

Application No. _____

Exhibit No. _____

Date _____

Witness _____

BEFORE THE
PUBLIC UTILITIES COMMISSION
OF THE STATE OF CALIFORNIA

GOLDEN STATE WATER COMPANY

WORKPAPERS

GENERAL OFFICE
CORPORATE SUPPORT
CAPITAL

Prepared by:
GOLDEN STATE WATER COMPANY
630 East Foothill Boulevard
P. O. Box 9016
San Dimas, CA 91773

July 2020

INFORMATION TECHNOLOGY WORKPAPERS



Quality IT Innovation

2707 E Valley Blvd, Suite 312, West Covina, California 91792
t. 626.964.4445 f. 626.964.4447 e. sales@kambrian.com

Computrace Software

QUOTE

Number KAMQ3883

Date Sep 16, 2019

Sold To

Ship To

Golden State Water Company
Roy Ditching
630 E Foothill Blvd
San Dimas, CA 91773
United States

Golden State Water Company
Roy Ditching
630 E Foothill Blvd
San Dimas, CA 91773
United States

Phone 909-394-3600
Email roy.ditching@gswater.com

Phone 909-394-3600
Email roy.ditching@gswater.com

RFQ #

Sales Rep

FOB

Valid Until

Terms

JonathanChang

Destination

10/16/2019

Net 30

Line	Part Number	Description	Qty	Unit Price	Ext. Price
1	DDSPRM-GD-V1-36	ABSOLUTE SOFTWARE : Absolute DDS Premium - 36 Month Term - 1-2499 Unit Volume	700	\$90.31	\$63,217.00

Unless otherwise indicated Sales Tax and Freight TBD on Ship-To address.
Credit Card fee is 3.5%.
CA Shipments: CA Electronic Waste Recycling (eWaste) Fee will apply to
monitors, laptops or tablets.
Microsoft Licensing Quotes are valid only during the month they are created
in.

SubTotal	\$63,217.00
Tax/Rate 0.00 %	\$0.00
Shipping/Freight	\$0.00
Total	\$63,217.00

Please contact me if I can be of further assistance.
Andrew.Youssef@kambrian.com

DUNS: 831603241
EIN: 27-0730446
CAGE: 5PEE6
8a, WOSB, SDB(Federal)
State of CA SBE: 1109163
LSBE# 8107 (Los Angeles County)
Schedule 70 Award #47QTCA19D000A
CMA # 3-18-70-3626A.
E-Rate SPIN # 143051132

Cybersecurity - Application Whitelisting System

SALES QUOTATION

Date: 1/14/2020



6150 Lusk Blvd, Suite 8204
 San Diego, CA 92121
 P: 858-997-3390
 F: 858-263-1283

Contact Name: Wade Heisen
 Company: Golden State Water Company
 Address: 630 E Foothill Blvd
 San Dimas CA 91773
 Phone: 909 394 3600
 Email: wade.heisen@gswater.com
 Terms: Net30
 Quote Expiration: 2/13/2020
 *Quote: Budgetary 01142020

Item	Quantity	Part Number	Description	Serial Number	Start Date	End Date	Unit Price	Total
1)	1000	[REDACTED]	desktop/laptop with premium maintenance & support, [REDACTED] volume tier 1,000 - 2,499.	[REDACTED]	1/9/2021	1/8/2024	\$ 86.35	\$ 86,350.00

Cody Cusano
 Account Manager
 cody@evotek.com

Sub-Total: \$ 86,350.00
 Sales Tax: *See Note
 Shipping: N/A
TOTAL: \$ 86,350.00

Purchase orders can be submitted electronically to purchasing@evotek.com

TERMS AND CONDITIONS: If this quote is issued pursuant to a written agreement between the parties hereto, then the terms and conditions of that written agreement shall control the purchase of any products and services set forth herein; otherwise, this quote and the purchase of any products and services set forth herein shall be governed by the Terms and Conditions available at: www.evotek.com/legal. No additional or conflicting terms or conditions will apply without EVOTEK's prior written consent and any such additional or conflicting terms and conditions, including without limitation as set forth on customer's purchase order, acknowledgement or any other business form, are hereby rejected by EVOTEK.

QUOTE ACCEPTANCE: BY SIGNING BELOW YOU AGREE TO BE BOUND BY THIS QUOTE AND TO PURCHASE THE PRODUCTS AND SERVICES SET FORTH HEREIN AND YOU CONFIRM THAT YOU HAVE THE AUTHORITY TO BIND ANY ENTITY ON WHOSE BEHALF YOU ARE SIGNING, INCLUDING WITHOUT LIMITATION FOR THE OBLIGATION TO PAY ALL AMOUNTS SET FORTH HEREIN.

SIGNATURE: _____
 NAME: _____
 TITLE: _____
 DATE: _____

*Quoted amounts exclude sales taxes, to be charged on all U.S. shipments. Submit exemption certificates for tax-exempt purchases.

Liber Security - Data Loss Prevention and Enterprise Digital Rights Management - Server



Quote - 'DLP Server'
 Quote ID: 3461926
 Version: 1
 Date: 21 Oct 2019
 Prepared by: Jacob Stanley, Universal - jake.stanley@hpe.com

System Unit #1	Mfr Part Number	Description	Quantity	Price	Total
Processor			1	\$1,169.00	\$1,169.00
Memory			4	\$1,119.00	\$4,476.00
License w/ ILO	EGU59ABE	HPE ILO Advanced Electronic License with 1yr Support on ILO Licensed Features	1	\$399.00	\$399.00
Power Supply	865408-B21	HPE 500W Flex Slot Platinum Hot Plug Low Halogen Power Supply Kit	1	\$295.00	\$295.00
Hard Disk Drive	872475-B21	HPE 300GB 12G 10K rpm HPL SAS SFF (2.5in) Smart Carrier ENT 3yr Wdy Digitally Signed Firmware HDD	2	\$299.00	\$598.00
Hard Disk Drive	870759-B21	HPE 900GB 12G 15k rpm HPL SAS SFF (2.5in) Smart Carrier ENT 3yr Warranty Digitally Signed Firmware Hard Drive	6	\$1,149.00	\$6,894.00
HW Support			1	\$650.00	\$650.00
Total:				\$18,833.00	\$18,833.00

< 650.00 > ←
 3 yr. Maintenance
 \$18,183.00 capital + taxable amount

Advisory Notes
 P19775-B21 Optimum performance is achieved when Memory is installed in multiples of 12 modules

Terms and Conditions

Cybersecurity - Data Loss Prevention & Enterprise
Digital Rights Management

QUOTE

Quote To:

Golden State Water
Daniel Diaz
 630 E. Foothill Blvd.
 San Dimas, CA 91773
 United States
 (909) 394-3600
 daniel.diaz@gswater.com

Ship To:

Qty	Description	Unit Price	Ext. Price
-----	-------------	------------	------------

BUDGET QUOTE FOR 2022 - 36 MONTH TERM
 COVERAGE PERIOD: February 16, 2022 TO February 15, 2025

		\$37.64	\$37,640.00
		\$37.64	\$37,640.00
		\$53.14	\$53,140.00
		\$7,875.00	\$7,875.00
		\$78.28	\$78,280.00
		\$109.78	\$109,780.00
		\$110.70	\$110,700.00
		\$2,500.00	\$25,000.00

Authorized Representative Name: _____

Authorized Reps Signature: _____

Date Signed: _____

Customer PO# & Signature _____

SubTotal	\$460,055.00
Sales Tax	\$0.00
Shipping	

Total \$460,055.00

This quote is valid for 30 days unless otherwise stated Credit Terms are subject to approval of your application by our Finance Department. All Taxes as applicable will be added. Returns are subject to approval and restocking fees. No returns for electronically delivered products.

Your signature above is acceptance of our quote and the above terms and conditions

Cybersecurity - Endpoint Protection Platform

SALES QUOTATION

Date: 10/24/19

Contact Name: Wade Heisen
 Company: Golden State Water Company
 Address: 630 E Foothill Blvd
 San Dimas CA 91773
 Phone: 909 394 3600
 Email: wade.heisen@gswater.com
 Terms: Net30
 Quote Expiration: 11/23/19
 *Quote: Budgetary

Item	Quantity	Part Number	Description	Serial Number	Start Date	End Date	Unit Price	Total
1)	1400				11/17/20	11/16/23	\$ 190.62	\$ 266,868.00
2)	1400				11/17/20	11/16/23	\$ -	\$ -
3)	1400				11/17/20	11/16/23	\$ -	\$ -
4)	1400				11/17/20	11/16/23	\$ -	\$ -
5)	1400				11/17/20	11/16/23	\$ 51.00	\$ 71,400.00
6)	1400				11/17/20	11/16/23	\$ 20.15	\$ 28,210.00
7)	1				11/17/20	11/16/23	\$ 30,000.00	\$ 30,000.00

- maint.

Sub-Total: \$ 396,478.00
 Sales Tax: *See Note
 Shipping: N/A
 TOTAL: \$ 396,478.00

Total Maint. - \$ 30,000.00
 Total Capital - \$ 366,478.00

Purchase orders can be submitted electronically to purchase@gswater.com

TERMS AND CONDITIONS: If this quote is issued pursuant to a written agreement between the parties herein, then the terms and conditions of that written agreement shall control the purchase of any products and services set forth herein; otherwise, this quote and the purchase of any products and services set forth herein shall be governed by the Terms and Conditions available at: www.evotek.com/legal. No additional or conflicting terms or conditions will apply without prior written consent and any such additional or conflicting terms and conditions, including without limitation as set forth on customer's purchase order, acknowledgment or any other business form, are hereby rejected.

QUOTE ACCEPTANCE: BY SIGNING BELOW YOU AGREE TO BE BOUND BY THIS QUOTE AND TO PURCHASE THE PRODUCTS AND SERVICES SET FORTH HEREIN AND YOU CONFIRM THAT YOU HAVE THE AUTHORITY TO BIND ANY ENTITY ON WHOSE BEHALF YOU ARE SIGNING, INCLUDING WITHOUT LIMITATION FOR THE OBLIGATION TO PAY ALL AMOUNTS SET FORTH HEREIN.

SIGNATURE: _____
 NAME: _____
 TITLE: _____
 DATE: _____

Cybersecurity - File Security Management



En Pointe IT Solutions
 2121 Rosecrans Ave. Suite 4310
 El Segundo, CA 90245
 Phone: (424) 220-6700

Quote Number: 3339847
 Description: [REDACTED]
 Contact Name: Wade Heisen
 Contact Email: wade.heisen@gswater.com
 PO Number:
 Phone Number: (424) 269-2725
 Ship Via: Best Way - Ground
 Order Notes:

Created By: [REDACTED]
 Created Date: 10/25/2019 12:03:07 PM
 Modified By: [REDACTED]
 Modified Date: 10/28/2019 11:04:10 AM

Bill To:	Ship To:
GOLDEN STATE WATER COMPANY (1028344)	GOLDEN STATE WATER COMPANY (1028344)
630 EAST FOOTHILL BLVD	ATTN: DONNA KEITH
SAN DIMAS CA 91773	630 EAST FOOTHILL BLVD
Phone Number: (909) 394-3600	SAN DIMAS CA 91773

Item	Qty	Price	Ext Price
System 1			
[REDACTED]	1000	45.21	45,210.00
Avail: 0			
[REDACTED]	1000	45.21	45,210.00
Avail: 0			
[REDACTED]	1	4,687.24	4,687.24
Avail: 0			
System Subtotal in USD:			95,107.24
Subtotal in USD:			95,107.24
Best Way - Ground Shipping:			0.00
Total Tax:			0.00
Total:			95,107.24
<i>less maintenance</i>			<i>4,687.24</i>
<i>Total Capital</i>			<i>90,420.00</i>

Thank you for giving En Pointe IT Solutions the opportunity to quote you these items.

We look forward to doing business with you in the future.

Product Prices and Sales Tax are subject to change without notice and a Freight charge may be added to the invoice.

Availability is based on ETAs provided by the vendors on the day this quote was generated.

Times listed are Pacific Standard Time (PST).

Cybersecurity - Identity Management

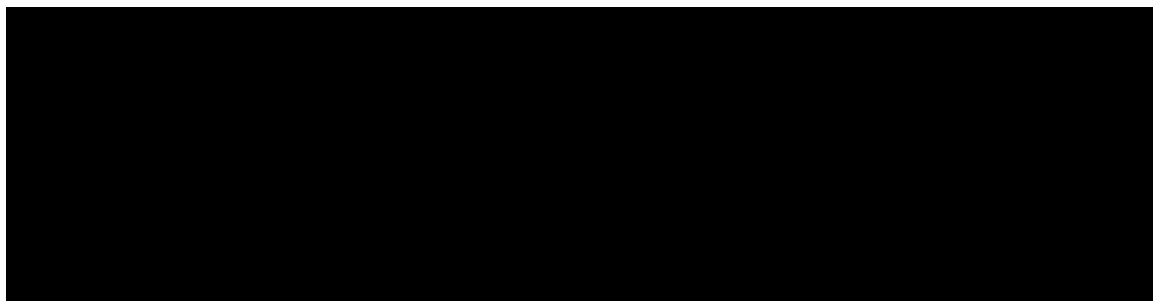
From: [Redacted]
To: [Heisen, Wade](#)
Subject: [Redacted]
Date: Friday, October 25, 2019 1:29:48 PM
Attachments: [image.png](#)

EXTERNAL EMAIL

Hey Wade,

See the 3-year order form attached.

Professional Services will be a custom SOW, no less than 50k but will need to be scoped at the time of engagement.



Term Start Date: 10/31/2019
Term End Date: 10/30/2022
Term (Months): 36

Billing Frequency: Annual
Payment Terms: Net 30
Currency: USD

IT Subscription Service	Unit of Measurement	Quantity	Price/UOM	Annual Fees
[Redacted]	Users per Month	1,000	170	20,400.00
[Redacted]	Users per Month	1,000	170	20,400.00
[Redacted]	Users per Month	1,000	5.10	61,200.00
[Redacted]	Users per Month	1,000	3.40	40,800.00

IT Subscription Services Subtotal 142,800.00

Add-On Services

[Redacted]	21,420.00
[Redacted]	49,980.00
[Redacted]	28,560.00

Add-On Services Subtotal 99,960.00

Total Year 1 Fees	242,760.00
Total Contract Value	728,280.00

Pricing and Terms are non-binding, subject to [Redacted] Management approval, and contingent upon execution on or before Quote Expiration Date.

[Redacted]
Corporate Account Executive

[Redacted]

[Redacted]

[Redacted]

Pricing Proposal



Golden State
Water Company
A Subsidiary of American States Water Company

User Licensing for 3 Years List pricing

Advanced List Pricing per User		Price
Licensing Term		
3 Year	Per User	\$345.34
Total List Price for 3 Years for 1,000 Users		\$345,340.00

Professional Services		
Deployment Service (Deliverables Document Attached)		\$13,650
Day 2 Operations Resident (Meet 1x a week for 4 weeks)		\$4,980
Dedicated resource, hands on keyboard, customer led deliverables/tasks		
Total One Time Services Cost		\$18,630

Cybersecurity - Mobile Endpoint Protection

SALES QUOTATION

Date: 10/24/19

Budgetary [REDACTED] w/ Support Renewal



Contact Name: Wade Heisen
 Company: Golden State Water Company
 Address: 630 E Foothill Blvd
 San Dimas CA 91773
 Phone: 909 394 1600
 Email: wade.heisen@gswater.com
 Terms: Net30

Quote Expiration: 11/23/19

*Quote: Budgetary [REDACTED]

Item	Quantity	Part Number	Description	Serial Number	Start Date	End Date	Unit Price	Total
1)	1400	[REDACTED]	[REDACTED]		11/17/20	11/16/23	\$ 65.10	\$ 91,140.00
2)	1400	[REDACTED]	[REDACTED]		11/17/20	11/16/23	-	\$ -
3)	1400	[REDACTED]	[REDACTED]		11/17/20	11/16/23	-	\$ -
4)	1	[REDACTED]	Express Support		11/17/20	11/16/23	\$ 10,936.80	\$ 10,936.80 - maint.

Sub-Total: \$ 102,076.80
 Sales Tax: *See Note
 Shipping: N/A
 TOTAL: \$ 102,076.80

Purchase orders can be submitted electronically to [REDACTED]

Total Maint: - < \$10,936.80 >
 Total Capital - \$91,140.00

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QUOTE ACCEPTANCE: BY SIGNING BELOW YOU AGREE TO BE BOUND BY THIS QUOTE AND TO PURCHASE THE PRODUCTS AND SERVICES SET FORTH HEREIN AND YOU CONFIRM THAT YOU HAVE THE AUTHORITY TO BIND ANY ENTITY ON WHOSE BEHALF YOU ARE SIGNING, INCLUDING WITHOUT LIMITATION FOR THE OBLIGATION TO PAY ALL AMOUNTS SET FORTH HEREIN.

SIGNATURE: _____
 NAME: _____
 TITLE: _____
 DATE: _____



Order Form

DATE 10/2/2019
 Order Form # 161
 Customer ID GSW

Quotation For:
 Wade Heisen
 Golden State Water
 wade.heisen@gswater.com

Quotation valid until: 11/1/2019

QUANTITY	DESCRIPTION	Monthly Rate/User	Annual/User	Total
1,000	[REDACTED] - User Seat	\$ 3.00	\$ 36.00	\$ 36,000.00
1,000	[REDACTED] - User Seat	\$ 3.00	\$ 36.00	\$ 36,000.00
<input type="checkbox"/> Total				\$ 72,000.00

1,000	3-Year - [REDACTED] - User Seat	\$ 2.25	\$ 27.00	\$ 81,000.00
1,000	3-Year - [REDACTED] - User Seat	\$ 2.25	\$ 27.00	\$ 81,000.00
<input type="checkbox"/> Total				\$ 162,000.00

Term & Conditions

- Subscription Agreement [Per standard SDO Subscription Agreement](#)
- Payment Terms: Payments to be made in Advance due 30-days from receipt of the first invoice.
- Win / MacOS Agent required to manage end points through directory services and/or when using [REDACTED]

Professional Services Included:

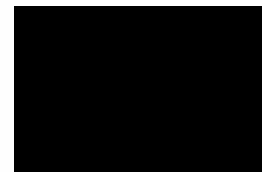
1. User enrollment
2. Enterprise Authentication (Pending Discovery)
3. [REDACTED] (verified in app logs)
4. iPhone and Android support

 Initial Option Above, Sign Here.

THANK YOU FOR YOUR BUSINESS!

Cyber security - Network Detection and Response

Price Estimate



Price Estimate for planning and information purposes only and is not a binding offer from [Redacted]

Date: 01-Oct-2019

Estimate ID: [Redacted]

Deal ID: [Redacted]

NA

All Prices Shown in USD

Part Number	Description	Service Duration (Months)	Estimated Lead Time (Days)	Unit List Price	Pricing Term	Qty	Unit Net Price	Disc(%)	Extended Net Price
[Redacted]	[Redacted]	---	21	0.00		1	0.00	0.00	0.00
[Redacted]	[Redacted]	---	3	0.00		3000	0.00	0.00	0.00
[Redacted]	[Redacted]	36	N/A	42.25		3000	42.25	0.00	126,750.00
[Redacted]	[Redacted]	---	3	0.00		1	0.00	0.00	0.00
[Redacted]	[Redacted]	---	3	0.00		1	0.00	0.00	0.00
[Redacted]	[Redacted]	---	N/A	23,500.00		1	23,500.00	0.00	23,500.00
[Redacted]	[Redacted]	---	N/A	6,000.00		1	6,000.00	0.00	6,000.00

Valid through

FOB Point None

Note:

Product Total 29,500.00

Service Total : 0.00

Subscription Total 126,750.00

Total Price: 156,250.00

Signed: _____



This Price Estimate does not constitute an offer to sell products, but is instead an invitation to issue a purchase order to [Redacted] until the valid date specified in the price estimate. Such a purchase order will be subject to [Redacted] standard procedures, terms and conditions for the acceptance of purchase orders. This order may be subject to indirect tax (VAT, GST, sales tax or other indirect taxes), duty and freight charges even if not noted on this estimate.

Cybersecurity - Password Blacklist Checking Solution

Created Date 10/16/2019
Expiration Date 1/16/2020
Quote Number 00001056
Prepared By [REDACTED]
Email [REDACTED]
Contract 00003857
End customer
Account Name Golden State Water Company

Customer
Contact Name Wade Heisen
Account Name Golden State Water Company

Contract Information

End current Term 1/16/2020
New term from 1/17/2020

Thank you for your continued support as a [REDACTED] customer! This quote provides pricing for your license contract renewal, which expires in the coming weeks. Don't hesitate to contact us if you have any questions.

SKU	Product	Cur	Quantity	VD Unit Price	Months	Discount	Discount Amount	Monthly Price	Total Price
[REDACTED]	[REDACTED]	USD	1,000	0.1146	36	20.00%	825.12	91.68	3,300.48
[REDACTED]	[REDACTED]	USD	1,000	0.4550	36	20.00%	3,276.00	364.00	13,104.00

Total Price USD 16,404.4800

The software offered to you is provided under the following terms:

- The Software is licensed according to the [REDACTED] Software License & SaaS Agreement. Please refer to document attached to this quote.
- Pricing excludes applicable taxes and fees.
- Pricing will not increase by more than 2% compared to previous annual term.
- 30 day payment terms apply.
- [REDACTED] will make every effort to deliver products online within 2 working days of receiving your order.
- Interest is calculated at 1% per month, 12% per annum on all accounts past due.
- The contract will automatically renew at the end of the term for another 12 months unless terminated in writing with a least 30 days notice. [REDACTED] will send at least 2 renewal notifications prior to 30 day notice period to an agreed upon customer corporate e-mail address.

Acceptance of quote with above terms:

Signature: _____

Name and Title: _____

Date: _____

Generic e-mail for renewal notifications: _____



Cyber security - Phishing Simulation System



Company Address [Redacted]
US

Created Date 9/4/2019
Expiration Date 9/30/2020
Quote Number 00341474
Payment Terms Net 30

Prepared By [Redacted]
Email [Redacted]
Phone [Redacted]

Contact Name Wade Heisen
Phone 9093943600
Email wade.heisen@gswater.com

Bill To Name Golden State Water Company
Bill To 630 E Foothill Blvd
San Dimas, CA 91773
United States

Ship To Name Golden State Water Company
Ship To 630 E Foothill Blvd
San Dimas, CA 91773
United States

Description Free homecourses

Product	Product Description	Sales Price	Quantity	Total Price
[Redacted]	1001-2000 Users	USD 41.04	1,001.00	USD 41,081.04
[Redacted]	3 Years			
[Redacted]	Home Internet Security Course Access	USD 0.00	1,001.00	USD 0.00

Subtotal USD 41,081.04
Total Price USD 41,081.04
Tax USD 0.00
Grand Total USD 41,081.04

Quote Acceptance Information

Signature {{Sig_es_:Signer1:Signature }}
Name {{Name_es_:Signer1:fullname }}
Title {{Title_es_:Signer1:title }}
Date {{Date_es_:Signer1:date }}

Your signature on this quote tells us that you have the authority to make this purchase on behalf of your company and that you agree to pay within the stated terms. The subscription period will begin when we process your order, which is when we receive your signed quote. Unless included on the invoice, customer is responsible for any applicable sales and use tax. [Redacted] standard Terms of Service ([Redacted] and Product Privacy Policy ([Redacted] apply, unless mutually agreed otherwise



Sales Rep.	[Redacted]
Date	October 7, 2019
Quote #	Q-165046-1

Quote For Budgetary Purposes Only

Quote To:

Wade Heisen
 Golden State Water Company
 630 E. Foothill Blvd.
 San Dimas, CA 91773
 UNITED STATES

Deliver To:

Wade Heisen
 Golden State Water Company
 630 E. Foothill Blvd.
 San Dimas, CA 91773
 UNITED STATES

Quote Expiration Date: November 6, 2019

*Must match shipping address on purchase order (if applicable)
 Renewal Term: November 1, 2019 - October 31, 2020

Other

Qty	SKU	Description	Unit Price	Ext. Price
1	[Redacted]	[Redacted]	USD 3,430.90	USD 3,430.90 - maint.
1	[Redacted]	[Redacted]	USD 15,595.00	USD 15,595.00
1	FREIGHT	Freight	USD 65.20	USD 65.20
			Other TOTAL:	USD 19,091.10
			TAXES:	USD 1,807.47 - tax
			SHIPPING:	USD 65.20
			QUOTE TOTAL:	USD 20,898.57

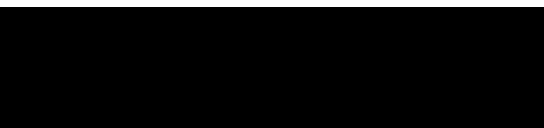
THIS QUOTE IS FOR BUDGETARY PURPOSES ONLY AND IS NOT INTENDED TO BE USED AS A BINDING AGREEMENT. IF YOU WISH TO PLACE AN ORDER, PLEASE CONTACT YOUR SALES REPRESENTATIVE TO NEGOTIATE A FULLY EXECUTABLE QUOTE.

