rd Party Data - API												\$ -	\$ 45,692
Entire city (30 nodes/sq mi Gun Shot Detection - Swisspotter App												\$ -	\$ -
VMS + 30 days cloud Surveillance - Genetec App												\$ 128,600	\$ 93,234
See Civic Smart Tab Civic Smart (note: does not include existing contract values)												\$ -	\$ 224,045
hosting, network, etc. Lightgrid Controls												\$ 1,440,000	\$ (1,571,340)
Commissioning													
Concession													
<b>Service Cost</b>													
Customer Support (Prelix)												\$ 65,641	\$ -
Global Care - Maintenance and Support												\$ 215,417	\$ -
Training												\$ -	\$ (281,058)
Concession												\$ -	\$ -
<b>Financing Cost</b>													
Loan principle												\$ 30,243,766	\$ (2,482,069)
Interest Expense (1% APR, Term = 13yrs)												\$ -	\$ (2,482,069)
<b>Energy Savings</b>													
San Diego Cash Flow													
Annual Loan Payment												\$ -	\$ 2,953
One time Rebate of \$1,082,380 (ammon 13yrs)												\$ -	\$ (2,482,069)
Energy Cost (savings)												\$ -	\$ 83,280
												\$ -	\$ 2,401,772