

August 26th, 2021

Robert O'Brien  
Supervisor, Town of Hartwick  
103 Town Dr  
Hartwick, NY 13348

Re: Town of Hartwick Smart Cities Scope

**SUSTAINABLE  
ENGINEERING  
SOLUTIONS**

Dear Supervisor,

Guth DeConzo has completed the design of the smart cities portion of the project. This cost proposal was created to recommend the following scope of work to be completed:

- The installation of ten (10 ) Ubiquia Ubihub access points (APs), covering two zones.
- The first zone is covered by four (4) APs at the ball fields located at the end of Wells Ave and within the adjacent park. The backhaul originates at the Library and uses a Nanobeam bridge to wirelessly extend the connectivity to its first access point.
- The second zone has six (6) APs running up Rt 11 from the town hall to just past Earle's Rd. Two pairs of Nanobeam bridges extend the back haul to both ends of the zone ensuring even distribution of the available connectivity.
- The scope includes 5 years of Wifi management SAAS and a 1 year warranty on equipment and installation.
- The installation will be performed by Adirondack Cabling as a sub of Aspire and includes all minor material, equipment and commissioning of a fully functional system.
- The scope excludes the configuration of existing firewalls and any cost associated with the data usage from your internet provider.

We have reviewed the cost proposals and determined the cost to be reasonable and expected. A breakdown of the costs are as follows:

- |                                      |                 |
|--------------------------------------|-----------------|
| • Material (Aspire Technologies):    | \$31,200        |
| • Installation (Adirondack Cabling): | <u>\$10,400</u> |
| <b>Sub Total:</b>                    | <b>\$41,600</b> |
| • Contingency ~10%:                  | \$4,000         |
| • Estimated NYPA Fees:               | <u>\$13,452</u> |
| ○ (17.0% + 12.5%)                    |                 |

**Final Total: \$59,052**

As such, Guth DeConzo Consulting Engineers, PC recommends approval of the above scope in the total amount of \$59,052.

The Town was pre-approved for up to \$60K in smart cities project, with \$20k in base grant and \$20k in matching grant and customer contribution. Per the above costs the matching customer contribution will be no greater than \$19,526 and the grant will total \$39,526. The balance of available grant will be forfeited as unused and any remaining money from unused allowances or IDC estimate will be returned to the project and the grant amount reduced.

**SUSTAINABLE  
ENGINEERING  
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Returning a sign copy of this proposal provides authorization to Guth DeConzo to submit this scope letter to NYPA on behalf of the Town and approval to proceed to construction once funding has been allocated. If you have any questions or comments, please contact me at your convenience.

Sincerely,



BouJeloud Reed, LC  
Director, Electrical Engineering

Accepted For: \_\_\_\_\_

By: \_\_\_\_\_  
(Name and Company of Authorized Individual)

\_\_\_\_\_  
(Title of Authorized Individual)

Date: \_\_\_\_\_