Notes

less maintenance - <3,430.90>
 less taxes - <1,807.47>

Total Capital
 & Taxable - \$15,660

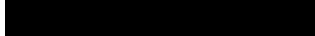
Cybersecurity - Security Information and Event Management



Prepared By



Email



Prepared for
Golden State Water Company

Quote Number
Q-146478-1

Date
10/21/2019

Expiration Date
4/18/2020

Billing Information
630 E Foothill Boulevard
San Dimas, CA 91773 US

Shipping Information
630 E Foothill Boulevard
San Dimas, CA 91773 US

Product SKU	List Price	Qty	Term	List Subtotal	Additional Discount (%)	Subtotal
[Redacted]	\$25,600.00	1		\$25,600.00	0.00	\$25,600.00
[Redacted]	\$11,600.00	1		\$11,600.00	0.00	\$11,600.00
[Redacted]	\$0.00	3,500		\$0.00	0.00	\$0.00
[Redacted]	\$8.00	3,500		\$28,000.00	0.00	\$28,000.00
[Redacted]	\$34.00	3,500		\$119,000.00	0.00	\$119,000.00
[Redacted]	\$30.50	1,000		\$30,500.00	0.00	\$30,500.00
[Redacted]	\$0.00	25	12	\$0.00	0.00	\$0.00
[Redacted] - renewal	\$128,820.00	1	36	\$128,820.00	0.00	\$128,820.00 - maint.
[Redacted] - annually of products price	\$2,500.00	8		\$20,000.00	0.00	\$20,000.00
[Redacted]	\$100.00	80		\$8,000.00	0.00	\$8,000.00

} hardware

Product SKU	List Price	Qty	Term	List Subtotal	Additional Discount (%)	Subtotal
[Redacted] Training prepaid token. Use to enroll in [Redacted] Training classes (virtual or classroom). Please review the amount of tokens required for the class.						\$371,520.00

Total: USD 371,520.00
 less maintenance < 128,820.00 >
 Total Capital 242,700
 Total Taxable 37,200



Customer

Signature: _____
 Print Name: _____
 Title: _____
 Date: _____

Signature: _____
 Print Name: _____
 Title: _____
 Date: _____

Cybersecurity - User and Entity Behavioral Analytics



En Pointe IT Solutions
 2121 Rosecrans Ave. Suite 4310
 El Segundo, CA 90245
 Phone: (424) 220-6700

Quote Number: 3343698
Description: [REDACTED]
Contact Name: Wade Heisen
Contact Email: wade.heisen@gswater.com
PO Number:
Phone Number: [REDACTED]
Ship Via: Best Way - Ground

Created By: [REDACTED]
Created Date: 10/28/2019 08:30:25 AM
Modified By: [REDACTED]
Modified Date: 10/28/2019 11:06:47 AM
Order Notes:

BILL TO
 GOLDEN STATE WATER COMPANY (1028344)
 630 EAST FOOTHILL BLVD
 SAN DIMAS CA 91773
Phone Number: (909) 394-3600

SHIP TO
 GOLDEN STATE WATER COMPANY (1028344)
 ATTN: DONNA KEITH
 630 EAST FOOTHILL BLVD
 SAN DIMAS CA 91773

QUOTE ITEMS

Description	Avail	Qty	Price	Ext Price
System 1				
[REDACTED]	0	1000	46.81	46,810.00
[REDACTED]	0	1000	62.42	62,420.00
[REDACTED]	0	1000	62.42	62,420.00
[REDACTED]	0	1000	44.96	44,960.00
[REDACTED]	0	1000	40.56	40,560.00
[REDACTED]	0	1000	40.56	40,560.00
System Subtotal in USD:			297,730.00	
Subtotal in USD:			297,730.00	
Best Way - Ground Shipping:			0.00	
Total Tax:			0.00	
Total:			297,730.00	

Thank you for giving En Pointe IT Solutions the opportunity to quote you these items.
 We look forward to doing business with you in the future.
 Product Prices and Sales Tax are subject to change without notice and a Freight charge may be added to the invoice.
 Availability is based on ETAs provided by the vendors on the day this quote was generated.
 Times listed are Pacific Standard Time (PST).

CyberSecurity - User Awareness Training

for Golden State Water Company

Quote #: 003

Prepared For

Golden State Water Company
Wade Heisen
630 E. Foothill Blvd.
San Dimas, CA 91773

This quote has not been approved. Please review the terms, and sign below.

Prepared By

I accept the above conditions

Your Initials: _____

Your Email Address: _____

1. Your Proposal

Download and review your PDF document here:



2. Review and Select Your Options

Your Available Options

Quote Summary	Recurring	One-Time
Subtotal	\$1,700.00	\$0.00
Total Amount	\$1,700.00	\$0.00

Term Options	Payments	Interval	Amount
<input type="radio"/> 12 Month Term	12	Monthly	\$1,700.00
<input type="radio"/> 24 Month Term	24	Monthly	\$1,700.00
<input checked="" type="radio"/> 36 Month Term	36	Monthly	\$1,700.00
Selected Recurring Payment			\$1,700.00
Total of Recurring Payments			\$61,200.00

Update Options

3. Approval

As an authorized representative of the contracting party, you agree that such party is legally bound by this quote and the Terms and Conditions available at <https://www.>

If an alternate agreement has been agreed to, then the above Terms and Conditions will not apply and as an authorized representative of the contracting party, you agree that such party is legally bound by this quote and the Terms and Conditions attached hereto and incorporated herein by reference.

I accept the above conditions

E-Signature

Your Initials: _____

Your Email Address: _____

Purchase Order Number: _____

Sign Here:

Your Active Quotes

Golden State Water Company

Comments or question

If you have any comments or questions about this quote, please feel free to enter your comment below. Your comment will be logged and reviewed.

Submit Question / Comment

Cybersecurity - Vulnerability Management

SALES QUOTATION

Date: 10/24/19

Contact Name: Wade Helsen
 Company: Golden State Water Company
 Address: 630 E Foothill Blvd
 San Dimas CA 91773
 Phone: 909 394 3600
 Email: wade.helsen@gswater.com
 Terms: Net30
 Quote Expiration: 11/23/19
 *Quote: Budgetary

Item	Quantity	Part Number	Description	Serial Number	Start Date	End Date	Unit Price	Total
1)	1400				11/17/20	11/16/23	\$ 59.76	\$ 83,664.00
2)	1				11/17/20	11/16/23	\$ 10,039.68	\$ 10,039.68 - mant

Sub-Total: \$ 93,703.68
 Sales Tax: *See Note
 Shipping: N/A
 TOTAL: \$ 93,703.68

Total Maint. - < \$10,039.68 >
Total Capital - \$83,664.00

Purchase orders can be submitted electronically to [redacted]

TERMS AND CONDITIONS: If this quote is issued pursuant to a written agreement between the parties hereto, then the terms and conditions of that written agreement shall control the purchase of any products and services set forth herein; otherwise, this quote and the purchase of any products and services set forth herein shall be governed by the Terms and Conditions available at: www.evotek.com/legal. No additional or conflicting terms or conditions will apply without [redacted] prior written consent and any such additional or conflicting terms and conditions, including without limitation as set forth in customer's purchase order, acknowledgement or any other business form, are hereby rejected by [redacted].

QUOTE ACCEPTANCE: BY SIGNING BELOW YOU AGREE TO BE BOUND BY THIS QUOTE AND TO PURCHASE THE PRODUCTS AND SERVICES SET FORTH HEREIN AND YOU CONFIRM THAT YOU HAVE THE AUTHORITY TO BIND ANY ENTITY ON WHOSE BEHALF YOU ARE SIGNING, INCLUDING WITHOUT LIMITATION FOR THE OBLIGATION TO PAY ALL AMOUNTS SET FORTH HEREIN.

SIGNATURE: _____
 NAME: _____
 TITLE: _____
 DATE: _____

DATACENTER NETWORK REFRESH

Price Estimate



Eric Zuvic
Cisco Systems, Inc.
101 North Brand Boulevard, Suite
1700
GLENDALE, CALIFORNIA 91203
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Ph no: +1 408 894 7160

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Ph no: +1 408 894 7160

Price Estimate for planning and information purposes only and is not a binding offer from Cisco.

Date: 27-Sep-2019

Estimate ID:

HJ107401374FY

Deal ID:

NA

All Prices Shown in USD

Part Number	Description	Service Duration (Months)	Estimated Lead Time (Days)	Unit List Price	Quantity	Unit Net Price	Disc(%)	Estimated Net Price
Core Switches								
N9K-C9504	Nexus 9504 Chassis with 4 linecard slots	---	21	15,987.00	2	15,067.00	0.00	30,174.00
CON-SNTP-N9504	SNTP-24X7X4 Nexus 9504 Chassis with 4 linecard slots	12	N/A	13046.88	2	13,046.88	0.00	26,093.76
NXOS-9.3.1	Nexus 9500, 9300, 3000 Base NX-OS Software Rel 9.3.1	---	14	0.00	2	0.00	0.00	0.00
N9K-SC-A	System Controller for Nexus 9500	---	21	0.00	4	0.00	0.00	0.00
N9K-C9504-RMK	Nexus 9504 Rack Mount Kit	---	21	0.00	2	0.00	0.00	0.00
N9K-C9504-FM-E	Fabric Module for N9504 with 100G support, AC1 and NX-OS	---	14	15,000.00	8	15,000.00	0.00	120,000.00
N9K-C9500-ACK	Nexus 9500 Accessory Kit	---	21	0.00	2	0.00	0.00	0.00
N9K-C9504-FAN	Fan Tray for Nexus 9504 chassis, Port-side Intake	---	21	0.00	8	0.00	0.00	0.00
N9K-PAC-3000W-B	Nexus 9500 3000W AC PS, Port-side Intake	---	14	3,000.00	6	3,000.00	0.00	18,000.00
CAB-AC-CBK-TWLK	Power Cord, 250Vac 16A, twist lock NEMA L5-20 plug, US	---	8	0.00	6	0.00	0.00	0.00
N9K-C9504-FM-CV	Nexus 9508 Fabric Module slot cover	---	14	0.00	4	0.00	0.00	0.00
N9K-C9500-LC-CV	Nexus 9500 Linecard slot cover	---	14	0.00	4	0.00	0.00	0.00
N9K-C9500-P-CV	Nexus 9500 Power Supply slot cover	---	14	0.00	2	0.00	0.00	0.00
N9S-LAN1K3	LAN Enterprise License for Nexus 9500 Platform	---	21	15,000.00	2	15,000.00	0.00	30,000.00
CON-ECMRJ-N95LAN	SWSS UPGRADES LAN Enterprise License for Nexus 9500 PI	12	N/A	2,250.00	2	2,250.00	0.00	4,500.00
N1K-VLCPU-96-ESSTL	Nexus 1000V Essential Edition Paper Delivery License Dry 96	---	14	0.00	2	0.00	0.00	0.00
N9K-SUP-A-	Supervisor for Nexus 9500	---	14	12,500.00	2	12,500.00	0.00	25,000.00
N9K-SUP-A-	Supervisor for Nexus 9500	---	14	12,500.00	2	12,500.00	0.00	25,000.00
N9K-X97180YC-EX	Nexus 9500 NX-OS linecard, 48p 10G/25G with 4p 100G QSFP28	---	21	20,000.00	2	20,000.00	0.00	40,000.00
N9K-X97180YC-EX	Nexus 9500 NX-OS linecard, 48p 10G/25G with 4p 100G QSFP28	---	21	20,000.00	2	20,000.00	0.00	40,000.00
Data Center Distribution								
N9K-C93188YC-EX	Nexus 9300 with 48p 10/25G SFP+ and 6p 100G QSFP28	---	10	26,937.00	4	26,937.00	0.00	107,748.00
CON-SNTP-93188YCX	SNTP-24X7X4 Nexus 9300 with 48p	12	N/A	1,726.86	4	1,726.86	0.00	6,907.44
NXOS-9.3.1	Nexus 9500, 9300, 3000 Base NX-OS Software Rel 9.3.1	---	14	0.00	4	0.00	0.00	0.00
N9K-C9664-ACC-KIT	Nexus 3K/6K Fixed Accessory Kit	---	7	0.00	4	0.00	0.00	0.00
NXA-FAN-30CPM-B	Nexus 2K/3K/6K Single Fan, port side Intake airflow	---	7	0.00	18	0.00	0.00	0.00
NXA-PAC-650W-PI	Nexus N9S AC 650W PSU - Port Side Intake	---	7	0.00	8	0.00	0.00	0.00

Valid through

FOB Point: None

Notes:

Product Total: 631,273.00

Service Total: 54,718.08

Subscription Total: 0.00

Total Price: 685,991.88

Signed:

Eric Zuvic

*This Price Estimate does not constitute an offer by CISCO to sell products, but is issued as invitation to issue a purchase order to CISCO until the valid date specified in this price estimate. Such a purchase order will be subject to Cisco's standard procedures, terms and conditions for the acquisition of purchase orders. This price may be subject to indirect tax (VAT, GST, sales tax or other indirect taxes), duty and freight charges over it not noted on this estimate.

Price Estimate



Eric Zovic
 Cisco Systems, Inc.
 101 North Brand Boulevard, Suite
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 GLENDALE, CALIFORNIA 91203
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 Phone +1 408 894 7160

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Price Estimate for planning and information purposes only and is not a binding offer from Cisco.

Date: 27-Sep-2019

Estimate ID: HJ107401374FY
 Deal ID: NA

All Prices Shown in USD

Part Number	Description	Service Duration (Months)	Estimated Lead Time (Days)	Unit List Price	Pricing Term	Qty	Unit Net Price	Disc(%)	Extended Net Price
CAB-8K12A-NA	Power Cord, 125VAC 13A NEMA 5-15 Plug, North America	—	7	0.00		8	0.00	0.00	0.00
QSFP-40G-SR-80	QSFP40G BIDI Short-reach Transceiver	—	14	1204.00		18	1,204.00	0.00	18,284.00
NS3-LAN1K9	LAN Enterprise License for Nexus 9300 Platform	—	14	8000.00		4	8,000.00	0.00	32,000.00
CON-ECMU-NS3LAN	SWSS UPGRADES LAN Enterprise License for Nexus 9300 P1	12	N/A	480.00		4	480.00	0.00	1,920.00
	DR Core Switch								
NSK-C9504	Nexus 9504 Chassis with 4 linecard slots	—	21	15,087.00		1	15,087.00	0.00	15,087.00
CON-SNTP-N9504	SNTP-24X7X4 Nexus 9504 Chassis with 4 linecard slots	12	N/A	13048.88		1	13,048.88	0.00	13,048.88
NXOS-9.3.1	Nexus 9500, 9300, 3000 Base NX-OS Software Ref 9.3.1	—	14	0.00		1	0.00	0.00	0.00
NSK-SC-A	System Controller for Nexus 9500	—	21	0.00		2	0.00	0.00	0.00
NSK-C9504-FMK	Nexus 9504 Rack Mount Kit	—	21	0.00		1	0.00	0.00	0.00
NSK-C9504-FM-E	Fabric Module for NS504 with 100G support, AC1 and NX-OS	—	14	15000.00		4	15,000.00	0.00	60,000.00
NSK-C9500-ACK	Nexus 9500 Accessory Kit	—	21	0.00		1	0.00	0.00	0.00
NSK-C9504-FAN	Fan Tray for Nexus 9504 chassis, Port-side Intake	—	21	0.00		3	0.00	0.00	0.00
NSK-PAC-3000W-B	Nexus 9500 3000W AC PS, Port-side Intake	—	14	3000.00		3	3,000.00	0.00	9,000.00
CAB-AC-CBK-TWLK	Power Cord, 250Vac 16A, twist lock NEMA L8-20 plug US	—	8	0.00		3	0.00	0.00	0.00
NSK-C9504-FM-CV	Nexus 9508 Fabric Module slot cover	—	14	0.00		2	0.00	0.00	0.00
NSK-C9500-LC-CV	Nexus 9500 Linecard slot cover	—	14	0.00		3	0.00	0.00	0.00
NSK-C9500-P-CV	Nexus 9500 Power Supply slot cover	—	14	0.00		1	0.00	0.00	0.00
NS3-LAN1K9	LAN Enterprise License for Nexus 9500 Platform	—	21	15000.00		1	15,000.00	0.00	15,000.00
CON-ECMU-NS3LAN	SWSS UPGRADES LAN Enterprise License for Nexus 9500 P1	12	N/A	2250.00		1	2,250.00	0.00	2,250.00
NSK-VLCPU-96-ESSTL	Nexus 1000V Essential Edison Paper Delivery License Qty 96	—	14	0.00		1	0.00	0.00	0.00
NSK-SUP-A-	Supervisor for Nexus 9500	—	14	12500.00		1	12,500.00	0.00	12,500.00
NSK-SUP-A-	Supervisor for Nexus 9500	—	14	12500.00		1	12,500.00	0.00	12,500.00
NSK-XS7180YC-EX	Nexus 9500 NX-OS linecard, 48p 10G/25G with 4p 100G QSFP28	—	21	20000.00		1	20,000.00	0.00	20,000.00

← software

← software

Valid through
 FOB Point: None
 Note:

Product Total: 631,273.00
 Service Total: 54,718.00
 Subscription Total: 0.00
 Total Price: 685,991.00

Signed: _____
 Eric Zovic

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Total Capital \$ 631,273 ←
 less software <\$77,000>
 Total Taxable \$554,273

WHITE PAPER

The Cost of Retaining Aging IT Infrastructure

Sponsored by: HP

Randy Perry Jean S. Bozman
Joseph C. Pucciarelli Jed Scaramella
February 2012

IDC OPINION

Many organizations, when faced with budget challenges, put off capital expenditures (capex) and seek alternatives to acquiring new hardware platforms, such as lengthening server life cycles and extending software licenses. This pattern of stretching the useful life cycle of servers has a number of near-term benefits for customers in terms of depreciating assets over a long period of time or prolonging an existing lease. But if a transition to new technologies has been deferred too long, then the time comes when the system has fallen far behind the performance and cost-efficiency levels being offered by multiple vendors in the marketplace today. This has been especially true in recent years, as the performance of processors has more than doubled each year, based on the emergence of multicore, multiprocessor system designs with improved system speeds.

This paper demonstrates that a buy-and-hold strategy can actually add costs to the datacenter, for a number of reasons, as systems age in place:

- Hardware maintenance costs rise over time, and performance lags behind more current server offerings.
- Energy efficiency is not as advanced in older server models — leading to rising power/cooling costs in the latter years of the server's usable life cycle.
- Applications software and systems software fall behind the current versions available in the marketplace, and security may require frequent updates. After five years of use, the cost of replacement climbs.

To understand more about server replacement cycles and ongoing operational costs, IDC studied many sites that remained on an existing platform long after its initial introduction and then upgraded. When comparisons to the succeeding generations of technology are made, customers have found that the increase in scalability and performance of newer systems, combined with a reduction in server "footprint" size and overall power/cooling requirements, resulted in significant reductions in ongoing costs, or opex, per 100 end users supported.

This paper describes HP ProLiant Gen8 servers, the technology on which they are based, and the way they address many of the causes of operational costs found at customer sites. The hardware and software capabilities of the HP servers were designed to be proactive, reducing the effort and knowledge required to run the server systems and leveraging automation to reduce maintenance costs and IT staff costs.

SITUATION OVERVIEW

Saving Money by Leveraging Technology Refresh: How Current Accounting Misses

Most organizations continue to purchase their servers and IT equipment and then, following the initial investment, use a "standard" financially derived amortization period — often five years. Typically, this has led to a useful server life cycle of three to seven years, depending on the type of platform, operating system, and workloads being used. While most IT shops replace their x86 systems every three to five years, they have tended to hold onto their Unix servers supporting mission-critical workloads for longer periods of time — generally five to seven years or more — given the importance of the workloads being supported.

After acquiring and capitalizing equipment and then initiating the amortization period, most IT managers avoid making further changes, resulting in a delay in updating the systems or providing a technology refresh. Often, they do not replace the equipment before its normal depreciation cycle runs its course, as long as the system is performing adequately and meeting availability requirements. This approach to server replacement/renewal cycles misses an important assessment of the actual conditions and cost factors experienced. Instead, it relies on the calendar to determine when the server should be replaced or refreshed with new technology.

During this time, system administrators may work to repeatedly upgrade and reconfigure servers in support of workloads rather than to consider a fully burdened cost assessment highlighting the cost reductions that could be gained by replacing the servers sooner. In many cases, a cycle of repeated upgrades, security patches, and rising maintenance and management costs can accelerate, over time, if the life cycle of the server is extended to four years or more.

Current Capital Constraints Contribute to Lengthened Server Life Cycles

IDC's supply-side data for the worldwide server market showed patterns of lengthened server life cycles. The data documented the delay and deferral of many midrange and high-end servers, starting in fall 2008 — at the onset of the economic downturn — and continuing through 2010. At that point, IDC saw an uptick in midrange and high-end server sales, including non-x86 server systems, that was fed by a wave of technology upgrades across those server classes. At the same time, the level of investments in x86 server technology has grown, now generating more than 95% of server unit shipments per year and more than 65% of server market revenue per year.

Following the 2008–2009 downturn, the recent rise in server market revenue reflected that a technology replacement cycle was under way. There were also indications that IT organizations needed to acquire new hardware platforms while taking advantage of leveraging virtualization to consolidate workloads onto fewer server platforms for the sake of operational efficiency and reduced IT costs.

Focusing on Operational Costs

The drive to reduce capital expenditures is strong and understandably so given the current economic climate. However, IT managers also know that the need to address opex within the datacenter is equally important.

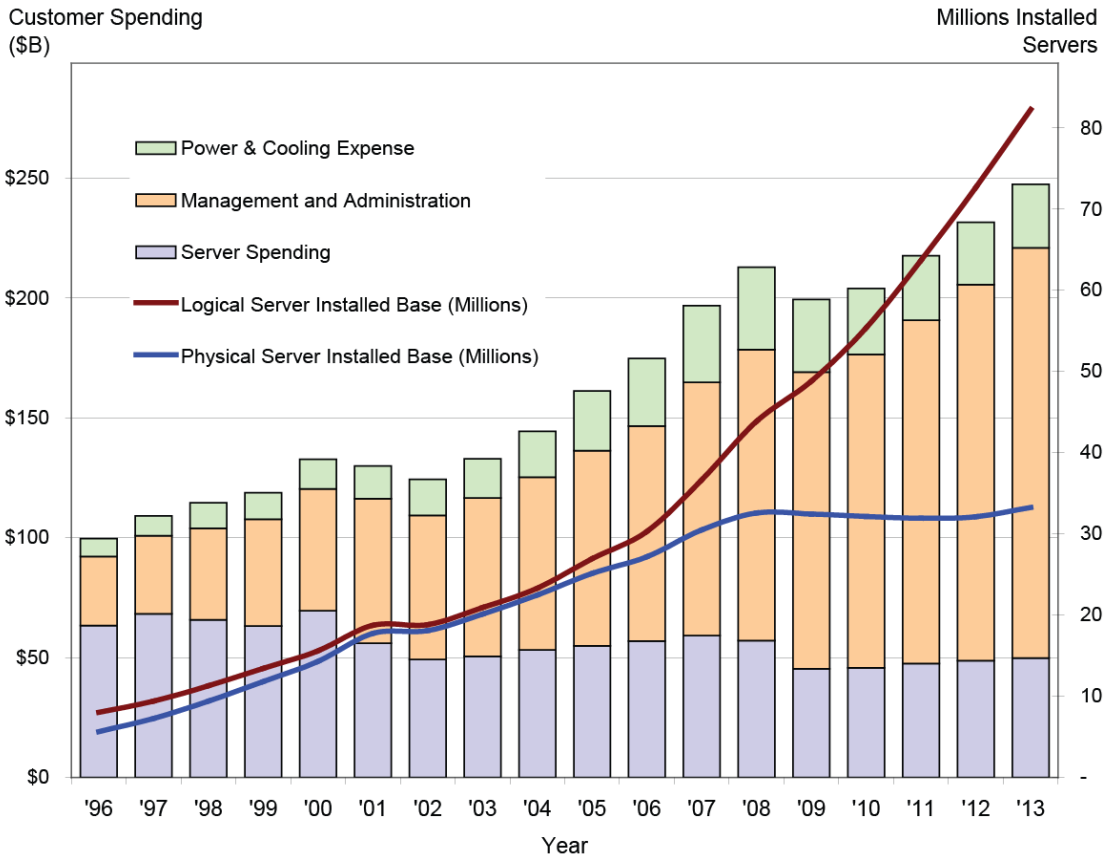
Although IT managers did a good job of capping IT spend on servers and storage throughout the economic downturn, costs on the operational side of the IT organization continued to grow. Starting in the late 2000s, and throughout the economic downturn period, costs for maintenance and management, along with costs for power/cooling, have soared. Power/cooling costs grew eight times as fast as server acquisition costs — and costs for maintenance/management, viewed as a category, grew four times as fast as server acquisition costs.

Maintenance/Management Costs and Power/Cooling Costs Rise over Time

As Figure 1 shows, by 2010, maintenance/management costs generated twice as much in total IT costs as server acquisition alone — and power/cooling costs grew enough to nearly equal server acquisition costs worldwide; in some cities, power/cooling costs already outstripped the server acquisition costs. Meanwhile, the worldwide installed base now stands at more than 35 million units and is projected to grow even more. Fortunately, the growth in logical servers (virtual servers or virtual machines/VMs) is providing more usable capacity per physical server — and this is improving server resource utilization for each server — over time.

FIGURE 1

Worldwide Spending on Servers, Power and Cooling, and Management/Administration



Source: IDC, 2012

Server Replacement Cycles

What does this pattern of maintenance, management, and operating costs mean to server life cycles? How has this changed since 2010?

Figure 1 demonstrates that opex must be kept in check, or it will outpace the savings from deferred server acquisitions. Certainly, midrange and high-end server revenue and unit shipments have been held in check since the economic downturn began in fall 2008 — but IDC supply-side research found that midrange and high-end servers saw a return to revenue and unit growth in 4Q10 and 1H11. The changes in the supply-side data indicate that a period of technology replacement has begun as workloads are being consolidated onto fewer, more powerful platforms.

There are other signs of technology refresh: IDC's customer-based study of Server Workloads found that technology refresh helped address opex. In 2010, the IDC Server Workloads study of 1,000+ IT sites found that 39% of new server acquisitions occurred as part of a routine, or planned, server refresh. New application

projects drove another 33% of new server purchases, and 28% more were acquired to support additional compute capacity.

As we see in this white paper, aging server infrastructures can play a substantial cost-adding role in datacenter cost dynamics. The trend to leverage VMs running on the hardware is key to improving resource utilization — and to providing highly granular controllability of workloads. Further, workload isolation is enforced, which preserves uptime by preventing workloads from interfering with one another — taking a "pooled resources" approach to computing resources.

IDC'S STUDY OF SERVER TRANSITION EXPERIENCE

From 2008 to 2011, IDC studied more than 50 sites that had upgraded their server infrastructure to determine the business value experienced by customers consolidating on newer servers. The study highlighted the experiences at sites that had consolidated disparate server workloads on newer servers. These companies range in size from 1,500 to 175,000 employees and are located across geographies, including the United States, Western Europe, and Central Europe.

Importantly, the organizations represent a wide variety of vertical markets, including retail, financial services, manufacturing, and energy. Most of these organizations are large companies with a server infrastructure that supports tens of thousands of intra-enterprise end users — and an even larger number of extra-enterprise users, including end customers who are accessing their enterprise systems.

This study provided substantial data about the organizations' deployments as part of an IDC business value survey measuring the costs associated with deployment of new systems and the operational results, such as reductions in IT operating costs, reductions in costs related to system downtime, and employee productivity improvements associated with those deployments.

Research Methodology

This study used research interviews to determine the sources of cost — both capex and opex. By capturing these components of cost, IDC was able to calculate the impact of moving from older servers to new servers in terms of hardware acquisition costs, IT staff costs, downtime, and productivity — both for IT staff and for end users.

The interviews yielded information defining up-front investment costs in the technology, as well as deployment and ongoing maintenance costs. The interviews also elicited the companies' experiences with tangible and measurable IT and end-user business benefits over varying periods. IDC's Business Value team combined all of these factors in the synthesis of an overall cost of aging infrastructure assessment.

Key Findings

IDC's customer-based research found that failure rates began to climb as servers aged into their fourth year — and beyond. It found that upgrading resulted in a return on investment (ROI) of more than 150% over three years. Importantly, savings from the technology transition covered the initial investment (payback period) after less than a year (11.7 months).

The savings from reduced maintenance and support costs paid for the investment in new technology. While servers have become much more powerful over time, acquisition costs and energy requirements for power and cooling have dropped dramatically. The IDC study found that, for every dollar invested in the new technology, two and a half times as much was eventually saved, over a period of three years, per 100 users using the new system.

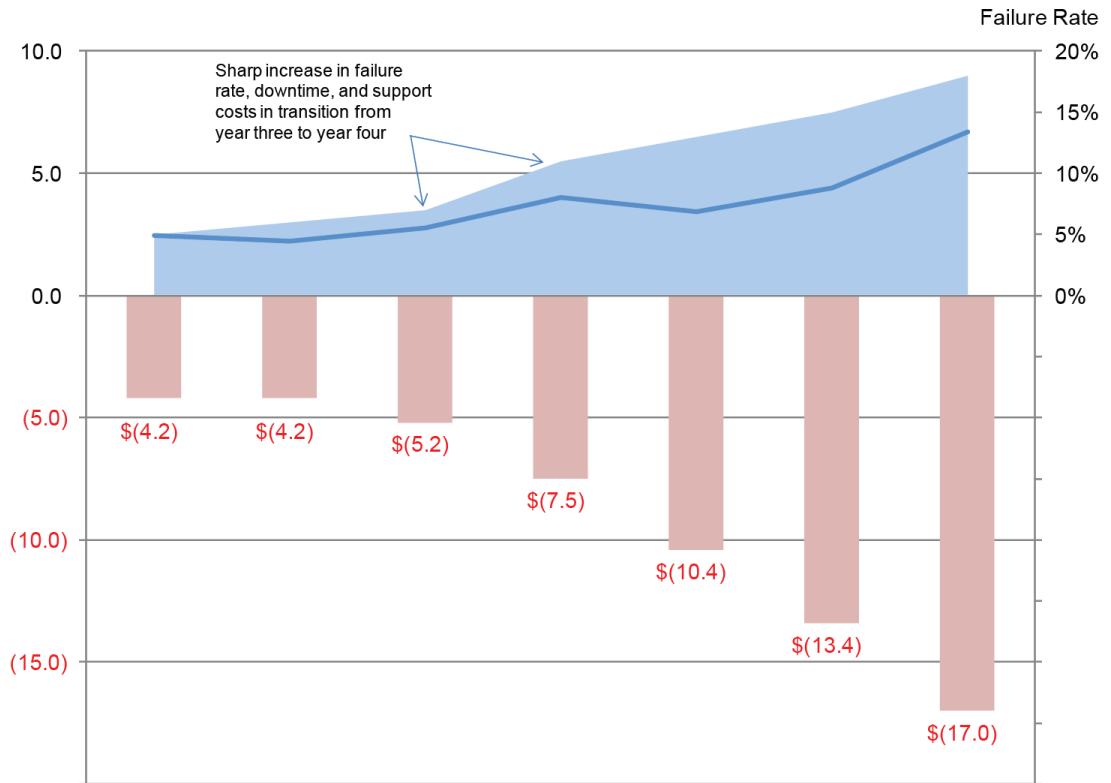
Research consistently showed that upgrading from aged servers to newer server platforms reduced cost and increased performance. Two recurring factors appeared to directly affect these benefits of upgrading:

- Servers experience an optimal life span, and continued usage beyond that optimal life span causes maintenance costs to spiral and downtime to increase.
- Newer platforms consistently provide the price performance increases inherent to Moore's law at lower power consumption.

As Figure 2 indicates, as servers age beyond the 3- to 3.5-year optimal replacement cycle, the cost of annual maintenance increases annually by 24% to 44%. Multiple conditions contribute to this increase. Older systems break down more frequently as average failure rates increase from 7% to 18%. Operating system software and application software designed for three-year optimal life experience more issues. Beyond that threshold, patching becomes a more frequent activity — and most companies lose interest in keeping up with the more frequent upgrades. Migrating to newer software while running on the same hardware platform creates compatibility issues and business alignment issues of its own.

FIGURE 2

Effects of Time on IT Infrastructure (Server) Costs



Server Age (years):	1	2	3	4	5	6	7
Failure Rate	5%	6%	7%	11%	13%	15%	18%
Support Cost	\$(4.2)	\$(4.2)	\$(5.2)	\$(7.5)	\$(10.4)	\$(13.4)	\$(17.0)
Downtime	2.5	2.2	2.8	4.0	3.4	4.4	6.7

Notes:

- Support **cost values** equal annual cost in US\$ per 10 users.
- Failure rate refers to the frequency of failure per year and per server based on the age of the server.
- **Downtime** refers to hours of downtime per year.

Source: IDC's Business Value Research, 2012

To create an IDC Dynamic White Paper that estimates expected cost savings for your organization, click [here](#). This tool will create a customized version of this White Paper with the results of your estimated cost savings inserted.

To understand the reasons these upgrade changes become so pronounced, one needs to look at the technology changes between generations of servers, which we describe in the following sections.

HOW NEW TECHNOLOGY IMPROVES BUSINESS

Innovations in HP ProLiant Systems

HP ProLiant systems have introduced new technologies with each new generation of systems design. With its HP ProLiant Gen8 servers, HP increased the automated management capabilities of the servers by embedding special firmware and logic directly on the system motherboard. This built-in intelligence addresses the variation in IT skill sets at customer sites so that successful deployments and maintenance best practices take place in a consistent way. This approach enables ongoing operations and avoids unplanned downtime.

HP ProLiant Gen8 servers are designed to reduce the time and costs associated with installing, provisioning, and maintaining these systems, including the DL rack-optimized servers, the BL blade servers, the ML tower servers — and the SL scale-out servers for cloud computing and service providers.

Innovations in the HP ProLiant Gen8 design improve problem detection, monitor system temperature, and launch responsive actions to keep the server within a series of preset parameters. The features proactively seek any signs that hardware components might fail and forward the related operational information to a unified console — providing a comprehensive view about the "state" of the system. Equally important, the system has the capacity to take many actions that will allow it to stay online, without further intervention by IT staff. For small and medium-sized business (SMB) sites — and for large organizations with remote business units — these capabilities are designed to reduce the number of actions that must be taken, throughout the server life cycle, to maintain smooth operations.

HP ProLiant Gen8 Servers with HP ProActive Insight Architecture

In designing its HP ProLiant server products, HP focused not only on improving performance but also on how to resolve the escalating problems of managing a server throughout its life cycle while avoiding downtime for planned and unplanned outages. HP leveraged its service databases, reviewing patterns in system conditions that have been made evident over a period of 20 years of incident responses. This review formed the automation features that have been built into the HP ProLiant Gen8 design. Design components have been built into the hardware at the system-board level, instrumenting them to respond to a variety of operational conditions and triggering remediation of many of the negative conditions, including firmware conflicts and memory faults.

HP addressed the customer issues that were revealed in IDC's customer-based research. As Figure 2 shows, while there is some advantage to lengthening server life cycles, a "knee in the curve" develops in year 4, which makes continued operation of the server progressively more expensive over time. It reaches a point of diminishing returns by years 5, 6, and 7 — making it more expensive to operate older servers by a factor of 2.5 (server administration and support costs in year 5 versus those costs in year 1) as failure rates increase and support costs rise sharply.

HP ProLiant Gen8 Design Addresses Operational Costs

To address these costs of operation, HP is providing HP ProActive Insight architecture, a multifaceted set of capabilities for HP ProLiant Gen8 servers that directly address many causes of planned and unplanned downtime. HP ProActive Insight architecture delivers these new capabilities across four major categories of server use as follows:

- ☒ **HP Integrated Life-Cycle Automation.** HP has focused many of the enhancements in its HP ProLiant Gen8 on addressing IT organizations' increasing challenge of administering the IT environment. Many of the features are designed to simplify and automate as much as possible, with servers now executing or easing many of the life-cycle tasks that add to system administrators' management overhead. Each HP ProLiant Gen8 server now incorporates scores of onboard functions for identifying the current state of the server (e.g., firmware, provisioning location, operating system version, hypervisor, warranty status) and operating variables (e.g., temperature, memory usage, power utilization). The HP ProActive Insight architecture uses this data to centrally manage and automate operations, where needed. This approach to system administration and management gives clients a fuller view of the installed environment — even as it automates and simplifies system provisioning, problem troubleshooting, and the process of periodically installing software updates.

- ☒ **HP Dynamic Workload Acceleration.** To accelerate data-intensive application performance, HP engineers tuned the system architecture for solid state technology and to improve data caching size and speed, increasing the number of storage drives that each server can support and extending cached data retention to avoid data loss. HP has also expanded customers' options for integrating storage and compute resource. This approach brings storage and compute closer together and eliminates much of the cost and complexity. It addresses the most common performance bottleneck — storage. The addition of the data protection analytics and the intelligent performance features is aimed at improving overall system performance at a time when customers are discovering that the amount of data for each workload is rising rapidly.

- ☒ **HP Automated Energy Optimization.** As highlighted in Figure 1, many IT executives are struggling with the space, power, and cooling required to host additional systems in an already-crowded datacenter. To address this challenge, HP has extended the HP ProActive Insight architecture to provide more intelligent sense-and-respond technologies that reduce the electrical power and airflow needed to operate HP ProLiant Gen8 servers. For example, the expanded web of temperature sensors, which HP calls the HP 3D Sea of Sensors, detect more precisely the part of the server that needs cooling, direct fans to this area, and reduce unnecessary fan power by dozens of watts per server. This approach allows workloads to be run in less space, with fewer power and cooling requirements than in previous generations of HP servers. It also reduces the amount of manual checking for power and rack configurations, which often leads to inefficient onsite management, manual configuration errors, and downtime.

☒ **HP Proactive Service and Support.** HP expects this combination of information and automation to lead to an improved IT service experience, whether that service is provided by HP or by its channel partners. As part of the HP ProLiant Gen8 release, HP created a comprehensive IT management and support solution to integrate and take advantage of the centrally consolidated repository of service outcomes that HP has gathered over 20 years. HP ServiceONE support teams can now leverage this information to help clients as they proactively resolve issues and deliver real-time insight leading to quick resolutions while continuously improving datacenter operations through quick repairs and optimized "windows" for planned downtime. For example, HP support can alert customers and act on conditions such as degrading performance, memory errors, or other service conditions well before customers are aware that such actions should be taken. This access has been strengthened through use of a cloud-based "portal" that delivers customer service information. This will help customers with limited IT staff reduce periods of planned downtime and avoid unplanned downtime.

Reducing Administration Costs

As we have seen in this paper, operational costs for IT staff time, power/cooling, and responses to unplanned downtime combine to drain IT budgets. However, to the degree that any, or all, of these cost factors could be reduced, then the operational costs and the ROI to acquire the computers would be reduced.

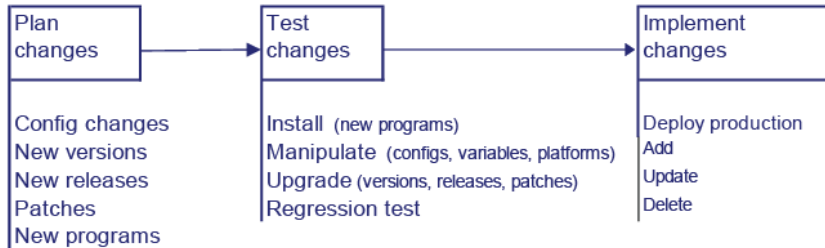
As servers age in place, the number of service incidents tends to increase over time. That means that close oversight of all of the components — and the ability to address any failing components prior to disruption of business services — is critical to maintaining business continuity. HP has long provided such oversight through its HP Integrated Lights-Out (iLO) technology and other system management software capabilities, but it has greatly expanded them, in terms of granularity and coverage and automation, in every HP ProLiant Gen8 server. As discussed, the HP ProActive Insight architecture's embedded management features support the complete life cycle of the server, from initial deployment, through ongoing management, to service alerting and support. These features address some of the most time-intensive server administration functions, which are illustrated in Figure 3. They reduce the time it takes for IT administration tasks such as deploying, managing, and servicing the virtualized and physical server infrastructure.

FIGURE 3

Server Life-Cycle Administration **Functions, Objectives, and Steps**

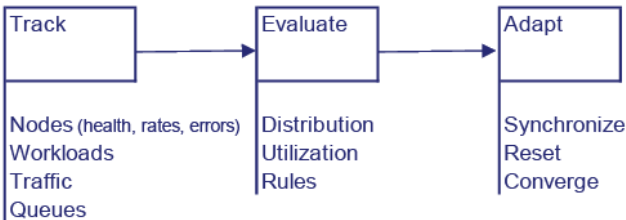
Initialize / Maintain Systems Configuration

Interoperating Software Capabilities



Balance / Reallocate Processing Tasks

Evenly Distributed Workloads



Regulate Device

Continuous Machine Operations — memory, CPU, storage, connections



Source: IDC, 2012

Software and Hardware Capabilities

Firmware and software capabilities ensure that organizations install the appropriate version and release number of the system-level software on the new servers. HP Intelligent Provisioning provides a fully integrated tool for system configuration and operating system installation. This allows system administrators to identify and correct configuration errors before new servers are deployed. The built-in smart update capability recognizes whether the system software is out of date and automatically downloads the latest update, if needed. In addition, HP Active Health provides 24 x 7 automated monitoring, self-diagnosis, and alerting for the HP ProLiant systems.

Hardware-based mechanical improvements increase productivity and uptime as well. For example, at initial physical provisioning and deployment, the HP Smart Socket guide ensures proper processor placement and installation, preventing motherboard damage and downtime that might otherwise result when processor pins are damaged.

The HP Smart Drives prevent common causes of data loss, such as the untimely removal of an active drive, and do so through a new, brightly lit LED display showing that disk activity. In addition, upon installation, the new HP racks are able to automatically register a server's location in a rack, recording its position for later asset reporting. In support of server software configuration steps, the server records and reports a series of server configuration details to the central console. These details include the firmware state, the operating system version, the hypervisor version — and the boot procedure that was used. In addition, HP ProActive Insight tracks and reports on the warranty and service status of each device. The entire HP ProActive Insight architecture supports not only the customer's IT staff but also HP's extensive worldwide network of thousands of service professionals who monitor and alert from their local vantage point. The entire solution reduces touches, reports on errors before they occur, and, in general, reduces the downtime and associated labor of system failures.

Measuring What You Manage: Data for Automated Management

Many customers of x86 servers are facing rising costs for maintenance and management of those servers over time. These challenges are compounded by the economic uncertainties that are causing IT budgets to be limited, or reduced, for 2012. That is why efficient management and care of large numbers of x86 servers is becoming vitally important to many customers in SMBs, midmarket companies, and large enterprises.

Efforts to reduce manual processes traditionally used by IT staff will directly result in operational cost reductions; therefore, technologies aimed at automating repetitive tasks are well-suited to address these customer pain points.

Key to the automation process is the collection of server data and of parameters indicating the health of the server system. The system proactively monitors the servers via sensors, and this information informs the management console about whether components need to be replaced or turned off prior to replacement.

Leveraging HP's Converged Infrastructure

Leveraging all of the assets listed earlier, along with leading offerings across the storage, system, and network domains, HP has been providing converged IT infrastructure in virtualized environments for many years. By design, HP's Converged Infrastructure (CI) — combining server, storage, and networking components in the same server-based solution — consists of preintegrated, tested, and supported solutions. These CI solutions are optimized for cloud, virtualization, and next-generation applications. HP intends for these systems to reduce time and cost demands on IT staff resources and to reduce the amount of time required for planning, procurement, and deployment, accelerating the time to value for acquiring the server solution.

HP provides customers with several options:

- ☒ HP VirtualSystem simplifies and extends converged infrastructure into optimized, turnkey solutions for server and desktop virtualization. HP designed it to deliver a high-performance virtualized environment with pretuned server, storage, networking, management, and hypervisor resources. The HP VirtualSystem is targeted for use cases including hosting one or multiple applications — including mission-critical applications — and provides the foundation for the next level of system, the HP CloudSystem.
- ☒ HP CloudSystem is an integrated system for building and managing services across public, private, and hybrid clouds. It combines Converged Infrastructure with HP Cloud Service Automation software, providing a cloud platform that aims to increase the agility of enterprises and drive revenue growth for service providers.
- ☒ HP AppSystems is a portfolio of integrated systems that have been optimized for dedicated workloads such as data management, business reporting/analytics, and collaboration. HP designed and tuned HP AppSystems for rapid deployment, application performance, and support for service-level requirements.

IT Benefits

System administrators spend a lot of their working hours checking on mechanical devices, such as electrical cables, power cords, system board connections, fans, and the like. This work is time and labor intensive. Building in connections and components directly on the system boards reduces the total number of connections that must be checked, time and again, by system administrators. By detecting hardware component issues in a more automated way, the HP ProLiant Gen8 technologies reduce the time associated with identifying and diagnosing server hardware issues and speed the time to resolution of those problems. All of this reduces IT staff time associated with deployment of physical servers and ongoing maintenance.

Unplanned downtime has a big impact on operational costs and must be avoided wherever possible. Preventive maintenance of hardware components — replacing the components prior to an actual failure — reduces unplanned downtime appreciably. "Phone home" capabilities provide an early warning system, allowing administrators to proactively replace system components and avoid actual downtime.

Finally, upgrades and updates for any given server — multiplied by tens or hundreds of servers — result in major costs within the enterprise datacenter. Automation of care/maintenance avoids needless duplication of effort, reduces the number of physical tasks, and helps avoid downtime.

Business Benefits

Today's businesses rely on hundreds of servers operating efficiently — and doing so on a 24 x 7 x 365 basis. Any prolonged disruptions in these operations, which businesses sometimes call "computer glitches," are simply unacceptable because they affect the availability of applications and databases being accessed by employees and by end customers. Therefore, any interruptions are to be avoided. In the event that processing is interrupted by an outage, it must be able to resume on other systems as quickly as possible.

The ability to manage all servers from a single point of view, or console, has the advantage of reducing time associated with identifying a problem in the first place. HP has given all of these factors consideration in its HP ProLiant Gen8 servers, making it easier to identify and to address hardware problems and to restart workloads on alternate servers, if needed. There are at least two approaches to achieving those operational goals: hosting more VMs per physical server — and allowing them to migrate to alternate servers for future use — and clustering systems that support key workloads; the clustered systems would allow applications to restart on other, connected machines. Finally, HP is leveraging the use of cloud technology to gather "server state" information and to make it universally available across all the "sites" at a customer installation. This access to a cloud portal for first-line response supports rapid response to any hardware operational issues and opens up the HP ProLiant Gen8 deployment scenarios to remote locations and to a variety of SMB sites that have few, if any, IT staff onsite to provision and manage new servers.

Technology Transition: Before and After

As servers age in place, various cost categories show that spending gets steeper as time goes on. These categories include maintenance costs; costs for power and cooling, managing, and monitoring servers; and staff costs. However, according to a demand-side, customer-based study conducted by IDC, a server transition that takes into account all these factors offers surprising findings that contradict and challenge traditional IT depreciation cycles. Based on respondents' experiences with technology refresh, the study shows that IT investments in new technology pay off in less than a year — and that the cost savings benefits over three years are more than three times as much as the initial amount invested.

The IDC study found that transitioning server infrastructure on pace with newer technology (e.g., every two years) can reduce multiyear server costs. This occurred not only because today's servers can handle comparable workloads at less than 40% of the aggregate power requirements that older servers require but also because of HP's advanced technologies, which in turn reduce maintenance overhead and IT labor costs.

Other cost savings benefits can be added to this list. They include administrative labor associated with physical equipment management and cabling, as well as upgrades to firmware and the associated regression testing prior to production deployment.

Because of the high cost and potentially disruptive nature of upgrades, IT organizations strive to avoid this activity. Nevertheless, as the length of the deployment increases, the cost of maintenance per server increases. Because newer servers require less of this type of maintenance and management, labor cost savings ensue. Operational expense factors can be materially reduced with newer servers.

CHALLENGES AND OPPORTUNITIES

The worldwide server market is a competitive one, with four top systems vendors worldwide and dozens of others competing more closely at the regional and country levels. Server platforms continue to compete in terms of price, performance, and price/performance as well as in their capacity to support and manage virtualized workloads and their ability to provide reliability, availability, and serviceability to IT staff and end users.

For all vendors, product differentiation and a timely response to changing business conditions are key to meeting customer expectations regarding technology refresh for each product life cycle.

In the server market, there are four top vendors in terms of revenue — and HP is currently ranked a leader by revenue in worldwide annual sales. This large market share can be attributed to HP's deep investments, which led to the continued development of HP ProLiant and the associated virtualization and systems management software.

HP recognizes that its ability to integrate functionality into the platform (e.g., hardware and software), while supporting open computing standards for software and key hardware components (e.g., I/O, software APIs), is the basis for much of its differentiation and business value as it goes to market with its server solutions. That is why HP is emphasizing its role as a provider of cost-effective workload server platforms that will support business continuity and business value based on customer usage patterns and ongoing service requirements.

CONCLUSION

As we have seen, the continual increase in computing power, which is more than doubling every two years, counters the conclusion that avoiding new equipment and capital expense is the best way to reduce capex acquisition costs.

As organizations consider server transition in their datacenters, they also should consider incorporating a full accounting of all of the relevant factors — including not only capital costs but also labor, power/cooling, and electricity costs. This type of analysis, including avoidance of opex costs, may provide surprising conclusions, showing long-term cost projections over the server life cycle that challenge traditional IT depreciation cycles.

One example of this approach is replacing older server technologies that have been supporting specific workloads over many years. In-depth IDC interviews show that sites that have updated server technology have reduced many types of operational costs,

including costs of IT staff time for maintenance and management, per-workload energy costs, and facilities costs. Respondents reported that through the process of workload consolidation, they can run more workloads in less datacenter space with newer systems than they could with previous-generation systems.

Refreshing server infrastructure on pace with newer technology — including server acquisition costs, IT staff costs, and power/cooling costs — can reduce opex by as much as 33%, as we have seen in this paper. Rather than put off capital expenditures and extend server life cycles (buy-and-hold strategy), organizations that are faced with sharp budget challenges should consider selectively upgrading their servers to the latest available technology, targeting the workloads that would benefit most from workload consolidation, including demanding workloads that require high levels of availability and high levels of security.

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DATACENTER SERVER REFRESH - 3 YEARS

Config Name: Golden State Water Multi-part config QUOTE ONLY
 UCID: 5116936245-02 (Solution Level)
 Export Date: 2019-09-25 18:56:09 UTC

Qty	Product #	Product Description	Shipment Lead Time	Unit Price (USD)	Extended List Price (USD)
10	877626-B21	HPE ProLiant ML350 Gen10 Hot Plug SFF with RPS Enablement Kit Configure-to-order Server	Short	1525.00	15250.00
10	877626-B21 ABA	HPE ML350 Gen10 SFF CTO Server		0.00	0.00
10	P10943-L21	HPE ML350 Gen10 Intel Xeon-Gold 5215 (2.5GHz/10-core/85W) FIO Processor Kit	Short	2019.00	20190.00
40	P00920-B21	HPE 16GB (1x16GB) Single Rank x4 DDR4-2933 CAS-21-21-21 Registered Smart Memory Kit	Short	529.00	21160.00
40	P00920-B21 0D1	Factory Integrated	Medium	0.00	0.00
80	881457-B21	HPE 2.4TB SAS 12G Enterprise 10K SFF (2.5in) SC 3yr Wty 512e Digitally Signed Firmware HDD	Short	1187.00	94960.00
80	881457-B21 0D1	Factory Integrated		0.00	0.00
10	P02381-B21	HPE Smart Storage Hybrid Capacitor with 260mm Cable Kit	Short	190.00	1900.00
10	P02381-B21 0D1	Factory Integrated	Medium	0.00	0.00
10	804326-B21	HPE Smart Array E208i-a SR Gen10 (8 Internal Lanes/No Cache) 12G SAS Modular Controller	Short	285.00	2850.00
10	804326-B21 0D1	Factory Integrated	Short	0.00	0.00
20	865414-B21	HPE 800W Flex Slot Platinum Hot Plug Low Halogen Power Supply Kit	Short	360.00	7200.00
20	865414-B21 0D1	Factory Integrated		0.00	0.00
10	877575-B21	HPE ML350 Gen10 AROC Mini-SAS Cable Kit for SFF Configuration	Short	99.00	990.00
10	877575-B21 0D1	Factory Integrated		0.00	0.00
10	874572-B21	HPE ML350 Gen10 Redundant Fan Cage Kit with 4 Fan Modules	Short	179.00	1790.00
10	874572-B21 0D1	Factory Integrated		0.00	0.00
1	P06011-B21	HPE Synergy 12000 Configure-to-order Frame with 10x Fans	Unreleased Product	5900.00	5900.00
1	P06011-B21 ABA	HPE Synergy 12000 Next Gen Frame	Unreleased Product	0.00	0.00
12	871940-B21	HPE Synergy 480 Gen10 Configure-to-order Compute Module	Short	2525.00	30300.00
12	871940-B21 0D1	Factory Integrated		0.00	0.00
12	P07349-L21	HPE Synergy 480/660 Gen10 Intel Xeon-Gold 6248 (2.5GHz/20-core/150W) FIO Processor Kit	Short	5049.00	60588.00
12	P07349-B21	HPE Synergy 480/660 Gen10 Intel Xeon-Gold 6248 (2.5GHz/20-core/150W) Processor Kit	Short	5049.00	60588.00
12	P07349-B21 0D1	Factory Integrated	Short	0.00	0.00
144	P00924-B21	HPE 32GB (1x32GB) Dual Rank x4 DDR4-2933 CAS-21-21-21 Registered Smart Memory Kit	Short	1119.00	161136.00
144	P00924-B21 0D1	Factory Integrated	Medium	0.00	0.00
24	870753-B21	HPE 300GB SAS 12G Enterprise 15K SFF (2.5in) SC 3yr Wty Digitally Signed Firmware HDD	Short	550.00	13200.00
24	870753-B21 0D1	Factory Integrated		0.00	0.00
12	P02381-B21	HPE Smart Storage Hybrid Capacitor with 260mm Cable Kit	Short	190.00	2280.00
12	P02381-B21 0D1	Factory Integrated	Medium	0.00	0.00
12	804424-B21	HPE Smart Array P204i-c SR Gen10 (4 Internal Lanes/1GB Cache) 12G SAS Modular Controller	Short	549.00	6588.00
12	804424-B21 0D1	Factory Integrated		0.00	0.00
12	777456-B21	HPE Synergy 5830C 32Gb Fibre Channel Host Bus Adapter	Short	1549.00	18588.00
12	777456-B21 0D1	Factory Integrated	Medium	0.00	0.00
12	P02054-B21	HPE Synergy 6820C 25/50Gb CNA	Unreleased Product	1499.00	17988.00
12	P02054-B21 0D1	Factory Integrated	Unreleased Product	0.00	0.00
1	867793-B21	HPE Synergy 50Gb Interconnect Link Module		9899.00	9899.00
1	867793-B21 0D1	Factory Integrated		0.00	0.00
1	867796-B21	HPE Virtual Connect SE 100Gb F32 Module for Synergy	Unreleased Product	18999.00	18999.00
1	867796-B21 0D1	Factory Integrated	Unreleased Product	0.00	0.00
2	876259-B21	HPE Virtual Connect SE 32Gb Fibre Channel Module for Synergy	Short	25955.00	51910.00
2	876259-B21 0D1	Factory Integrated	Medium	0.00	0.00
1	798096-B21	HPE 6x 2650W Performance Hot Plug Titanium Plus FIO Power Supply Kit	Short	3199.00	3199.00
1	804938-B21	HPE Synergy Frame Rack Rail Kit	Short	149.00	149.00
1	804938-B21 0D1	Factory Integrated		0.00	0.00
1	804943-B21	HPE Synergy Frame 4x L18 Handles	Short	109.00	109.00
1	804943-B21 0D1	Factory Integrated		0.00	0.00
1	859493-B21	Synergy Multi Frame Master FIO	Short	1.00	1.00
1	872957-B21	HPE Synergy Compaq2 Appliance	Unreleased Product	4995.00	4995.00
1	872957-B21 0D1	Factory Integrated	Unreleased Product	0.00	0.00
2	876852-B21	HPE Synergy 4-port Frame Link Module	Unreleased Product	1250.00	2500.00
2	876852-B21 0D1	Factory Integrated	Unreleased Product	0.00	0.00
1	P06011-B21	HPE Synergy 12000 Configure-to-order Frame with 10x Fans	Unreleased Product	5900.00	5900.00
1	P06011-B21 ABA	HPE Synergy 12000 Next Gen Frame	Unreleased Product	0.00	0.00
12	871940-B21	HPE Synergy 480 Gen10 Configure-to-order Compute Module	Short	2525.00	30300.00
12	871940-B21 0D1	Factory Integrated		0.00	0.00
12	P07349-L21	HPE Synergy 480/660 Gen10 Intel Xeon-Gold 6248 (2.5GHz/20-core/150W) FIO Processor Kit	Short	5049.00	60588.00
12	P07349-B21	HPE Synergy 480/660 Gen10 Intel Xeon-Gold 6248 (2.5GHz/20-core/150W) Processor Kit	Short	5049.00	60588.00
12	P07349-B21 0D1	Factory Integrated	Short	0.00	0.00
144	P00924-B21	HPE 32GB (1x32GB) Dual Rank x4 DDR4-2933 CAS-21-21-21 Registered Smart Memory Kit	Short	1119.00	161136.00
144	P00924-B21 0D1	Factory Integrated	Medium	0.00	0.00
24	870753-B21	HPE 300GB SAS 12G Enterprise 15K SFF (2.5in) SC 3yr Wty Digitally Signed Firmware HDD	Short	550.00	13200.00
24	870753-B21 0D1	Factory Integrated		0.00	0.00
12	P02381-B21	HPE Smart Storage Hybrid Capacitor with 260mm Cable Kit	Short	190.00	2280.00
12	P02381-B21 0D1	Factory Integrated	Medium	0.00	0.00
12	804424-B21	HPE Smart Array P204i-c SR Gen10 (4 Internal Lanes/1GB Cache) 12G SAS Modular Controller	Short	549.00	6588.00
12	804424-B21 0D1	Factory Integrated		0.00	0.00
12	777456-B21	HPE Synergy 5830C 32Gb Fibre Channel Host Bus Adapter	Short	1549.00	18588.00
12	777456-B21 0D1	Factory Integrated	Medium	0.00	0.00
12	P02054-B21	HPE Synergy 6820C 25/50Gb CNA	Unreleased Product	1499.00	17988.00
12	P02054-B21 0D1	Factory Integrated	Unreleased Product	0.00	0.00
2	867793-B21	HPE Synergy 50Gb Interconnect Link Module		9899.00	19798.00
2	867793-B21 0D1	Factory Integrated		0.00	0.00
2	876259-B21	HPE Virtual Connect SE 32Gb Fibre Channel Module for Synergy	Short	25955.00	51910.00
2	876259-B21 0D1	Factory Integrated	Medium	0.00	0.00

1	798096-B21	HPE 6x 2650W Performance Hot Plug Titanium Plus FIO Power Supply Kit	Short	3199.00	3199.00
1	804938-B21	HPE Synergy Frame Rack Rail Kit	Short	149.00	149.00
1	804938-B21 OD1	Factory Integrated		0.00	0.00
2	876852-B21	HPE Synergy 4-port Frame Link Module	Unreleased Product	1250.00	2500.00
2	876852-B21 OD1	Factory Integrated	Unreleased Product	0.00	0.00
1	P06011-B21	HPE Synergy L2000 Configure-to-order Frame with 10x Pans	Unreleased Product	5900.00	5900.00
1	P06011-B21 ABA	HPE Synergy L2000 Next Gen Frame	Unreleased Product	0.00	0.00
9	871940-B21	HPE Synergy 480 Gen10 Configure-to-order Compute Module	Short	2525.00	22725.00
9	871940-B21 OD1	Factory Integrated		0.00	0.00
9	P07349-L21	HPE Synergy 480/660 Gen10 Intel Xeon-Gold 6248 (2.5GHz/20-core/150W) FIO Processor Kit	Short	5049.00	45441.00
9	P07349-B21	HPE Synergy 480/660 Gen10 Intel Xeon-Gold 6248 (2.5GHz/20-core/150W) Processor Kit	Short	5049.00	45441.00
9	P07349-B21 OD1	Factory Integrated	Short	0.00	0.00
106	P00924-B21	HPE 32GB (1x32GB) Dual Rank x4 DDR4-2933 CAS-21-21-21 Registered Smart Memory Kit	Short	1119.00	120852.00
106	P00924-B21 OD1	Factory Integrated	Medium	0.00	0.00
18	870753-B21	HPE 300GB SAS 12G Enterprise 15K SFF (2.5in) 5C 3yr Wty Digitally Signed Firmware HDD	Short	550.00	9900.00
18	870753-B21 OD1	Factory Integrated		0.00	0.00
9	P02381-B21	HPE Smart Storage Hybrid Capacitor with 260mm Cable Kit	Short	190.00	1710.00
9	P02381-B21 OD1	Factory Integrated	Medium	0.00	0.00
9	804424-B21	HPE Smart Array P204i-c SR Gen10 (4 Internal Lanes/1GB Cache) 12G SAS Modular Controller	Short	549.00	4941.00
9	804424-B21 OD1	Factory Integrated		0.00	0.00
9	777456-B21	HPE Synergy S830C 32Gb Fibre Channel Host Bus Adapter	Short	1549.00	13941.00
9	777456-B21 OD1	Factory Integrated	Medium	0.00	0.00
9	P02054-B21	HPE Synergy 6820C 25/50Gb CNA	Unreleased Product	1499.00	13491.00
9	P02054-B21 OD1	Factory Integrated	Unreleased Product	0.00	0.00
2	867793-B21	HPE Synergy 50Gb Interconnect Link Module		9899.00	19798.00
2	867793-B21 OD1	Factory Integrated		0.00	0.00
2	876259-B21	HPE Virtual Connect SE 32Gb Fibre Channel Module for Synergy	Short	25955.00	51910.00
2	876259-B21 OD1	Factory Integrated	Medium	0.00	0.00
1	798096-B21	HPE 6x 2650W Performance Hot Plug Titanium Plus FIO Power Supply Kit	Short	3199.00	3199.00
1	804938-B21	HPE Synergy Frame Rack Rail Kit	Short	149.00	149.00
1	804938-B21 OD1	Factory Integrated		0.00	0.00
2	876852-B21	HPE Synergy 4-port Frame Link Module	Unreleased Product	1250.00	2500.00
2	876852-B21 OD1	Factory Integrated	Unreleased Product	0.00	0.00
3	537963-B21	HPE BladeSystem c-Class 10GbE SFP+ to SFP+ 5m Direct Attach Copper Cable	Short	239.00	717.00
6	861413-B21	HPE Synergy Frame Link Module CAT6A 3m Cable	Short	60.00	360.00
2	845406-B21	HPE 100Gb QSFP28 to QSFP28 3m Direct Attach Copper Cable	Short	499.00	998.00
14	Q2R27A	HPE B-series 4x32Gb 1-pack Short Wave QSFP Transceiver		18000.00	252000.00
32	QK735A	HPE Premier Flex LC/LC Multi-mode OM4 2 fiber 15m Cable	Short	162.00	5184.00
8	876689-B21	HPE SY 300Gb Interconnect Link 3m AOC	Unreleased Product	3489.00	27912.00
1	P06011-B21	HPE Synergy L2000 Configure-to-order Frame with 10x Pans	Unreleased Product	5900.00	5900.00
1	P06011-B21 ABA	HPE Synergy L2000 Next Gen Frame	Unreleased Product	0.00	0.00
12	871940-B21	HPE Synergy 480 Gen10 Configure-to-order Compute Module	Short	2525.00	90300.00
12	871940-B21 OD1	Factory Integrated		0.00	0.00
12	P07349-L21	HPE Synergy 480/660 Gen10 Intel Xeon-Gold 6248 (2.5GHz/20-core/150W) FIO Processor Kit	Short	5049.00	60588.00
12	P07349-B21	HPE Synergy 480/660 Gen10 Intel Xeon-Gold 6248 (2.5GHz/20-core/150W) Processor Kit	Short	5049.00	60588.00
12	P07349-B21 OD1	Factory Integrated	Short	0.00	0.00
144	P00924-B21	HPE 32GB (1x32GB) Dual Rank x4 DDR4-2933 CAS-21-21-21 Registered Smart Memory Kit	Short	1119.00	161136.00
144	P00924-B21 OD1	Factory Integrated	Medium	0.00	0.00
24	870753-B21	HPE 300GB SAS 12G Enterprise 15K SFF (2.5in) 5C 3yr Wty Digitally Signed Firmware HDD	Short	550.00	13200.00
24	870753-B21 OD1	Factory Integrated		0.00	0.00
12	P02381-B21	HPE Smart Storage Hybrid Capacitor with 260mm Cable Kit	Short	190.00	2280.00
12	P02381-B21 OD1	Factory Integrated	Medium	0.00	0.00
12	804424-B21	HPE Smart Array P204i-c SR Gen10 (4 Internal Lanes/1GB Cache) 12G SAS Modular Controller	Short	549.00	6588.00
12	804424-B21 OD1	Factory Integrated		0.00	0.00
12	777456-B21	HPE Synergy S830C 32Gb Fibre Channel Host Bus Adapter	Short	1549.00	18588.00
12	777456-B21 OD1	Factory Integrated	Medium	0.00	0.00
12	P02054-B21	HPE Synergy 6820C 25/50Gb CNA	Unreleased Product	1499.00	17988.00
12	P02054-B21 OD1	Factory Integrated	Unreleased Product	0.00	0.00
1	867793-B21	HPE Synergy 50Gb Interconnect Link Module		9899.00	9899.00
1	867793-B21 OD1	Factory Integrated		0.00	0.00
1	867796-B21	HPE Virtual Connect SE 100Gb E32 Module for Synergy	Unreleased Product	18999.00	18999.00
1	867796-B21 OD1	Factory Integrated	Unreleased Product	0.00	0.00
2	876259-B21	HPE Virtual Connect SE 32Gb Fibre Channel Module for Synergy	Short	25955.00	51910.00
2	876259-B21 OD1	Factory Integrated	Medium	0.00	0.00
1	798096-B21	HPE 6x 2650W Performance Hot Plug Titanium Plus FIO Power Supply Kit	Short	3199.00	3199.00
1	804938-B21	HPE Synergy Frame Rack Rail Kit	Short	149.00	149.00
1	804938-B21 OD1	Factory Integrated		0.00	0.00
1	859491-B22	Synergy Multi Frame Master2 FIO	Short	1.00	1.00
1	872957-B21	HPE Synergy Composer2 Appliance	Unreleased Product	4995.00	4995.00
1	872957-B21 OD1	Factory Integrated	Unreleased Product	0.00	0.00
2	876852-B21	HPE Synergy 4-port Frame Link Module	Unreleased Product	1250.00	2500.00
2	876852-B21 OD1	Factory Integrated	Unreleased Product	0.00	0.00
2	861414-B21	HPE Synergy Frame Link Module CAT6A 6.4m Cable	Short	75.00	150.00
5	826565-B21	HPE ProLiant DL380 Gen10 4U 1.25GHz 10-core 1P 32GB-R P408i-a SFF 500W PS Base Server	Medium	4994.00	24970.00
20	763466-B21	HPE 2TB SAS 12G Midline 7.2K SFF (2.5in) 5C 1yr Wty 512e HDD	Short	1017.00	20340.00
5	826691-B21	HPE DL38X Gen10 SFF Box 1/2 Capa/Backplane Kit	Short	299.00	1495.00
5	865408-B21	HPE 500W Flex Slot Platinum Hot Plug Low Halogen Power Supply Kit	Short	295.00	1475.00
10	872475-B21	HPE 300GB SAS 12G Enterprise 10K SFF (2.5in) 5C 3yr Wty Digitally Signed Firmware HDD	Short	299.00	2990.00
15	881457-B21	HPE 2.4TB SAS 12G Enterprise 10K SFF (2.5in) 5C 3yr Wty 512e Digitally Signed Firmware HDD	Short	1187.00	17805.00
5	860599-ABE	HPE ILO Advanced Electronic License with 1yr Support on ILO Licensed Features		399.00	1995.00

— software

5	870549-B21	HPE DL38X Gen10 L20b SAS Expander Card Kit with Cables	Short	699.00	3495.00
1	487655-B21	HPE BladeSystem c-Class 10GbE SFP+ to SFP+ 3m Direct Attach Copper Cable	Short	209.00	209.00
1	H7J34A3	HPE 3Y Foundation Care 24x7 SVC		0.00	0.00
5	H7J34A3	7X4 HPE iLO AdvPack NonBL Support		73.00	365.00
45	H7J34A3	W4A HPE SY480 Gen10 Support		1348.00	60660.00
5	H7J34A3	WAH HPE DL38x Gen10 Support		2719.00	13595.00
4	H7J34A3	WJN HPE Synergy 1200 Frame Supp		1019.00	4076.00
8	H7J34A3	YVD HPE Synergy VC 32Gb FC Support		1199.00	9592.00
2	H7J34A3	Z1Q HPE Synergy Composer2 Support		447.00	894.00
2	H7J34A3	Z1R HPE Synergy VC SE 100Gb F32 Module Supp		1060.00	2120.00
6	H7J34A3	Z1S HPE Synergy 50Gb IC Link Module Support		518.00	3108.00
10	H7J34A3	ZBN HPE ProLiant ML350 Gen10 Support		1754.00	17540.00
1	HA124A1	HPE Technical Installation Startup SVC		0.00	0.00
3	HA124A1	SZQ HPE Synergy Additional Frame Startup SVC		2429.00	7287.00
1	HA124A1	SZM HPE Synergy First Frame Startup SVC		4995.00	4995.00
1	H0JD4A3	HPE 3Y Service Credits 10 Per Yr SVC		0.00	0.00
1	H0JD4A3	WFK HPE 3Y Service Credits Qty 30 SVC		7352.00	7352.00
2	HF385A1	HPE Training Credits for Serv and CS SVC		800.00	1600.00

} maintenance

} Professional Services

Total

Less Maintenance < 241,904.00 USD
< 111,950.00 >

Total Capital \$2,303,954.00

Less Software < 1,995.00 >

Less Prof Svcs. < 21,234.00 >

Total Taxable Amt. \$2,280,725.00

LOAD BALANCER REFRESH



Date: 09-24-2019

Quote #: F5Q-00246037

Customer Contact Information

Name: Company: Golden State Water Company
Phone: Address: 630 E Foothill Blvd
Email: San Dimas, California 91773-1212
Fax: United States

C/O F5 Contact

Name: Jenna Sloan
Phone:
Email: j.sloan@f5.com
Fax:

Quote Expiration:

Line	Part #	Description	Qty	List Price	Total List Price
1.1	F5-BIG-BT45600	BIG-IP Appliance Best Bundle i5600 (48G SSD, Base SSL & Comp)	2	\$87,995.00	\$175,990.00
1.2	F5-SVC-BIG-PRE-L1-3	BIG-IP Service Premium (Level 1-3) 17% of List (Service Length 12 Months)	2	\$14,859.15	\$29,918.30 — maint.
1.3	F5-SVC-BIG-RMA4	BIG-IP Service RMA 4-Hour Hardware Replacement Service 6% of List (Service Length 12 Months)	2	\$5,279.70	\$10,559.40 — maint.
1.4	F5-UPG-AC-15XXX	Field Upgrade: Single 650W AC Power Supply (15XXX)	2	\$2,000.00	\$4,000.00
1.5	F5-UPG-SFP-R	Field Upgrade: SFP Fiber Connector (1G-LC/ 850nm) ROHS	2	\$250.00	\$500.00
1.6	F5-UPG-SFP+-R	Field Upgrade: SFP+ Fiber Connector (10G-LC/ 850nm) ROHS	4	\$1,600.00	\$6,400.00

Total: \$227,367.70

All prices in USD

less maintenance < 40,478 >

Total Capital &
Taxable \$186,890

Special Instructions:

Date: 09-24-2019



Quote #: F5Q-00246037

Tax, Shipping, & Handling are not included in this quote. Please do not pay this as an invoice.

The terms set forth in this sales quotation shall expire on the quote expiration date set forth above and they are non-binding until F5 receives a non-cancelable purchase order from you. This quotation does not include sales tax. If you are tax exempt, please provide the applicable exemption certificate. You understand and agree that all purchases of F5 equipment shall be subject to the terms and conditions of F5's standard license and sale agreements. Trades in allowances for F5 Technology Refresh and Competitive Replacement Programs are voided unless traded in products are returned to F5 within 90 days from the date new products are shipped.

You understand and agree that all purchases of F5 Services shall be subject to the terms and conditions of F5's standard Consulting Services Agreement as indicated here: <http://www.f5.com/pdf/customer-support/consulting-services-agreement.pdf>

2021 Microsoft Enterprise Licenses Installment Payment and True-Up

Microsoft | Volume Licensing

Golden State Water Company

Microsoft Volume Licensing - Customer Price Sheet - Final Pricing

Quote Number: 0909514.001 Billing currency: USD
 Creation Date: 12/10/2019 Term Of Agreement: 3 Years
 Effective Duration: 30 days Opportunity ID:
 Enrollment Number: Payment Schedule: Annual
 Language: English (United States)
 Price List Month: December 2019

Direct Enterprise Enrollment - Renewal Quote

Customer Contact
 Donna Keilh
 Phone: 909-394-3600 x653
 Fax: donna.keilh@gswater.com

Partner Contact(s)
 Software Advisor
 Larry Beougher
 Phone: 312-546-8609
 Fax: larry.beougher@pcm.com

PCM, Inc.
 1940 E. Mariposa Ave.
 El Segundo, CA, United States, 90245-3457

Purchase Order Information		New Purchases	
Sections	Purchase Order Number		Purchase Order Date
Section 1			
Section 2			

Year 2
 Enterprise Agreement - \$ 383,721.24
 Server + Cloud Enrollment - \$ 122,055.96
\$ 505,783.20

Enterprise Agreement (EA)

Golden State Water Company
Quote Number: 0809514,001

Summary Item	Quote Summary	Totals (USD)
Base Price (3 Years)		1,368,349.65
Customer Earned Discount (-15.87%)		-217,167.93
Total Discount (-15.87%)		-217,167.93
Customer Earned Price (3 Years)		1,151,181.72
Total Credit Amount		0.00
Total Annual Payment Year 1		383,727.24
Total Annual Payment Year 2		383,727.24
Total Annual Payment Year 3		383,727.24

W0;PLSS1;B0;G0;Y0;R0;P0;BDD;BL0;BDSLQ;BM0;BE0;E0;BV0;BDGMQ;BOGM0

Enterprise Agreement (EA)

SECTION 1 - Licenses and Software Assurance

Product Description	Part Number	List Price (USD)	Discount (%) from List	Net Unit Price (USD)	Credited Unit Price (USD)	Pricing & Usage Year 1		Usage Country	Extended Amount (USD)
						License Quantity	Usage		
Enterprise									
OfficeProPlus ALING SA MVL Pflm	269-12442	124.32	0.00	124.32	124.32	905		United States	112,509.60
WINENTpendVC ALING SA MVL Pflm	KV3-00353	56.64	0.00	56.64	56.64	905		United States	51,259.20
CoreCAL ALING SA MVL Pflm USrCAL	W06-01072	63.12	0.00	63.12	63.12	905		United States	57,123.60
Field Worker									
OfficeProPlus ALING SA MVL	269-05704	130.92	0.00	130.92	130.92	171		United States	22,387.32
WINENTpendVC ALING SA MVL	KV3-00368	59.64	0.00	59.64	59.64	171		United States	10,198.44
Additional Products									
Pdcd Sid ALING SA MVL	078-01912	151.80	0.00	151.80	151.80	2		United States	303.60
PdcdPro ALING SA MVL w/1PdcdSvrCAL	H30-00239	254.88	0.00	254.88	254.88	54		United States	13,763.52
ValoPro ALING SA MVL	D87-01159	130.20	0.00	130.20	130.20	89		United States	11,587.80
VSEnISubMSDN ALING SA MVL	MAX-00117	1,393.20	0.00	1,393.20	1,393.20	2		United States	2,786.40
ExchgSvrEN ALING SA MVL	395-02504	946.92	0.00	946.92	946.92	4		United States	3,787.68
ExchgSvrSid ALING SA MVL	312-02257	165.48	0.00	165.48	165.48	7		United States	1,158.36
SIBSvr ALING SA MVL	SHU-00216	852.36	0.00	852.36	852.36	1		United States	852.36
SharePointCAL ALING SA MVL USrCAL	76N-02550	25.32	0.00	25.32	25.32	1,076		United States	27,244.32
WMSvrSTDCore ALING SA MVL Zlic CoreLic	9EM-00270	26.16	0.00	26.16	26.16	1,800		United States	47,088.00
Total Year 1 Payment									362,050.20
Invoice Date: Enrollment Effective Date or if received after Enrollment Effective Date upon our acceptance									
Pricing & Usage Year 2									
Product Description	Part Number	List Price (USD)	Discount (%) from List	Net Unit Price (USD)	Credited Unit Price (USD)	License Quantity	Usage Country	Extended Amount (USD)	

W0,PL,SS;1;B0;G0;Y0;R0;P0;B0;B1;0;BDSL;0;BM0;BE0;E0;BV0;BDGM0;BOGM0

Enterprise Agreement (EA)

Golden State Water Company
Quote Number: 0909514.001

Enterprise									
Product Description	Part Number	List Price (USD)	Discount (%) from List	Net Unit Price (USD)	Credited Unit Price (USD)	License Quantity	Usage Country	Extended Amount (USD)	
OfficeProPlus ALING SA MVL Pktrm	269-12442	124.32	0.00	124.32	124.32	905	United States	112,509.60	
WINENTperDVC ALING SA MVL Pktrm	KVJ-00353	56.64	0.00	56.64	56.64	905	United States	51,259.20	
CoreCAL ALING SA MVL Pktrm	W06-01072	63.12	0.00	63.12	63.12	905	United States	57,123.60	
Field Worker									
OfficeProPlus ALING SA MVL	269-05704	130.92	0.00	130.92	130.92	171	United States	22,387.32	
WINENTperDVC ALING SA MVL	KVJ-00368	59.64	0.00	59.64	59.64	171	United States	10,198.44	
Additional Products									
PkgStd ALING SA MVL	076-01912	151.80	0.00	151.80	151.80	2	United States	303.60	
PkgPro ALING SA MVL w/PkgSVCAL	H90-00238	254.88	0.00	254.88	254.88	54	United States	13,763.52	
ValuePro ALING SA MVL	D87-01159	130.20	0.00	130.20	130.20	89	United States	11,587.80	
VENISubMSDN ALING SA MVL	MX3-00117	1,393.20	0.00	1,393.20	1,393.20	2	United States	2,786.40	
ExchgSvEnt ALING SA MVL	395-02504	946.92	0.00	946.92	946.92	4	United States	3,787.68	
ExchgSvStd ALING SA MVL	312-02257	165.48	0.00	165.48	165.48	7	United States	1,158.36	
SIBSv ALING SA MVL	SHU-00216	852.36	0.00	852.36	852.36	1	United States	852.36	
SharePointENCAL ALING SA MVL, USrCAL	76N-02550	25.32	0.00	25.32	25.32	1,076	United States	27,244.32	
WinSvSTDCore ALING SA MVL 2Lic CoreLic	9EM-00270	26.16	0.00	26.16	26.16	1,800	United States	47,088.00	
Total Year 2 Payment									382,050.20
Invoice Date: 1st Anniversary Date									
Pricing & Usage Year 3									
Enterprise									
OfficeProPlus ALING SA MVL Pktrm	269-12442	124.32	0.00	124.32	124.32	905	United States	112,509.60	
WINENTperDVC ALING SA MVL Pktrm	KVJ-00353	56.64	0.00	56.64	56.64	905	United States	51,259.20	

W0:PL:SS1;R0:G0;Y0;R0;P0;R0D;BLO;R0D;SLO;BMO;BE0;EO;BV0;BD;GM0;BCGM0

Enterprise Agreement (EA)

Golden State Water Company
Quote Number: 0909514.001

CoreCAL ALNG SA MVL Pfltrm UsrCAL	W06-01072	63.12	0.00	63.12	63.12	905	United States	57,123.60
Field Worker								
Official Profitus ALNG SA MVL	269-05704	130.92	0.00	130.92	130.92	171	United States	22,387.32
WINENTPerDVC ALNG SA MVL	KV3-00368	59.64	0.00	59.64	59.64	171	United States	10,198.44
Additional Products								
Pfct Sid ALNG SA MVL	076-01912	151.80	0.00	151.80	151.80	2	United States	303.60
PfctPro ALNG SA MVL	H30-00238	254.88	0.00	254.88	254.88	54	United States	13,763.52
wfPhysCAL								
VsioPro ALNG SA MVL	D87-01159	130.20	0.00	130.20	130.20	89	United States	11,587.80
VSErSubMSDN ALNG SA MVL	MX3-00117	1,393.20	0.00	1,393.20	1,393.20	2	United States	2,786.40
ExchgSwrEnt ALNG SA MVL	395-02504	946.92	0.00	946.92	946.92	4	United States	3,787.68
ExchgSwrSid ALNG SA MVL	312-02257	165.48	0.00	165.48	165.48	7	United States	1,158.36
SIBSwr ALNG SA MVL	5HU-00216	852.36	0.00	852.36	852.36	1	United States	852.36
SharePharmICAL ALNG SA MVL UsrCAL	76N-02550	25.32	0.00	25.32	25.32	1,076	United States	27,244.32
WInSwrSTDCare ALNG SA MVL	9EM-00270	26.16	0.00	26.16	26.16	1,800	United States	47,088.00
ZLIC CoreLIC								
Total Year 3 Payment								382,050.20
Invoice Date: 2nd Anniversary Date								1,088,150.60
TOTAL SECTION 1 VALUE YEARS 1 - 3								1,088,150.60

W0:PLSS1;B0:G0;Y0;R0;P0;B0Q;B1Q;BDSLQ;BMO;BEP;E0;BVC;BDGM0;BOGM0

Enterprise Agreement (EA)

Golden State Water Company
Quote Number: 0909514.001

SECTION 2 - Monthly Subscriptions

Pricing & Usage Year 1											
Product Description	Part Number	List Price (USD)	Discount (%) from List	Usage Indicator	Usage Start Date	Unit of Measure	Unit Quantity	Net Unit Price (USD)	License Quantity	Usage Country	Extended Amount (USD)
Additional Products											
PwrAppSP1 SrvdSvr ALNG SubsvL MVL ClkOffr PerUsr	DNT-00002	7.00	0.00	Adjustable	12/10/2019	Monthly	12	7.00	182	United States	15,288.00
PwrAppSP2 SrvdSvr ALNG SubsvL MVL ClkOffr PerUsr	DNV-00001	40.00	0.00	Adjustable	12/10/2019	Monthly	12	40.00	1	United States	480.00
PwrBIPn SrvdSvr ALNG SubsvL MVL PerUsr	NK4-00002	8.49	0.00	Adjustable	12/10/2019	Monthly	12	8.49	58	United States	5,909.04
Total Year 1 Payment											
											21,677.04
Invoice Date: Enrollment Effective Date or if received after Enrollment Effective Date upon our acceptance											
Pricing & Usage Year 2											
Product Description	Part Number	List Price (USD)	Discount (%) from List	Usage Indicator	Usage Start Date	Unit of Measure	Unit Quantity	Net Unit Price (USD)	License Quantity	Usage Country	Extended Amount (USD)
Additional Products											
PwrAppSP1 SrvdSvr ALNG SubsvL MVL ClkOffr PerUsr	DNT-00002	7.00	0.00	Adjustable	-	Monthly	12	7.00	182	United States	15,288.00
PwrAppSP2 SrvdSvr ALNG SubsvL MVL ClkOffr PerUsr	DNV-00001	40.00	0.00	Adjustable	-	Monthly	12	40.00	1	United States	480.00
PwrBIPn SrvdSvr ALNG SubsvL MVL PerUsr	NK4-00002	8.49	0.00	Adjustable	-	Monthly	12	8.49	58	United States	5,909.04
Total Year 2 Payment											
											21,677.04
Pricing & Usage Year 3											
Product Description	Part Number	List Price (USD)	Discount (%) from List	Usage Indicator	Usage Start Date	Unit of Measure	Unit Quantity	Net Unit Price (USD)	License Quantity	Usage Country	Extended Amount (USD)
Additional Products											
PwrAppSP1 SrvdSvr ALNG SubsvL MVL ClkOffr PerUsr	DNT-00002	7.00	0.00	Adjustable	-	Monthly	12	7.00	182	United States	15,288.00
PwrAppSP2 SrvdSvr ALNG SubsvL MVL ClkOffr PerUsr	DNV-00001	40.00	0.00	Adjustable	-	Monthly	12	40.00	1	United States	480.00

WC:PLSS1;B0;G0;Y0;R0;P0;BD0;BL0;BDSL0;8M0;BE0;ED;BV0;BDGM0;BOGM0

Enterprise Agreement (EA)

PwrBjPro ShtdsSvr ALNG SubsvL	NK4-00002	8.49	0.00	Adjustable	-	Monthly	12	8.49	58	United States	5,809.04
Total Year 3 Payment											21,577.04
Invoice Date: 2nd Anniversary Date											
TOTAL SECTION 2 VALUE YEARS 1-3											65,931.12
TOTAL DEAL VALUE YEARS 1-3											1,151,181.72

W0;PLSS1;B0;G0;Y0;R0;P0;B0;D0;B1;L0;BDSL0;BMO;BED;EO;BVO;BDM;BQGM

Enterprise Agreement (EA)

Future Pricing

Product Description	Enterprise Products Part Number	Pricing Information Net Unit True up Price (USD)		
		Year 1 - Payment 1	Year 2 - Payment 1	Year 3 - Payment 1
True-Ups - Enterprise Products				
OfficeProPlus ALNG LKSAPK MVL Pfltm	269-12445	592.32	492.72	393.12
WINENTperDVC ALNG UpgradSAPK MVL Pfltm	KVJ-00356	186.30	149.22	112.14
CoreCAL ALNG LKSAPK MVL Pfltm UsrCAL	W06-01066	315.42	253.94	212.46
		Net Unit True up Price (USD)		
True-Ups - Field Worker Products				
OfficeProPlus ALNG LKSAPK MVL	269-05623	696.72	579.60	462.48
WINENTperDVC ALNG UpgradSAPK MVL	KVJ-00381	216.54	173.46	130.38
		Net Unit True up Price (USD)		
Step-Ups - Enterprise Products				
ENICAL ALNG SASU MVL fromCoreCAL Pfltm UsrCAL wsvcs	76A-00004	296.62	237.30	187.98
		Net Unit True up Price (USD)		
Higher Editions - Enterprise Products				
ENICAL ALNG LKSAPK MVL Pfltm UsrCAL wsvcs	76A-00010	602.04	501.24	400.44
		Net Unit True up Price (USD)		
Enterprise Online Services				
Product Description	Part Number	Net Unit Price(USD) / Month		
Transition Enterprise Products				
0365ProPlus ShrdSvr ALNG SubsvL MVL Trnshn PerUsr OffProPlus	3JJ-00004	0.00		
InstrUSL a ALNG SubsvL MVL Trnshn PerUsr CoreCAL	USU-00003	3.55		
0365E1 ShrdSvr ALNG SubsvL MVL Trnshn PerUsr CoreCAL	T6A-00045	0.00		
0365E3 ShrdSvr ALNG SubsvL MVL Trnshn PerUsr CoreCAL	UT6-00006	10.20		
0365E3 ShrdSvr ALNG SubsvL MVL Trnshn PerUsr OffProPlus	UT6-00010	7.74		
0365E3 ShrdSvr ALNG SubsvL MVL Trnshn PerUsr OffProPlus/CoreCAL	UT6-00011	0.00		
Transition Field Worker Products				
0365ProPlus ShrdSvr ALNG SubsvL MVL Trnshn PerUsr OffProPlus	3JJ-00004	0.00		
0365E3 ShrdSvr ALNG SubsvL MVL Trnshn PerUsr OffProPlus	UT6-00010	7.74		
Suggested Enterprise Products				
0365ProPlus ShrdSvr ALNG SubsvL MVL PerUsr	3JJ-00003	12.00		
WINES ALNG SubsvL MVL Pfltm PerUsr	AAA-10798	5.35		

Enterprise Agreement (EA)

Product Description	Part Number	Pricing Information			
		Net Unit True up Price (USD)			
		Year 1 - Payment 1	Year 2 - Payment 1	Year 3 - Payment 1	Year 3 - Payment 1
WhnE3AddOnIcWhnEnterpriseALNG SubstVL MVL	AAA-10744				1.20
IntlntUSL a ALNG SubstVL MVL PerUsr	USL-00001				5.10
O365E1 ShndSvr ALNG SubstVL MVL PerUsr	T6A-00024				8.00
O365E3 ShndSvr ALNG SubstVL MVL PerUsr	AAA-10842				20.00
Suggested Field Worker Products					
O365PPlus ShndSvr ALNG SubstVL MVL PerUsr	3JL-00003				12.00
WhnE3 ALNG SubstVL MVL PerUsr	AAA-10787				5.63
WhnE3AddOnIcWhnEnterpriseALNG SubstVL MVL	AAA-10744				1.20
O365E3 ShndSvr ALNG SubstVL MVL PerUsr	AAA-10842				20.00
Additional Products					
Product Description	Part Number	Pricing Information			
		Net Unit True up Price (USD)			
		Year 1 - Payment 1	Year 2 - Payment 1	Year 3 - Payment 1	Year 3 - Payment 1
True-Ups					
Pjct Sld ALNG LcsAPK MVL	076-01776	903.06	751.26		599.46
PjctPro ALNG LcsAPK MVL wIPIjctSwCAL	H30-00237	1,516.08	1,261.20		1,006.32
VslctPro ALNG LcsAPK MVL	D87-01057	774.30	644.10		513.90
VSEntSubMSDN ALNG LcsAPK MVL	MX3-00115	8,297.08	6,893.88		5,500.68
ExchgSvnt ALNG LcsAPK MVL	395-02412	6,154.74	5,207.82		4,280.90
ExchgSvnt ALNG LcsAPK MVL	312-02177	1,075.86	910.38		744.90
SBSvr ALNG LcsAPK MVL	SHL-00215	5,540.10	4,687.74		3,835.38
SharePntntAL ALNG LcsAPK MVL UscrCAL	78N-02427	164.46	139.14		113.82
WhnSvntDCore ALNG LcsAPK MVL ZLIC CoreLIC	9EM-00562	169.92	143.76		117.60
Net Unit True up Price (USD)					
Step-Ups		Year 1 - Payment 1	Year 2 - Payment 1	Year 3 - Payment 1	Year 3 - Payment 1
PjctPro ALNG SASU MVL PjctSld wIPIjctSwCAL	H30-00910	613.02	509.94		406.86
VSEntSubWHnt ALNG SASU MVL VSEnterpriseSubMSDN	QEJ-00005	428.40	257.04		85.68
ExchgSvnt ALNG SASU MVL ExchgSvntSld	395-03039	5,078.88	4,297.44		3,518.00
WhnSvntDCore ALNG SASU MVL ZLIC WhnSvntDCore CoreLIC	9EA-00279	893.46	756.06		618.66
Net Unit True up Price (USD)					
Higher Editions		Year 1 - Payment 1	Year 2 - Payment 1	Year 3 - Payment 1	Year 3 - Payment 1
VSEntSubWHnt ALNG LcsAPK MVL	QEJ-00001	8,715.48	7,150.92		5,586.36

WQ;PLSS1;B0;G0;Y0;R0;P0;BD0;BL0;BDSL0;BM0;BE0;E0;BV0;BDGM0;BOGMO

Enterprise Agreement (EA)

Golden State Water Company
Quote Number: 0909514.001

Product Description	Additional Online Products	Part Number	Pricing Information	Net Unit Price (USD) Month
WMSWDCCore ALING LicSAPX MWL 2Lc CoreLc		9EA-00039	1,063.38	899.82
Online Services				736.26
PwrAppP1 SrvdSvr ALING SubsvL MWL QHdOffer PerUsr		DNT-00002		7.00
PwrAppsp2 SrvdSvr ALING SubsvL MWL QHdOffer PerUsr		DNV-00001		40.00
PwrBIPro SrvdSvr ALING SubsvL MWL PerUsr		NK4-00002		8.49

WMO,PLSS1;BDCGQ;Y0;R0;PQ;BDC;BLQ;BDSLQ;BMO;BEO;EQ;BVQ;BDGMO;BOGMO

Enterprise Agreement (EA)

Product Notes

Note 1: If the payment structure is changed, the list price may not reflect the actual list price but may be updated to reflect the payment structure chosen.

Note 2: Purchase Orders should include taxes where applicable.

Note 3: For Monthly Subscription Licenses, including Online Services, Total Extended Amount will be calculated to reflect Monthly Net Unit Price multiplied by Months Remaining multiplied by License Quantity. If the Usage Date changes to a later date which impacts Months Remaining, this Extended Amount will be used to reflect this provision for any month invoiced after the 15th of that month. The Usage Start Date only applies to the Initial Pricing and Usage period. Subsequent Pricing and Usage periods align to continue coverage until the end of the subscription term.

Note 4: True-ups are only applicable to Enterprise Products, eligible Enterprise Online Services and Additional Products (including eligible Online Services but not Service Offerings).

Note 5: Choosing to submit a step-up order or true-up order for Enterprise CAL suite requires stepping up all Core CALs to the higher edition.

Note 6: Unless otherwise indicated, if Enrolled Affiliate is Transitioning from LISA or Software Assurance after the Initial Enrollment order, the Extended Amount Invoiced for year(s) following the Transition Period will be adjusted by the Net Unit Price multiplied by License Quantity.

Note 7: Unless otherwise indicated, if Enrolled Affiliate is Transitioning from Monthly Subscription Licenses after the Initial Enrollment order, the Extended Amount Invoiced for year(s) following the Transition Period will be adjusted by the Monthly Net Unit Price multiplied by Months Remaining multiplied by License Quantity.

Note 8: Unless otherwise indicated, if Enrolled Affiliate's initial Enrollment order has spread annual payments selected, then Enrolled Affiliate submits a true-up order with upfront payment required, Transitions will first be applied to Licenses or Software Assurance on the Initial Enrollment order.

Note 9: Future Monthly Subscription pricing is expressed in monthly terms to support pro-rata of months remaining in the Enrollment based on usage date of order. Online Services must be ordered prior to deployment, except where permitted through License Reservation for those Online Services eligible for the true-up or annual order process.

Note 10: For Online Services eligible for true-up or annual order processes, the true-up or annual order must reflect the date of any License Reservations. License Reservations are available through the Volume Licensing Service Center at: <http://www.microsoft.com/licensing/servicecenter/default.aspx>.

Note 11: For on-premises Subscription Licenses, true-up order must reflect the correct Usage Date when incremental Product quantity was first used or Qualified Devices/Users (if applicable) were added.

Note 12: Transition Period means the time between the Transition and the next Enrollment anniversary date for which the Transition is reported.

Note 13: For Transition Period Licenses, Future Monthly Subscription pricing is applied to the Transition Period. The transition period part number and price are replaced with Non-Transition Period License at Enrollment anniversary in conjunction with a License reduction for Product License(s) from which Enrolled Affiliate is transitioning.

Enterprise Agreement (EA)

Golden State Water Company
Quote Number:0909514.001

Note 14: Microsoft Professional Services: If no Professional Services support SKU is listed on this Price Sheet, Customer acknowledges that such support is not included in this Enterprise Agreement.

Note 15: The purchase of Services for which Enrolled Affiliate is invoiced under these terms and conditions is strictly at Enrolled Affiliate's option. Enrolled Affiliate understands there is no obligation to purchase Services from Microsoft. Enrolled Affiliate further understands that the price of Services purchased from Microsoft is the same regardless of whether Customer chooses to license Microsoft software under Customer's Enterprise Agreement or through any other Microsoft Services channel.

Terms and Conditions

Golden State Water Company by signing the signature form/cover page, acknowledges that it has read the enrollment referred to in the Customer Price Sheet (including any amendments to that enrollment). Refer to the enrollment for a description of payment terms. All pricing and other terms are subject to change by Microsoft at any time until execution and delivery by all parties of the final enrollment and all other necessary legal documentation. Please do not sign the signature form/cover page or process this price sheet unless Final Price Sheet is indicated on top of the first page.

Unless otherwise indicated on the Customer Price Sheet, Microsoft will invoice Enrolled Affiliate in 3 equal annual installments. The first installment will be invoiced upon acceptance of the Enrollment, and thereafter on the anniversary of the Enrollment.

Delivery and Payment Terms: Subject to Microsoft's review of Enrolled Affiliate's financial condition and overall creditworthiness, all amounts will be due and owing within 30 calendar days of the date of Microsoft's invoice. This payment due date is specified on the invoice. The terms of any extension of credit under this Enrollment may be revised or withdrawn at any time upon Microsoft's written notice and non-payment within payment terms may result in the Enrolled Affiliate's Enrollment being placed on hold or terminated. Microsoft may, at its option, assess a finance charge of the lesser of 1% per month, or part thereof, or the highest amount allowed by law on all past due amounts from the first day the amount is past due until the amount is paid in full, and will be payable on demand. Enrolled Affiliate must make all payments in the form of bank wire transfers or electronic funds transfers through an automated clearinghouse with electronic remittance detail, in accordance with the payment instructions Microsoft provides on its invoice to Enrolled Affiliate.

PLEASE NOTE: At the start of each term of an Enrollment, price levels are established for that term based upon terms in the applicable Agreement and Enrollment. For Direct Enrollments, final pricing is established by the licensing Microsoft affiliate based on the applicable price levels and other factors. For Indirect Enrollments, final pricing is established by the Customer's reseller based on the applicable price levels and other factors. Therefore, Customers should not expect to receive the same pricing across different Enrollments, particularly when the Enrollments are under different channel models (Direct and Indirect). If an Affiliate is not included under this Enrollment, but signs a separate Enrollment, that Affiliate may be subject to pricing other than what has been established in this Enrollment. While the payment on an initial order and any order for Online Services may be spread annually across the term of the Enrollment, any subsequent additional product and true-up orders for License & Software Assurance are invoiced in total unless otherwise specified.

Method for determining Enrolled Affiliate's price levels is described in the Agreement and Enrollment.

The Customer Price Sheet is confidential between the licensing Microsoft Affiliate and Enrolled Affiliate. However, Enrolled Affiliate must provide the signed final Customer Price Sheet to Enrolled Affiliate's Software Advisor. The Software Advisor will in turn submit the Customer Price Sheet along with the complete and signed Enrollment to the Microsoft Affiliate to process for billing.

After a Customer with on-premises Product Licenses transitions to Online Services, the Customer may, at Customer's option transition back to their original Product Licenses. If you wish to transition back to your on-premises Product License, please contact your Account Manager, License Advisor, or Reseller for assistance.

Server + Cloud Enrollment (SCE)

Microsoft | Volume Licensing

Golden State Water Company

Microsoft Volume Licensing - Customer Price Sheet - Final Pricing

Quote Number:	0873484.001	Billing currency:	USD
Creation Date:	11/19/2019	Term Of Agreement:	3 Years
Effective Duration:	30 days	Opportunity ID:	
Enrollment Number:		Payment Schedule:	Annual
Language:	English (United States)		
Price List Month:	November 2019		

Direct Server and Cloud Enrollment - Renewal Quote

Customer Contact
 Donna Keith
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 Fax:
 donna.keith@gswater.com

Partner Contact(s)
 Software Advisor
 Larry Beougher
 Phone: 312-546-8609
 Fax:
 larry.beougher@pcm.com

PCM, Inc.
 1940 E. Mariposa Ave.
 El Segundo, CA, United States, 90245-3457

New Purchases

Sections	Purchase Order Number	Purchase Order Date
Section 1		

Server + Cloud Enrollment (SCE)

Golden State Water Company
Quote Number: 0873484.001

Quote Summary	
Summary Item	Totals (USD)
Base Price (3 Years)	453,576.21
Customer Earned Discount (-19.27%)	-87,408.33
Total Discount (-19.27%)	-87,408.33
Customer Earned Price (3 Years)	366,167.88
Total Credit Amount	0.00
Total Annual Payment Year 1	122,055.96
Total Annual Payment Year 2	122,055.96
Total Annual Payment Year 3	122,055.96

WQ;PL;SS0;B0;G0;Y0;R0;P0;BD0;BL0;BDSL0;BM0;BEU;E0;BV0;BDGM0;BOGM0

Server + Cloud Enrollment (SCE)

Golden State Water Company
Quote Number: 0873484.001

SECTION 1 - Licenses and Software Assurance

Pricing & Usage Year 1											
Product Description	Part Number	List Price (USD)	Discount (%) from List	Net Unit Price (USD)	Credited Unit Price (USD)	License Quantity	Usage Country	Extended Amount (USD)			
Server and Tools Products: Baseline Licenses											
SharePointSvr ALNG SA MVL	H04-00268	1,509.60	0.00	1,509.60	1,509.60	16	United States	24,153.60			
SQLCAL ALNG SA MVL UsrCAL	359-00961	42.24	0.00	42.24	42.24	905	United States	38,227.20			
SQLSvrEntCore ALNG SA MVL	710-00343	2,775.24	0.00	2,775.24	2,775.24	20	United States	55,504.80			
SQLSvrSid ALNG SA MVL	228-04433	181.32	0.00	181.32	181.32	23	United States	4,170.36			
								122,055.96			
Total Year 1 Payment											
Invoice Date: Enrollment Effective Date or if received after Enrollment Effective Date upon our acceptance											
Pricing & Usage Year 2											
Product Description	Part Number	List Price (USD)	Discount (%) from List	Net Unit Price (USD)	Credited Unit Price (USD)	License Quantity	Usage Country	Extended Amount (USD)			
Server and Tools Products: Baseline Licenses											
SharePointSvr ALNG SA MVL	H04-00268	1,509.60	0.00	1,509.60	1,509.60	16	United States	24,153.60			
SQLCAL ALNG SA MVL UsrCAL	359-00961	42.24	0.00	42.24	42.24	905	United States	38,227.20			
SQLSvrEntCore ALNG SA MVL	710-00343	2,775.24	0.00	2,775.24	2,775.24	20	United States	55,504.80			
SQLSvrSid ALNG SA MVL	228-04433	181.32	0.00	181.32	181.32	23	United States	4,170.36			
								122,055.96			
Total Year 2 Payment											
Invoice Date: 1st Anniversary Date											
Pricing & Usage Year 3											
Product Description	Part Number	List Price (USD)	Discount (%) from List	Net Unit Price (USD)	Credited Unit Price (USD)	License Quantity	Usage Country	Extended Amount (USD)			
Server and Tools Products: Baseline Licenses											
SharePointSvr ALNG SA MVL	H04-00268	1,509.60	0.00	1,509.60	1,509.60	16	United States	24,153.60			
SQLCAL ALNG SA MVL UsrCAL	359-00961	42.24	0.00	42.24	42.24	905	United States	38,227.20			

WP:PLSS0;B0;G0;Y0;R0;P0;BD0;BL0;BDSL0;BM0;BE0;E0;BV0;BDGM0;BGGM0

Server + Cloud Enrollment (SCE)

Golden State Water Company
Quote Number:0873484.001

SQLSvrEntCore ALNG SA MVL	740-00343	2,775.24	0.00	2,775.24	2,775.24	20	United States	55,504.80
SQLSvrSid ALNG SA MVL	228-04433	181.32	0.00	181.32	181.32	23	United States	4,170.36
Total Year 3 Payment								
Invoice Date: 2nd Anniversary Date								
122,055.96								
TOTAL SECTION 1 VALUE YEARS 1 - 3								
386,167.89								
TOTAL DEAL VALUE YEARS 1 - 3								
386,167.89								

WQ;PL;SS0;BQ;CQ;YQ;RQ;PQ;BDQ;BLQ;BDSLQ;BMQ;BEQ;EQ;BVQ;BDGMQ;BOGMO

Server & Cloud Enrollment (SCE)

Future Pricing				
Server and Tools Products		Pricing Information		
Product Description	Part Number	Net Unit True up Price (USD)		
True-Up		Year 1 - Payment 1	Year 2 - Payment 1	Year 3 - Payment 1
SharePointSrv ALNG LicsAPk MVL	H04-00232	8,779.14	7,429.54	6,077.94
SQLCAL ALNG LicsAPk MVL DvccAL	359-00765	245.46	207.66	169.86
SQLCAL ALNG LicsAPk MVL UsrCAL	359-00980	245.46	207.66	169.86
SQLSvrEnCore ALNG LicsAPk MVL ZLIC CoreLic	710-00341	16,140.42	13,657.26	11,174.10
SQLSvrSid ALNG LicsAPk MVL	228-04437	1,054.32	892.06	729.84
SQLSvrSidCore ALNG LicsAPk MVL ZLIC CoreLic	710-00302	4,209.00	3,581.48	2,913.96
Server and Tools Products: Subscriptions		Pricing Information		
Product Description	Part Number	Net Unit Price (USD) Month		
Monthly Subscriptions				
SharePointSrv ALNG SubsvL MVL	76P-01715	188.07		
SQLCAL ALNG SubsvL MVL DvccAL	359-09813	5.26		
SQLCAL ALNG SubsvL MVL UsrCAL	359-05814	5.26		
SQLSvrEnCore ALNG SubsvL MVL ZLIC CoreLic	710-00663	345.75		
SQLSvrSid ALNG SubsvL MVL	228-10025	22.58		
SQLSvrSidCore ALNG SubsvL MVL ZLIC CoreLic	710-00476	80.17		

Server & Cloud Enrollment (SCE)

Product Notes

Note 1: If the payment structure is changed, the list price may not reflect the actual list price but may be updated to reflect the payment structure chosen.

Note 2: Purchase Orders should include taxes where applicable.

Note 3: True-ups are only applicable to Server and Tools Products and Additional Products (including eligible Online Services but not Service Offerings)

Note 4: Microsoft Professional Services: If no Professional Services support SKU is listed on this Price Sheet, Customer acknowledges that such support is not included in this Enterprise Agreement.

Note 5: The purchase of Services for which Enrolled Affiliate is invoiced under these terms and conditions is strictly at Enrolled Affiliate's option. Enrolled Affiliate understands there is no obligation to purchase Services from Microsoft. Enrolled Affiliate further understands that the price of Services purchased from Microsoft is the same regardless of whether Customer chooses to license Microsoft software under Customer's Enterprise Agreement or through any other Microsoft Services channel.

Terms and Conditions

Golden State Water Company by signing the signature form/cover page, acknowledges that it has read the enrollment referred to in the Customer Price Sheet (including any amendments to that enrollment). Refer to the enrollment for a description of payment terms. All pricing and other terms are subject to change by Microsoft at any time until execution and delivery by all parties of the final enrollment and all other necessary legal documentation. Please do not sign the signature form/cover page or process this price sheet unless Final Price Sheet is indicated on top of the first page.

Unless otherwise indicated on the Customer Price Sheet, Microsoft will invoice Enrolled Affiliate in 3 equal annual installments. The first installment will be invoiced upon acceptance of the Enrollment, and thereafter on the anniversary of the Enrollment.

Delivery and Payment Terms: Subject to Microsoft's review of Enrolled Affiliate's financial condition and overall creditworthiness, all amounts will be due and owing within 30 calendar days of the date of Microsoft's invoice. This payment due date is specified on the invoice. The terms of any extension of credit under this Enrollment may be revised or withdrawn at any time upon Microsoft's written notice and non-payment within payment terms may result in the Enrolled Affiliate's Enrollment being placed on hold or terminated. Microsoft may, at its option, assess a finance charge of the lesser of 1% per month, or part thereof, or the highest amount allowed by law on all past due amounts from the first day the amount is past due until the amount is paid in full, and will be payable on demand. Enrolled Affiliate must make all payments in the form of bank wire transfers or electronic funds transfers through an automated clearinghouse with electronic remittance detail, in accordance with the payment instructions Microsoft provides on its invoice to Enrolled Affiliate.

PLEASE NOTE: At the start of each term of an Enrollment, price levels are established for that term based upon terms in the applicable Agreement and Enrollment. For Direct Enrollments, final pricing is established by the licensing Microsoft affiliate based on the applicable price levels and other factors. For Indirect Enrollments, final pricing is established by the Customer's reseller based on the applicable price levels and other factors. Therefore, Customers should not expect to receive the same pricing across different Enrollments, particularly when the Enrollments are under different channel models (Direct and Indirect). If an Affiliate is not included under this Enrollment, but signs a separate Enrollment, that Affiliate may be subject to pricing other than what has been established in this Enrollment. While the payment on an initial order and any order for Online Services may be spread annually across the term of the Enrollment, any subsequent additional product and true-up orders for License & Software Assurance are invoiced in total unless otherwise specified.

Method for determining Enrolled Affiliate's price levels is described in the Agreement and Enrollment.

Server + Cloud Enrollment (SCE)

Golden State Water Company
Quote Number:0873484.001

The Customer Price Sheet is confidential between the licensing Microsoft Affiliate and Enrolled Affiliate. However, Enrolled Affiliate must provide the signed final Customer Price Sheet to Enrolled Affiliate's Software Advisor. The Software Advisor will in turn submit the Customer Price Sheet along with the complete and signed Enrollment to the Microsoft Affiliate to process for billing.

WQ;PLSSQ;BQ;GQ;YQ;RQ;PQ;BDQ;BLQ;BDSLQ;BMQ;BEQ;EQ;BVQ;BDGMQ;BOGMQ

2022 Microsoft Enterprise Licenses Installment and True-up

Microsoft | Volume Licensing

Golden State Water Company

Microsoft Volume Licensing - Customer Price Sheet - Final Pricing

Quote Number: 0909514,001 Billing currency: USD
 Creation Date: 12/10/2019 Term Of Agreement: 3 Years
 Effective Duration: 30 days Opportunity ID:
 Enrollment Number: Payment Schedule: Annual
 Language: English (United States)
 Price List Month: December 2019

Direct Enterprise Enrollment - Renewal Quote

Customer Contact
 Donna Keith
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 Fax: donna.keith@gswater.com

Partner Contact(s)
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PCM, Inc.
 1940 E. Mariposa Ave.
 El Segundo, CA, United States, 90245-3457

New Purchases

Purchase Order Information		Purchase Order Number		Purchase Order Date	
Section 1					
Section 2					

Year 3
 Enterprise Agreement - \$383,727.24
 Server + Cloud Enrollment - \$122,055.96
\$505,783.20

Enterprise Agreement (EA)

Golden State Water Company
Quote Number:0909514.001

Quote Summary	
Summary Item	Totals (USD)
Base Price (3 Years)	1,388,349.85
Customer Earned Discount (-15.87%)	-217,167.93
Total Discount (-15.87%)	-217,167.93
Customer Earned Price (3 Years)	1,151,181.72
Total Credit Amount	0.00
Total Annual Payment Year 1	383,727.24
Total Annual Payment Year 2	383,727.24
Total Annual Payment Year 3	383,727.24

WQ;PLSS1;B0;G0;Y0;R0;PQ;B0;D0;B1;0;BDSLQ;BMO;BE0;E0;BV0;BDGMO;BOGMO

Enterprise Agreement (EA)

Golden State Water Company
Quote Number:0909514.001

SECTION 1 - Licenses and Software Assurance

Pricing & Usage Year 1									
Product Description	Part Number	List Price (USD)	Discount (%) from List	Net Unit Price (USD)	Credited Unit Price (USD)	License Quantity	Usage Country	Extended Amount (USD)	
Enterprise									
OfficeProPlus ALING SA MVL Pfltm	269-12442	124.32	0.00	124.32	124.32	905	United States	112,509.60	
WINENTProDVC ALING SA MVL Pfltm	KV3-00353	56.64	0.00	56.64	56.64	905	United States	51,259.20	
CoreCAL ALING SA MVL Pfltm	W06-01072	63.12	0.00	63.12	63.12	905	United States	57,123.60	
Field Worker									
OfficeProPlus ALING SA MVL	269-05704	130.92	0.00	130.92	130.92	171	United States	22,387.32	
WINENTProDVC ALING SA MVL	KV3-00368	59.64	0.00	59.64	59.64	171	United States	10,198.44	
Additional Products									
Prod Std ALING SA MVL	076-01912	151.80	0.00	151.80	151.80	2	United States	303.60	
ProdPro ALING SA MVL w/ProdSrvCAL	H30-00238	254.88	0.00	254.88	254.88	54	United States	13,763.52	
ProdPro ALING SA MVL	D87-01159	130.20	0.00	130.20	130.20	89	United States	11,587.80	
VSEntSubMSDN ALING SA MVL	MX3-00117	1,393.20	0.00	1,393.20	1,393.20	2	United States	2,786.40	
ExchgSvEnt ALING SA MVL	395-02504	946.92	0.00	946.92	946.92	4	United States	3,787.68	
ExchgSvStd ALING SA MVL	312-02257	165.48	0.00	165.48	165.48	7	United States	1,158.36	
SBSv ALING SA MVL	5HU-00216	852.36	0.00	852.36	852.36	1	United States	852.36	
SharePointCAL ALING SA MVL UsrCAL	76N-02550	25.32	0.00	25.32	25.32	1,076	United States	27,244.32	
WinSvrSTDCore ALING SA MVL Zlic Corelic	9EM-00270	26.16	0.00	26.16	26.16	1,800	United States	47,088.00	
Total Year 1 Payment									382,050.20
Invoice Date: Enrollment Effective Date or if received after Enrollment Effective Date upon our acceptance									
Pricing & Usage Year 2									
Product Description	Part Number	List Price (USD)	Discount (%) from List	Net Unit Price (USD)	Credited Unit Price (USD)	License Quantity	Usage Country	Extended Amount (USD)	

W0:PLSS1;90:G0;Y0:R0;P0;9D0;BLO;BDSLQ;BMO;BE0;E0;BV0;9DGM0;BOGM0

Enterprise Agreement (EA)

Golden State Water Company
Quote Number: 0909514.001

Enterprise									
Product Description	Part Number	List Price (USD)	Discount (%) from List	Net Unit Price (USD)	Credited Unit Price (USD)	License Quantity	Usage Country	Extended Amount (USD)	
OfficeProPlus ALNG SA MVL Pfltrm	269-12442	124.32	0.00	124.32	124.32	905	United States	112,509.60	
WINENTperDVC ALNG SA MVL Pfltrm	KV3-00353	56.64	0.00	56.64	56.64	905	United States	51,259.20	
CoreCAL ALNG SA MVL Pfltrm	W06-01072	63.12	0.00	63.12	63.12	905	United States	57,123.60	
Field Worker									
OfficeProPlus ALNG SA MVL	269-05704	130.92	0.00	130.92	130.92	171	United States	22,387.32	
WINENTperDVC ALNG SA MVL	KV3-00368	59.64	0.00	59.64	59.64	171	United States	10,198.44	
Additional Products									
Prga Sid ALNG SA MVL	076-01912	151.80	0.00	151.80	151.80	2	United States	303.60	
PrgPrr ALNG SA MVL w/PrgSidCAL	H30-00238	254.88	0.00	254.88	254.88	54	United States	13,763.52	
VisioPrr ALNG SA MVL	D87-01159	130.20	0.00	130.20	130.20	89	United States	11,587.80	
VSEnSubMSDN ALNG SA MVL	MX3-00117	1,393.20	0.00	1,393.20	1,393.20	2	United States	2,786.40	
ExchgSvrCn ALNG SA MVL	395-02504	946.92	0.00	946.92	946.92	4	United States	3,787.68	
ExchgSvrSid ALNG SA MVL	312-02257	165.48	0.00	165.48	165.48	7	United States	1,158.36	
SIBSvr ALNG SA MVL	5HU-00216	852.36	0.00	852.36	852.36	1	United States	852.36	
SharePointCAL ALNG SA MVL UsrCAL	76N-02550	25.32	0.00	25.32	25.32	1,076	United States	27,244.32	
WinSvrSTDCore ALNG SA MVL ZLIC CoreLIC	9EM-00270	26.16	0.00	26.16	26.16	1,800	United States	47,088.00	
Total Year 2 Payment									362,050.20
Invoice Date: 1st Anniversary Date									
Pricing & Usage Year 3									
Enterprise									
OfficeProPlus ALNG SA MVL Pfltrm	269-12442	124.32	0.00	124.32	124.32	905	United States	112,509.60	
WINENTperDVC ALNG SA MVL Pfltrm	KV3-00353	56.64	0.00	56.64	56.64	905	United States	51,259.20	

WO:PLSS1;BO:GO;YO:RO;PO:BD;LO:BM;BE:EO;BV:BDGMO;BOGMO

Enterprise Agreement (EA)

Golden State Water Company
Quote Number: 0909514.001

CoreCAL ALING SA MVL Pflm	W06-01072	63.12	0.00	63.12	63.12	905		United States	57,123.60
UsrCAL									
Field Worker									
OfficeProPlus ALING SA MVL	289-05704	130.92	0.00	130.92	130.92	171		United States	22,387.32
WMNENFrndVC ALING SA MVL	KV3-00368	59.64	0.00	59.64	59.64	171		United States	10,198.44
Additional Products									
Pftr Std ALING SA MVL	076-01912	151.80	0.00	151.80	151.80	2		United States	303.60
PftrPro ALING SA MVL	H30-00238	254.88	0.00	254.88	254.88	54		United States	13,763.52
w1PfrCAL									
VisioPro ALING SA MVL	D87-01159	130.20	0.00	130.20	130.20	89		United States	11,587.80
VSEHSubSDN ALING SA MVL	MX3-00117	1,393.20	0.00	1,393.20	1,393.20	2		United States	2,786.40
ExchgSwrTnl ALING SA MVL	395-02504	946.92	0.00	946.92	946.92	4		United States	3,787.68
ExchgSwrStd ALING SA MVL	312-02257	165.48	0.00	165.48	165.48	7		United States	1,158.36
SBSvr ALING SA MVL	5HU-00216	852.36	0.00	852.36	852.36	1		United States	852.36
SharePointICAL ALING SA MVL UsrCAL	76N-02550	25.32	0.00	25.32	25.32	1,076		United States	27,244.32
WMSVSTDCore ALING SA MVL ZLIC CoreLic	9EM-00270	26.16	0.00	26.16	26.16	1,800		United States	47,088.00
Total Year 3 Payment									
									342,050.20
Invoice Date: 2nd Anniversary Date									
TOTAL SECTION 1 VALUE YEARS 1 - 3									1,046,150.60

W0:PLS1;B0;G0;Y0;R0;P0;BD0;BL0;BDSL0;BM0;BE0;EQ;BV0;BDGM0;BOGM0

Enterprise Agreement (EA)

SECTION 2 - Monthly Subscriptions

Pricing & Usage Year 1											
Product Description	Part Number	List Price (USD)	Discount (%) from List	Usage Indicator	Usage Start Date	Unit of Measure	Unit Quantity	Net Unit Price (USD)	License Quantity	Usage Country	Extended Amount (USD)
Additional Products											
PwrAppsp1 ShndSvr ALNG SubsvL MVL ChdOrder PerUsr	DNT-000002	7.00	0.00	Adjustable	12/10/2019	Monthly	12	7.00	182	United States	15,288.00
PwrAppsp2 ShndSvr ALNG SubsvL MVL ChdOrder PerUsr	DNV-000001	40.00	0.00	Adjustable	12/10/2019	Monthly	12	40.00	1	United States	480.00
PwrBIPro ShndSvr ALNG SubsvL MVL PerUsr	NK4-000002	8.49	0.00	Adjustable	12/10/2019	Monthly	12	8.49	58	United States	5,909.04
Total Year 1 Payment											
Invoice Date: Enrollment Effective Date or if received after Enrollment Effective Date upon our acceptance											
21,677.04											

Pricing & Usage Year 2											
Product Description	Part Number	List Price (USD)	Discount (%) from List	Usage Indicator	Usage Start Date	Unit of Measure	Unit Quantity	Net Unit Price (USD)	License Quantity	Usage Country	Extended Amount (USD)
Additional Products											
PwrAppsp1 ShndSvr ALNG SubsvL MVL ChdOrder PerUsr	DNT-000002	7.00	0.00	Adjustable	-	Monthly	12	7.00	182	United States	15,288.00
PwrAppsp2 ShndSvr ALNG SubsvL MVL ChdOrder PerUsr	DNV-000001	40.00	0.00	Adjustable	-	Monthly	12	40.00	1	United States	480.00
PwrBIPro ShndSvr ALNG SubsvL MVL PerUsr	NK4-000002	8.49	0.00	Adjustable	-	Monthly	12	8.49	58	United States	5,909.04
Total Year 2 Payment											
Invoice Date: 1st Anniversary Date											
21,677.04											

Pricing & Usage Year 3											
Product Description	Part Number	List Price (USD)	Discount (%) from List	Usage Indicator	Usage Start Date	Unit of Measure	Unit Quantity	Net Unit Price (USD)	License Quantity	Usage Country	Extended Amount (USD)
Additional Products											
PwrAppsp1 ShndSvr ALNG SubsvL MVL ChdOrder PerUsr	DNT-000002	7.00	0.00	Adjustable	-	Monthly	12	7.00	182	United States	15,288.00
PwrAppsp2 ShndSvr ALNG SubsvL MVL ChdOrder PerUsr	DNV-000001	40.00	0.00	Adjustable	-	Monthly	12	40.00	1	United States	480.00

Enterprise Agreement (EA)

Part/Prd Stnd/Svr ALING SubsvL	MVL Partnr	8.49	0.00	Adjustable	Monthly	12	8.49	58	United States	5,909.04
Total Year 3 Payment										
Invoice Date: 2nd Anniversary Date										
TOTAL SECTION 2 VALUE YEARS 1 - 3										
TOTAL DEAL VALUE YEARS 1 - 3										
										21,877.04
										66,031.12
										1,161,161.72

Enterprise Agreement (EA)

Future Pricing		Enterprise Products		Pricing Information		
Product Description	Part Number	Net Unit True up Price (USD)	Year 1 - Payment 1	Year 2 - Payment 1	Year 3 - Payment 1	
True-Ups - Enterprise Products						
OfficeProPlus ALNG LicSAPK MVL Pktrm	269-12445	592.32	492.72	393.12		
WINENTpedVC ALNG UpgrdSAPK MVL Pktrm	KV3-00356	186.30	149.22	112.14		
CoreCAL ALNG LicSAPK MVL Pktrm UsrCAL	W06-01066	315.42	263.94	212.46		
True-Ups - Field Worker Products						
OfficeProPlus ALNG LicSAPK MVL	269-05623	696.72	579.60	462.48		
WINENTpedVC ALNG UpgrdSAPK MVL	KV3-00361	216.54	173.46	130.36		
Step-Ups - Enterprise Products						
EMICAL ALNG SASU MVL fromCoreCAL Pktrm UsrCAL wSvcs	76A-00004	286.62	237.30	187.98		
Higher Editions - Enterprise Products						
EMICAL ALNG LicSAPK MVL Pktrm UsrCAL wSvcs	76A-00010	602.04	501.24	400.44		
Enterprise Online Services						
Product Description	Part Number	Net Unit True up Price (USD)	Year 1 - Payment 1	Year 2 - Payment 1	Year 3 - Payment 1	Net Unit Price(USD) / Month
Transition Enterprise Products						
0365ProPlus ShrdSvr ALNG SubsvL MVL TmsIn PerUtr OffProPls	3JJ-00004					0.00
InUnUSL a ALNG SubsvL MVL TmsIn PerUtr CoreCAL	USU-00003					3.55
0365E1 ShrdSvr ALNG SubsvL MVL TmsIn PerUtr CoreCAL	T6A-00045					0.00
0365E3 ShrdSvr ALNG SubsvL MVL TmsIn PerUtr CoreCAL	UT6-00006					10.20
0365E3 ShrdSvr ALNG SubsvL MVL TmsIn PerUtr OffProPls	UT6-00010					7.74
0365E3 ShrdSvr ALNG SubsvL MVL TmsIn PerUtr OffProPls/CoreCAL	UT6-00011					0.00
Transition Field Worker Products						
0365ProPlus ShrdSvr ALNG SubsvL MVL TmsIn PerUtr OffProPls	3JJ-00004					0.00
0365E3 ShrdSvr ALNG SubsvL MVL TmsIn PerUtr OffProPls	UT6-00010					7.74
Suggested Enterprise Products						
0365ProPlus ShrdSvr ALNG SubsvL MVL PerUtr	3JJ-00003					12.00
WINE3 ALNG SubsvL MVL Pktrm PerUtr	AAA-10798					5.35

Enterprise Agreement (EA)

Product Description	Part Number	Pricing Information		
		Net Unit True up Price (USD)		
		Year 1 - Payment 1	Year 2 - Payment 1	Year 3 - Payment 1
WME3AddOnWMEmpDVC ALNG SubsvL MVL	AAA-10744			1.20
InflUnSL a ALNG SubsvL MVL PerUsr	USU-00001			5.10
0365E1 ShndSvr ALNG SubsvL MVL PerUsr	T6A-00024			8.00
0365E3 ShndSvr ALNG SubsvL MVL PerUsr	AAA-10842			20.00
Suggested Field Worker Products				
0365ProPlus ShndSvr ALNG SubsvL MVL PerUsr	3JL-00003			12.00
WME3 ALNG SubsvL MVL PerUsr	AAA-10787			5.63
WME3AddOnWMEmpDVC ALNG SubsvL MVL	AAA-10744			1.20
0365E3 ShndSvr ALNG SubsvL MVL PerUsr	AAA-10842			20.00
Additional Products				
Product Description	Part Number	Pricing Information		
		Net Unit True up Price (USD)		
		Year 1 - Payment 1	Year 2 - Payment 1	Year 3 - Payment 1
True-Ups				
Pfcd Sid ALNG LicsAPk MVL	076-01776	903.06	751.26	599.46
PfcdPro ALNG LicsAPk MVL w/PfcdSvCAL	H30-00237	1,516.08	1,261.20	1,086.32
VsnoPro ALNG LicsAPk MVL	087-01057	774.30	644.10	513.90
VSEnSSubMSDN ALNG LicsAPk MVL	MX3-00115	8,287.08	6,893.88	5,500.88
ExchgSvnt ALNG LicsAPk MVL	395-02412	6,154.74	5,207.82	4,260.90
ExchgSvnt ALNG LicsAPk MVL	312-02177	1,075.86	910.38	744.90
SIBSvr ALNG LicsAPk MVL	5HU-00215	5,540.10	4,887.74	3,835.38
SharePointICAL ALNG LicsAPk MVL UsrCAL	76N-02427	164.46	139.14	113.82
WMSvSTDCore ALNG LicsAPk MVL 2Lic CoreLic	9EM-00562	169.92	143.76	117.60
Net Unit True up Price (USD)				
Step-Ups				
PfcdPro ALNG SASU MVL PfcdSid w/PfcdSvCAL	H30-00910	613.02	509.94	406.86
VSEnSSubWGHent ALNG SASU MVL VSEntrpntSSubMSDN	QEL-00005	428.40	257.04	85.88
ExchgSvnt ALNG SASU MVL ExchgSvntSid	395-03039	5,078.88	4,297.44	3,516.00
WMSvSTDCore ALNG SASU MVL 2Lic WMSvntSidCore CoreLic	9EA-00279	893.46	756.06	618.66
Net Unit True up Price (USD)				
Higher Editions				
VSEnSSubWGHent ALNG LicsAPk MVL	QEL-00001	8,715.48	7,150.92	5,586.36

W0;PLSS1;B0;G0;Y0;R0;P0;BD0;BL0;BDSL0;BM0;BE0;EV0;BDGM0;BDCGM0

Enterprise Agreement (EA)

Golden State Water Company
Quote Number: 0909514,001

Product Description	Additional Online Products	Pricing Information
	Part Number	Net Unit Price (USD) Month
WMSVDCCore ALNG LCSAPx MVL 2Lc CoreLc	9EA-00039	1,063.38
Online Services		899.82
PwrApsP1 ShndSvr ALNG SubsvL MVL QltdOffer PerUsr	DNT-00002	736.26
PwrApsP2 ShndSvr ALNG SubsvL MVL QltdOffer PerUsr	DNV-00001	7.00
PwrBIPro ShndSvr ALNG SubsvL MVL PerUsr	NK4-00002	40.00
		8.49

W0,PLSS1;80;G0;Y0;F0;P0;ED0;BL0;BDSL0;BMC;BE0;EQ;BV0;BDGM0;B0GM0

Enterprise Agreement + (EA)

Golden State Water Company
Quote Number:0909514.001

Product Notes

<p>Note 1: If the payment structure is changed, the list price may not reflect the actual list price but may be updated to reflect the payment structure chosen.</p>
<p>Note 2: Purchase Orders should include taxes where applicable.</p>
<p>Note 3: For Monthly Subscription Licenses, including Online Services, Total Extended Amount will be calculated to reflect Monthly Net Unit Price multiplied by Months Remaining multiplied by License Quantity. If the Usage Date changes to a later date which impacts Months Remaining, the Extended Amount will be used to reflect this provision for any month invoiced after the 15th of that month. The Usage Start Date only applies to the Initial Pricing and Usage period. Subsequent Pricing and Usage periods align to continue coverage until the end of the subscription term.</p>
<p>Note 4: True-ups are only applicable to Enterprise Products, eligible Enterprise Online Services and Additional Products (including eligible Online Services but not Service Offerings).</p>
<p>Note 5: Choosing to submit a step-up order or true-up order for Enterprise CAL suite requires stepping up all Core CALs to the higher edition.</p>
<p>Note 6: Unless otherwise indicated, if Enrolled Affiliate is Transitioning from LESA or Software Assurance after the Initial Enrollment order, the Extended Amount Invoiced for year(s) following the Transition Period will be adjusted by the Net Unit Price multiplied by License Quantity.</p>
<p>Note 7: Unless otherwise indicated, if Enrolled Affiliate is Transitioning from Monthly Subscription Licenses after the Initial Enrollment order, the Extended Amount Invoiced for year(s) following the Transition Period will be adjusted by the Monthly Net Unit Price multiplied by Months Remaining multiplied by License Quantity.</p>
<p>Note 8: Unless otherwise indicated, if Enrolled Affiliate's Initial Enrollment order has spread annual payments selected, then Enrolled Affiliate submits a true-up order with upfront payment required. Transitions will first be applied to Licenses or Software Assurance on the Initial Enrollment order.</p>
<p>Note 9: Future Monthly Subscription pricing is expressed in monthly terms to support pro-ration of months remaining in the Enrollment based on usage date of order. Online Services must be ordered prior to deployment, except where permitted through License Reservation for those Online Services eligible for the true-up or annual order process.</p>
<p>Note 10: For Online Services eligible for true-up or annual order processes, the true-up or annual order must reflect the date of any License Reservations. License Reservations are available through the Volume Licensing Service Center at: http://www.microsoft.com/licensing/servicecenter/default.aspx.</p>
<p>Note 11: For on-premises Subscription Licenses, true-up order must reflect the correct Usage Date when Incremental Product quantity was first used or Qualified Devices/Users (if applicable) were added.</p>
<p>Note 12: Transition Period means the time between the Transition and the next Enrollment anniversary date for which the Transition is reported.</p>
<p>Note 13: For Transition Period Licenses, Future Monthly Subscription pricing is applied to the Transition Period. The transition period part number and price are replaced with Non-Transition Period Licenses at Enrollment anniversary in conjunction with a License reduction for Product License(s) from which Enrolled Affiliate is transitioning.</p>

W0:PLSS1;B0;G0;Y0;R0;P0;BD0;BL;0;BDSL0;BM0;BE0;EQ;BV0;BDGM0;BDGM0

Enterprise Agreement (EA)

Golden State Water Company
Quote Number:0909514.001

Note 14: Microsoft Professional Services: If no Professional Services support SKU is listed on this Price Sheet, Customer acknowledges that such support is not included in this Enterprise Agreement.

Note 15: The purchase of Services for which Enrolled Affiliate is invoiced under these terms and conditions is strictly at Enrolled Affiliate's option. Enrolled Affiliate understands there is no obligation to purchase Services from Microsoft. Enrolled Affiliate further understands that the price of Services purchased from Microsoft is the same regardless of whether Customer chooses to license Microsoft software under Customer's Enterprise Agreement or through any other Microsoft Services channel.

Terms and Conditions

Golden State Water Company by signing the signature form/cover page, acknowledges that it has read the enrollment referred to in the Customer Price Sheet (including any amendments to that enrollment). Refer to the enrollment for a description of payment terms. All pricing and other terms are subject to change by Microsoft at any time until execution and delivery by all parties of the final enrollment and all other necessary legal documentation. Please do not sign the signature form/cover page or process this price sheet unless Final Price Sheet is indicated on top of the first page.

Unless otherwise indicated on the Customer Price Sheet, Microsoft will invoice Enrolled Affiliate in 3 equal annual installments. The first installment will be invoiced upon acceptance of the Enrollment, and thereafter on the anniversary of the Enrollment.

Delivery and Payment Terms: Subject to Microsoft's review of Enrolled Affiliate's financial condition and overall creditworthiness, all amounts will be due and owing within 30 calendar days of the date of Microsoft's invoice. This payment due date is specified on the invoice. The terms of any extension of credit under this Enrollment may be revised or withdrawn at any time upon Microsoft's written notice and non-payment within payment terms may result in the Enrolled Affiliate's Enrollment being placed on hold or terminated. Microsoft may, at its option, assess a finance charge of the lesser of 1% per month, or part thereof, or the highest amount allowed by law on all past due amounts from the first day the amount is past due until the amount is paid in full, and will be payable on demand. Enrolled Affiliate must make all payments in the form of bank wire transfers or electronic funds transfers through an automated clearinghouse with electronic remittance detail, in accordance with the payment instructions Microsoft provides on its invoice to Enrolled Affiliate.

PLEASE NOTE: At the start of each term of an Enrollment, price levels are established for that term based upon terms in the applicable Agreement and Enrollment. For Direct Enrollments, final pricing is established by the licensing Microsoft affiliate based on the applicable price levels and other factors. For Indirect Enrollments, final pricing is established by the Customer's reseller based on the applicable price levels and other factors. Therefore, Customers should not expect to receive the same pricing across different Enrollments, particularly when the Enrollments are under different channel models (Direct and Indirect). If an Affiliate is not included under this Enrollment, but signs a separate Enrollment, that Affiliate may be subject to pricing other than what has been established in this Enrollment. While the payment on an initial order and any order for Online Services may be spread annually across the term of the Enrollment, any subsequent additional product and true-up orders for License & Software Assurance are invoiced in total unless otherwise specified.

Method for determining Enrolled Affiliate's price levels is described in the Agreement and Enrollment.

The Customer Price Sheet is confidential between the licensing Microsoft Affiliate and Enrolled Affiliate. However, Enrolled Affiliate must provide the signed final Customer Price Sheet to Enrolled Affiliate's Software Advisor. The Software Advisor will in turn submit the Customer Price Sheet along with the complete and signed Enrollment to the Microsoft Affiliate to process for billing.

After a Customer with on-premises Product Licenses transitions to Online Services, the Customer may, at Customer's option transition back to their original Product Licensees. If you wish to transition back to your on-premises Product License, please contact your Account Manager, License Advisor, or Reseller for assistance.

Server + Cloud Enrollment (SCE)

Microsoft | Volume Licensing

Golden State Water Company

Microsoft Volume Licensing - Customer Price Sheet - Final Pricing

Quote Number: 0873484.001 Billing currency: USD
Creation Date: 11/19/2019 Term Of Agreement: 3 Years
Effective Duration: 30 days Opportunity ID:
Enrollment Number: Payment Schedule: Annual
Language: English (United States)
Price List Month: November 2019

Direct Server and Cloud Enrollment - Renewal Quote

Customer Contact
Donna Keith
Phone: 909-394-3600 x653
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Golden State Water Company
630 E Foothill Blvd.
San Dimas, CA, United States, 91773-1207

Partner Contact(s)
Software Advisor
Larry Beougher
Phone: 312-546-6609
Fax: larry.beougher@pcm.com
PCM, Inc.
1940 E. Mariposa Ave.
El Segundo, CA, United States, 90245-3457

New Purchases

Purchases Order Information	
Sections	Purchase Order Number
Section 1	

Purchase Order Date

Server + Cloud Enrollment (SCE)

Golden State Water Company
Quote Number:0873484.001

Quote Summary	
Summary Item	Totals (USD)
Base Price (3 Years)	453,578.21
Customer Earned Discount (-19.27%)	-87,408.33
Total Discount (-19.27%)	-87,408.33
Customer Earned Price (3 Years)	366,169.88
Total Credit Amount	0.00
Total Annual Payment Year 1	122,055.96
Total Annual Payment Year 2	122,055.96
Total Annual Payment Year 3	122,055.96

W0:PLSS0;B0:G0;Y0:R0;P0:BD0;B1:0;BDSL0;BM0;BE0;EQ;BV0;BDGM0;BDGM0

Server + Cloud Enrollment (SCE)

Golden State Water Company
Quote Number: 0873484.001

SECTION 1 - Licenses and Software Assurance

Pricing & Usage Year 1									
Product Description	Part Number	List Price (USD)	Discount (%) from List	Net Unit Price (USD)	Credited Unit Price (USD)	License Quantity	Usage Country	Extended Amount (USD)	
Server and Tools Products: Baseline Licenses									
SharpPointSvr ALNG SA MVL	H04-00268	1,509.60	0.00	1,509.60	1,509.60	16	United States	24,153.60	
SQLCAL ALNG SA MVL UsrcAL	359-00961	42.24	0.00	42.24	42.24	905	United States	38,227.20	
SQLSvrEntCore ALNG SA MVL	7J0-00343	2,775.24	0.00	2,775.24	2,775.24	20	United States	55,504.80	
SQLSvrSid ALNG SA MVL	228-04433	181.32	0.00	181.32	181.32	23	United States	4,170.36	
Total Year 1 Payment								122,055.96	
Invoice Date: Enrollment Effective Date or if received after Enrollment Effective Date upon our acceptance									
Pricing & Usage Year 2									
Server and Tools Products: Baseline Licenses									
SharpPointSvr ALNG SA MVL	H04-00268	1,509.60	0.00	1,509.60	1,509.60	16	United States	24,153.60	
SQLCAL ALNG SA MVL UsrcAL	359-00961	42.24	0.00	42.24	42.24	905	United States	38,227.20	
SQLSvrEntCore ALNG SA MVL	7J0-00343	2,775.24	0.00	2,775.24	2,775.24	20	United States	55,504.80	
SQLSvrSid ALNG SA MVL	228-04433	181.32	0.00	181.32	181.32	23	United States	4,170.36	
Total Year 2 Payment								122,055.96	
Invoice Date: 1st Anniversary Date									
Pricing & Usage Year 3									
Server and Tools Products: Baseline Licenses									
SharpPointSvr ALNG SA MVL	H04-00268	1,509.60	0.00	1,509.60	1,509.60	16	United States	24,153.60	
SQLCAL ALNG SA MVL UsrcAL	359-00961	42.24	0.00	42.24	42.24	905	United States	38,227.20	

W0;PLSS0;B0;G0;Y0;R0;P0;BD0;BL0;BDSL0;BMO;BEO;BVO;BDGMO;B0GMO

Server + Cloud Enrollment (SCE)

Golden State Water Company
 Quota Number:0873484.001

SQLSVENICore ALING SA.MVL	740-00343	2,775.24	0.00	2,775.24	2,775.24	20	United States	55,504.80
ZLIC CoreLIC								
SQLSVISid ALING SA.MVL	228-04433	181.32	0.00	181.32	181.32	23	United States	4,170.36
Total Year 3 Payment								
Invoice Date: 2nd Anniversary Date								
TOTAL SECTION 1 VALUE YEARS 1 - 3								
TOTAL DEAL VALUE YEARS 1 - 3								

122,055.96

386,167.88

386,167.88

WQ;PLSSQ;BQ;GQ;YQ;RQ;PQ;BDQ;BLQ;BDSLQ;BMQ;BEQ;EQ;BVQ;BDGMQ;BOGMQ

Server & Cloud Enrollment (SCE)

Future Pricing

Product Description		Server and Tools/Products		Pricing Information		
		Part Number	Net Unit True up Price (USD)			
			Year 1 - Payment 1	Year 2 - Payment 1	Year 3 - Payment 1	
True-Ups						
SharePointSvr ALNG UCSAPK MVL		H04-00232	8,779.14	7,428.54	6,077.94	
SQLCAL ALNG UCSAPK MVL DvrcAL		359-00765	245.46	207.66	169.86	
SQLCAL ALNG UCSAPK MVL UsrcAL		359-00960	245.46	207.66	169.86	
SQLSvrEnCore ALNG UCSAPK MVL 2Lic CoreLic		71Q-00341	16,140.42	13,657.26	11,174.10	
SQLSvrSid ALNG UCSAPK MVL		228-04437	1,054.32	892.08	729.84	
SQLSvrSidCore ALNG UCSAPK MVL 2Lic CoreLic		71Q-00302	4,209.00	3,561.48	2,913.96	
Product Description		Server and Tools/Products: Subscriptions		Pricing Information		
		Part Number		Net Unit Price (USD)/ Month		
Monthly Subscriptions						
SharePointSvr ALNG SubsvL MVL		76P-01715			188.07	
SQLCAL ALNG SubsvL MVL DvrcAL		359-05813			5.26	
SQLCAL ALNG SubsvL MVL UsrcAL		359-05814			5.26	
SQLSvrEnCore ALNG SubsvL MVL 2Lic CoreLic		71Q-00663			345.75	
SQLSvrSid ALNG SubsvL MVL		228-10025			22.58	
SQLSvrSidCore ALNG SubsvL MVL 2Lic CoreLic		71Q-00476			90.17	

WQ:PLSS0;BU:G0;Y0;R0;P0;BD0;BL0;BDSL0;BM0;BE0;E0;BV0;BDGM0;BOGMO

Server & Cloud Enrollment (SCE)

Product Notes

Note 1: If the payment structure is changed, the list price may not reflect the actual list price but may be updated to reflect the payment structure chosen.

Note 2: Purchase Orders should include taxes where applicable.

Note 3: True-ups are only applicable to Server and Tools Products and Additional Products (including eligible Online Services but not Service Offerings)

Note 4: Microsoft Professional Services: If no Professional Services support SKU is listed on this Price Sheet, Customer acknowledges that such support is not included in this Enterprise Agreement.

Note 5: The purchase of Services for which Enrolled Affiliate is invoiced under these terms and conditions is strictly at Enrolled Affiliate's option. Enrolled Affiliate understands there is no obligation to purchase Services from Microsoft. Enrolled Affiliate further understands that the price of Services purchased from Microsoft is the same regardless of whether Customer chooses to license Microsoft software under Customer's Enterprise Agreement or through any other Microsoft Services channel.

Terms and Conditions

Golden State Water Company by signing the signature form/cover page, acknowledges that it has read the enrollment referred to in the Customer Price Sheet (including any amendments to that enrollment). Refer to the enrollment for a description of payment terms. All pricing and other terms are subject to change by Microsoft at any time until execution and delivery by all parties of the final enrollment and all other necessary legal documentation. Please do not sign the signature form/cover page or process this price sheet unless Final Price Sheet is indicated on top of the first page.

Unless otherwise indicated on the Customer Price Sheet, Microsoft will invoice Enrolled Affiliate in 3 equal annual installments. The first installment will be invoiced upon acceptance of the Enrollment, and thereafter on the anniversary of the Enrollment.

Delivery and Payment Terms: Subject to Microsoft's review of Enrolled Affiliate's financial condition and overall creditworthiness, all amounts will be due and owing within 30 calendar days of the date of Microsoft's invoice. This payment due date is specified on the invoice. The terms of any extension of credit under this Enrollment may be revised or withdrawn at any time upon Microsoft's written notice and non-payment within payment terms may result in the Enrolled Affiliate's Enrollment being placed on hold or terminated. Microsoft may, at its option, assess a finance charge of the lesser of 1% per month, or part thereof, or the highest amount allowed by law on all past due amounts from the first day the amount is past due until the amount is paid in full, and will be payable on demand. Enrolled Affiliate must make all payments in the form of bank wire transfers or electronic funds transfers through an automated clearinghouse with electronic remittance detail, in accordance with the payment instructions Microsoft provides on its invoice to Enrolled Affiliate.

PLEASE NOTE: At the start of each term of an Enrollment, price levels are established for that term based upon terms in the applicable Agreement and Enrollment. For Direct Enrollments, final pricing is established by the licensing Microsoft affiliate based on the applicable price levels and other factors. For Indirect Enrollments, final pricing is established by the Customer's reseller based on the applicable price levels and other factors. Therefore, Customers should not expect to receive the same pricing across different Enrollments, particularly when the Enrollments are under different channel models (Direct and Indirect). If an Affiliate is not included under this Enrollment, but signs a separate Enrollment, that Affiliate may be subject to pricing other than what has been established in this Enrollment. While the payment on an initial order and any order for Online Services may be spread annually across the term of the Enrollment, any subsequent additional product and true-up orders for License & Software Assurance are invoiced in total unless otherwise specified.

Method for determining Enrolled Affiliate's price levels is described in the Agreement and Enrollment.

Server + Cloud Enrollment (SCE)

Golden State Valer Company
Quote Number:0873484.001

The Customer Price Sheet is confidential between the licensing Microsoft Affiliate and Enrolled Affiliate. However, Enrolled Affiliate must provide the signed final Customer Price Sheet to Enrolled Affiliate's Software Advisor. The Software Advisor will in turn submit the Customer Price Sheet along with the complete and signed Enrollment to the Microsoft Affiliate to process for billing.

WQ,PL,SSQ,BQ,GQ,YQ,RQ,PQ,BDQ,BLQ,BDSLQ,EMQ,BEQ,EQ,BVQ,BDGMQ,BOGMQ

PERSONAL COMPUTERS AND PERIPHERALS



En Pointe IT Solutions
 2121 Rosecrans Ave. Suite 4310
 El Segundo, CA 90245
 Phone: (424) 220-6700

Quote Number: 3284382
 Description: Standards Items II
 Contact Name: Donna Keith
 Contact Email: donna.keith@gswater.com
 PO Number:
 Phone Number: (909) 394-3600
 Ship Via: Best Way - Ground

Created By: Ryan Jackson
 Created Date: 10/09/2019 04:00:06 PM
 Modified By: Ryan Jackson
 Modified Date: 10/10/2019 12:38:42 PM
 Order Notes:
 SHIP TO
 GOLDEN STATE WATER COMPANY (1028344)
 ATTN: DONNA KEITH
 630 EAST FOOTHILL BLVD
 SAN DIMAS CA 91773

QUOTE ITEMS

System 1	Description	Avail	Qty	Price	Est Price
	Custom Elitebook 830G6 I5-8365USYST 13IN 8GB 512GB Mfr: HP INC Mfr #: 8WN12US#ABA	0	1	1,043.30	1,043.30
	Smart Buy 2013 Ultrastim Docking Station Mfr: HP INC Mfr #: D9Y32UT#ABA	19581	1	115.00	115.00
	SmartBuy EliteDesk 800 G4 8th Gen Intel Core I5-8500 3GHz Small Form Factor PC - 8GB RAM, 1TB HDD, DVD-Writer, UHD Graphics 630, Gigabit Ethernet, Mic Mfr: HP INC Mfr #: 4BM69UT#ABA	19	1	770.59	3,770.59
	Ergonomic VG2439SMH - LED monitor - Full HD (1080p) - 24" Special Pricing Ends 11/3/19 Mfr: VIEWSONIC Mfr #: VG2439SMH	106	1	166.00	166.00
	Electronic Waste Fee for Displays between 15" and 35" Mfr #: CAEWR-2	N/A	1	6.00	6.00
				System Subtotal in USD:	2,100.89
				Subtotal in USD:	2,100.89
				Best Way - Ground Shipping:	0.00
				Total Tax:	199.02
				Total:	2,299.91

Laptop/dock/24" monitor
\$1330.30

Desktop/monitor
\$942.59

Thank you for giving En Pointe IT Solutions the opportunity to quote you these items.
 We look forward to doing business with you in the future.
 Product Prices and Sales Tax are subject to change without notice and a freight charge may be added to the invoice.
 Availability is based on ETAs provided by the vendors on the day this quote was generated.
 Times listed are Pacific Standard Time (PST).

Powerplan Upgrade

Rico, Trisha

From: Annika Salinas <annika.salinas@powerplan.com>
Sent: Friday, October 04, 2019 12:02 PM
To: Rico, Trisha
Subject: RE: [EXT] RE: Quote for upgrade from PP 2017.2

Hi Trisha,

I am so sorry for the delay! I was waiting for our department to get back to me. I don't have anything formal to give you at this time. What I was told is that a date has yet to be set but it most likely want be until the end of 2021. When I am able to get something official, I will send to you.

Thank you,

Annika

From: Rico, Trisha <Trisha.Rico@gswater.com>
Sent: Tuesday, October 01, 2019 9:11 AM
To: Annika Salinas <annika.salinas@powerplan.com>
Subject: RE: [EXT] RE: Quote for upgrade from PP 2017.2

Thanks. Is there a website link that states this? I like to put this in my rate filing to support our requirement to upgrade.
Trisha

Trisha Rico

Applications System Manager, 949-394-3600 x724 (w), 951-566-4396 (m), trico@gswater.com

Find Cyber Security alerts and educational information at <https://gswchome.sswater.com/CyberSecurity/SitePages/Home.aspx>. Find the new ASWC IT Security Policies at [IT Security Policies](#).

From: Annika Salinas <annika.salinas@powerplan.com>
Sent: Tuesday, October 01, 2019 8:02 AM
To: Rico, Trisha <Trisha.Rico@gswater.com>
Subject: RE: [EXT] RE: Quote for upgrade from PP 2017.2

It is every three years. I believe 2017.1 came out at the end of 2017/beginning of 2018. So technically you are good through January 2021.

PowerPlan Upgrade



POWERPLAN

September 26, 2019

Trisha Rico
American States Water
630 E Foothill Blvd
San Dimas, CA 91773

Dear Trisha,

Thank you for the opportunity to continue our partnership and provide American States Water with future estimates for additional functionality and services as you work to improve your business practices. Since you are looking to gather budgetary information to prepare for your upcoming rate case, PowerPlan is happy to participate.

Professional Services

The below Professional Services estimates are based on very high-level discussions with America States Water and PowerPlan in regard to a potential upgrade in 2020. In order to more accurately define the Professional Services component of these projects, additional detailed project scoping sessions and project planning is required.

Estimates

The following high-level estimates are based on what we know today and the above information:

Upgrade to current PowerPlan version

- Upgrade to the latest version of PowerPlan including technical unit testing and services
 - Technical upgrade-application interfaces/database -\$48k-\$72k
 - Provisions-\$32k-\$48k
- Integration and user acceptance testing support- \$75k-\$110k
- Deployment and post-production support-\$35k-\$50k
- Project Management and Oversight- \$50k-\$80k

➤ **\$360k High estimate, Low Estimate \$240k**

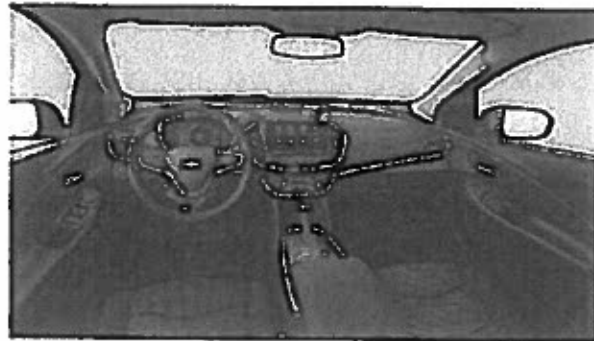
Please let me know if there is any additional information needed.

Annika Salinas
Customer Success Manager
PowerPlan, Inc.

Replace Pool Vehicle #1102

2019 VOLT FWD LT

\$30,585 Net Price [±]



VEHICLE DETAILS

Standard Vehicle Price

\$33,520

Selected Colors

\$0

(GAZ) Summit White
\$0



(H1T) Jet Black/Jet Black, Cloth seat trim
\$0



Selected Options (8)

\$190

(L3A) Range extender engine
Standard

(MKV) Electric drive unit
Standard

(PCV) Low Emissions Package (T-ZEV)
\$0

(RSB) 17" 5-spoke painted aluminum wheels
Standard



(VK3) Front license plate bracket
\$40

(A51) Front bucket seats
Standard

(IOS) Chevrolet Infotainment 3 Plus System with 8" diagonal HD color touchscreen
Standard

(VYW) Premium carpeted floor mats
\$150

Total Vehicle and Options	\$33,710
Destination Freight Charge	\$875

Total Vehicle Price	\$34,585
Total Cash Allowance[s]	(\$4,000)

Net Price	\$30,585[‡]
Total Included Price Discounts and Cash Allowances:	(\$4,000)

Standard Features

Mechanical Interior Exterior Safety

Mechanical

- Emissions, Federal Tier 3
- Range extender engine
 - Extends the driving range of the vehicle after battery is depleted
 - 1.5L Variable Valve Timing (VVT) with a Direct Injection (DI) DOHC 4-cylinder engine
 - Operates on regular unleaded gasoline
- Electric drive unit
 - The drive system offers 149 hp and 294 lb-ft of torque
- E10 Fuel capable
- Axle, 2.64 final drive ratio
- Front wheel drive
- 18.4 kWh lithium-ion battery
 - Rechargeable 18.4 kWh lithium-ion battery, includes liquid thermal management system with automatic activation
- 3.6 kW onboard charging module
 - With the available 240-volt charging unit¹
 - Fully recharge the battery in as little as 4.5 hours
 - Up to 11 miles of range per hour of charge
 - With the standard 120-volt portable charge cord
 - Fully recharge the battery in as little as 13 hours²
 - Up to 4 miles of range per hour of charge
 - Charge times may vary with temperature and amperage settings

¹ Available through Chevrolet Accessories. Professional installation required.

² Using the 120-volt portable charger will take approximately 19 hours at the default 8-amp setting and can be reduced to 13 hours at the 12-amp setting. Actual time may vary with temperature.

- 120-volt portable charge cord
 - Plugs into a 120-volt 3-prong outlet
 - Equipped with indicator lights to show status of the unit¹
 - Available with 8 and 12 amp charging options
 - Dedicated storage in side panel in cargo area

¹ Based on charging levels and outside temperature.

- 12-volt battery rundown protection

Turns off any interior lamp that is left on after the ignition is turned off to prevent draining the 12-volt battery

- Suspension, front, MacPherson strut
- Suspension, rear semi-independent, compound crank
- Electric Power Steering
 - Variable for low-speed to high-speed maneuvers
- 4-wheel antilock disc brakes
 - Help reduce wheel lockup and maintain steering control during hard braking on most slippery surfaces
- Electric parking brake
 - Takes the place of the manual foot actuated parking brake
 - Activated by the simple touch of a switch and can be operated even when the ignition is turned off
 - Brake is automatically set if the system senses the vehicle is parked on a steep incline
- Regen on Demand™ steering wheel paddle
 - Drive and Low modes use regenerative braking to capture otherwise lost energy when the vehicle is coasting or decelerating even without using the brake pedal, and sends that energy to the battery pack¹
 - Owners can enhance this process by pulling and holding the Regen on Demand steering wheel paddle to slow down faster and send additional energy to the battery
 - Of course, you must use your brake pedal if you need to stop immediately

¹ Feature unavailable in cold weather and at or near full charge. See chevrolet.com for details.

Interior

- Chevrolet Infotainment 3 Plus System with 8" diagonal HD color touchscreen
 - 8" diagonal HD color touchscreen¹
 - Bluetooth®² audio streaming for two active devices for compatible phones
 - Voice recognition
 - In-vehicle apps³ capable
 - Cloud⁴ connected personalization for select infotainment and vehicle settings
 - Voice command pass-through to phone for compatible phones
 - Apple CarPlay™ capability for compatible phones⁵
 - Android Auto™ capability for compatible phone⁶

¹ Functionality varies by model. Full functionality requires compatible Bluetooth® and smartphone, and USB connectivity for some devices.

² Go to www.mychevrolet.com/learn (<http://www.mychevrolet.com/learn>) to find out which phones are compatible with the vehicle.

³ Additional data plan rates may apply. Third-party trademarks are the property of their respective third-party owners and used under agreement. Requires plan and paid AT&T vehicle data plan or compatible device with 3G/4G LTE tethering data plan. See onstar.com for details and limitations.

⁴ Requires Connected Access, active connected services or OnStar plan. Services are subject to user terms and limitations and vary by vehicle model. See onstar.com for details.

⁵ Vehicle user interface is a product of Apple and its terms and privacy statements apply. Requires compatible iPhone and data plan rates apply. Apple CarPlay is a trademark of Apple Inc. Siri, iPhone and iTunes are trademarks for Apple Inc, registered in the U.S. and other countries.

⁶ Vehicle user interface is a product of Google and its terms and privacy statements apply. Requires the Android Auto app on Google Play and an Android compatible smartphone running Android™ 5.0 Lollipop or higher. Data plan rates apply. Android Auto is a trademark of Google LLC.

- 6-speaker audio system
 - Speakers are positioned throughout the cabin for outstanding sound quality and an enjoyable listening experience
- Auxiliary input jack
 - Located in bin forward of shifter
- USB ports
 - 2 located in bin forward of shifter¹
 - Plug in your smartphone, MP3 player or flash drive

¹ Not compatible with all devices.

- SiriusXM® Radio trial
 - Welcome to the world of SiriusXM¹
 - Enjoy your 3-month trial subscription to the All Access package with over 150 channels including commercial-free music, plus sports, exclusive talk, entertainment and news
 - Plus, listen on the app and online – it's included with All Access, so you'll hear the best SiriusXM has to offer, anywhere life takes you
- ¹ If you decide to continue service after your trial, the subscription plan you choose will automatically renew thereafter and you will be charged according to your chosen payment method at then-current rates. Fees and taxes apply. To cancel you must call SiriusXM at 1-866-635-2349. See the SiriusXM Customer Agreement for complete terms at www.siriusxm.com (<http://www.siriusxm.com>). All fees and programming subject to change. ©2019 Sirius XM Radio Inc. Sirius, XM, SiriusXM and all related marks and logos are trademarks of Sirius XM Radio Inc. All rights reserved.
- 4G LTE Wi-Fi® hotspot capable
 - Terms and limitations apply. See onstar.com (<http://onstar.com>) or dealer for details.
- Off-board connectivity via internet
- Body-color shark fin antenna
- Front bucket seats
 - Includes adjustable head restraints and reclining seatbacks
- Seats, cloth
- 60/40 split-folding rear bench seat
 - Can fold one or both sides down
 - Adds cargo and passenger carrying versatility to your vehicle
- 6-way manual driver seat
- 6-way manual front passenger seat
- Head restraints, 2-way adjustable (up/down), front
- Head restraints, 2-way adjustable (up/down), rear, outboard seats
- Front center console
 - Covered storage
- Open storage bin
 - Convenient bin is located forward of the shifter
- Power outlets
 - 2 auxiliary, 12-volt outlets
 - 1 in front storage bin and 1 in rear of center console
- Front and rear carpeted floor mats
 - Help protect your interior from road debris and the elements
 - Engineered to fit your vehicle
- Manual tilt and telescoping steering column
 - Allows the driver to adjust the steering wheel up or down, and the steering column forward or back
 - Provides extra comfort when entering or exiting the vehicle
- Vinyl steering wheel
- Steering-wheel mounted controls
 - Allow the driver to easily operate the infotainment system, phone interface, Driver Information Center and Regen on Demand^{™1} controls
- ¹ Feature unavailable in cold weather and at or near full charge. See chevrolet.com for details.
- 8" diagonal HD color touch-screen display
 - Includes energy information screens with programmable charge times
- Drive Mode Selector
 - 4 drive modes consisting of Normal, Sport, Mountain and Hold
 - Normal mode is for most everyday driving situations
 - Sport mode gives the accelerator pedal quicker response
 - Mountain mode preserves battery energy for later use on steep uphill roads
 - Hold mode runs the extended-range motor and reserves battery energy for use when desired
- Programmable vehicle charging
 - Program vehicle for immediate charging upon plug-in, delayed charging to time of day, or delayed charging during optimal utility rates
- Location-based charging
 - Establishes a home-charging location by using GPS locator

- Owners can program their home charging schedules, usually based on the lowest off-peak electricity rates (depending on location)
- Your vehicle will know when it's home and those charge settings apply
- Away from home, it reverts to Charge Immediately mode so that owners can plug in at a public station to refresh the battery
- Power windows
 - Driver with express-up/down
 - Front and rear passenger express-down
- Power door locks
 - Programmable
 - Allows you to lock and unlock doors easily whether it's from the driver or front passenger seat, from outside using the key fob or exterior door handle buttons
 - Lockout protection helps you avoid locking keys in the vehicle
- Keyless Open and Start
 - With the key fob in your possession, locks and unlocks your car's doors without having to use the key fob, increasing convenience
 - With the vehicle in Park or Neutral, press the brake pedal and then press the start/stop button to start the vehicle; the button will illuminate
 - Shift to Park and press the start/stop button to turn off the vehicle
- Remote Keyless Entry
 - Allows you to lock and unlock doors of the vehicle with the key fob
 - Driver's door or all doors unlock at the touch of a button
- Remote Start
 - Start your vehicle remotely and step into a comfortably warmed or cooled vehicle, depending on the weather and your preset preferences
 - Locks doors and turns on parking lamps while the vehicle is preconditioning
 - When plugged in, can draw available energy from the external power source to conserve battery power
- Cruise control
 - Maintains a selected speed while driving
- Theft-deterrent alarm system
 - Helps deter unauthorized entry, helping to protect your vehicle and its contents
 - Immobilizes the engine to help prevent theft
- Remote panic alarm
- Single-zone automatic climate control
 - Automatically maintains a selected temperature
- Rear window defogger
 - Helps to keep your rear view clear of fog or frost
 - Utilizes a warming grid to help remove fog or frost from the rear window
- Glovebox, passenger-side
- Additional storage
 - Front door panels
 - Bottle holder
- Map pockets
 - Driver and front passenger seatbacks
- Inside rearview manual day/night mirror
 - Adjust the tilt of the mirror to help reduce glare during nighttime driving
- Driver and front passenger visors
 - Include covered mirrors
- Assist handles, 2, rear outboard with rear coat hooks
- Lighting, interior, ambient LED-based front reading lights, dome and incandescent cargo area lamp
- Vinyl shift knob
- Dedicated covered storage for portable vehicle charge cord
 - Located in the side panel of the cargo area
- Cargo cover
 - Helps keep items out of sight
 - Removable

Exterior

- 17" 5-spoke painted aluminum wheels
- Low-rolling resistance 215/50R17 all-season, blackwall tires
- Tire inflator kit
 - Includes sealant and a compressor
 - Helps handle roadside tire emergencies
 - Can temporarily seal most small punctures in the tread
- Recovery hook, front
- LED headlamps
- Lamp, LED center high-mounted stop/brake
- LED taillamps
 - Last longer than traditional incandescent bulbs
- Body-color power outside mirrors
 - Manual folding
- Glass, solar absorbing
- Front intermittent wipers

Safety

- StabiliTrak, electronic stability control system with traction control
 - Automatically helps enhance control, particularly during emergency maneuvers, by adjusting the brakes and engine torque to help you stay on your intended path
 - Includes Traction Control that detects wheel slippage and applies brake pressure and/or reduces engine power to help the driver maintain control when accelerating on wet or snow-covered roads
 - LED Daytime Running Lamps
 - Illuminate when your vehicle is in Drive and headlamps are off
 - Airbag, Passenger Sensing System sensor indicator inflatable restraint, front passenger presence detector (Always use safety belts and child restraints. Children are safer when properly secured in a rear seat in the appropriate child restraint. See the Owner's Manual for more information.)
 - 10 airbags
 - Frontal airbags work with the seat belt system to help reduce the risk of injury to the driver and front passenger if involved in a moderate to severe frontal impact¹
 - Knee airbags work with the seat belt system to help reduce the risk of injury if involved in a moderate to severe frontal impact¹
 - Seat-mounted side-impact airbags for front and rear outboard seating positions deploy from the seats and help provide additional protection when your vehicle is struck from the side¹
 - Roof-rail-mounted head-curtain airbags help reduce the risk of head and neck injuries to occupants seated in the outboard seating positions in side-impact collisions and rollovers¹
 - Passenger Sensing System automatically switches the front passenger seat frontal airbag (and knee airbag, when equipped) on or off¹
- ¹ Always use seat belts and child restraints. Children are safer when properly secured in a rear seat in the appropriate child restraint. See the owner's manual for more information.
- Airbags, thorax side-impact seat-mounted, side-front and side-rear outboard seating positions (Always use safety belts and child restraints. Children are safer when properly secured in a rear seat in the appropriate child restraint. See the Owner's Manual for more information.)
 - Airbags, roof rail side-impact, front and rear outboard seating positions (Always use safety belts and child restraints. Children are safer when properly secured in a rear seat in the appropriate child restraint. See the Owner's Manual for more information.)
 - Airbags, knee, driver and front passenger (Always use safety belts and child restraints. Children are safer when properly secured in a rear seat in the appropriate child restraint. See the Owner's Manual for more information.)
 - OnStar® & Chevrolet Connected Services capable
 - Terms and limitations apply. See [onstar.com \(http://onstar.com\)](http://onstar.com) or dealer for details.
 - Chevrolet Connected Access capable
 - Subject to terms. See [onstar.com \(http://onstar.com\)](http://onstar.com) or dealer for details.
 - HD Rear Vision Camera
 -

When in Reverse, provides the driver a high resolution image display of the scene directly behind the vehicle on the infotainment screen to help the driver park and avoid nearby objects during low-speed maneuvering¹

¹ Safety or driver assistance features are no substitute for the driver's responsibility to operate the vehicle in a safe manner. The driver should remain attentive to traffic, surroundings and road conditions at all times. Visibility, weather, and road conditions may affect feature performance. Read the vehicle's owner's manual for more important feature limitations and information.

- Pedestrian Safety Signal
 - Automated external sound generated at low speeds to help alert pedestrians of vehicle presence
- Seat belts, 3-point, all positions includes front seat dual pretensioners
- Rear child security door locks
 - When activated, prevents passengers from opening the rear doors from inside the vehicle
 - Allow rear doors to open from outside of the vehicle only
- LATCH system (Lower Anchors and Top tethers for CHildren), for child safety seats
- Teen Driver
 - This configurable feature lets you activate customizable vehicle settings associated with a key fob to help encourage better driving behavior¹
 - It can limit certain vehicle features, and automatically turns on certain safety systems if vehicle is equipped¹
 - An in-vehicle report card gives you information on driving habits and helps you to continue to coach your new driver¹

¹ Safety or driver assistance features are no substitute for the driver's responsibility to operate the vehicle in a safe manner. The driver should remain attentive to traffic, surroundings and road conditions at all times. Visibility, weather, and road conditions may affect feature performance. Read the vehicle's owner's manual for more important feature limitations and information.

- Tire Pressure Monitoring System
 - Monitors the pressure in each tire and alerts you if there is a low-pressure condition in one or more of the tires¹
 - Includes Tire Fill Alert - horn will sound when sufficient tire pressure is reached

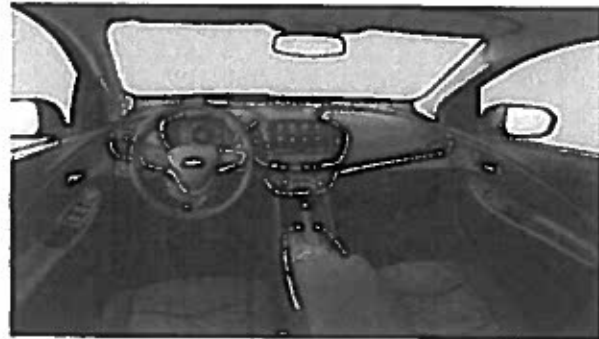
¹ Does not monitor spare tire.

- **MSRP less cash offers. Tax, title, license and dealer fees extra. Take new retail delivery by 09/30/2019. Residency restrictions apply. Not available with some other offers. See dealer for details.**
- **MSRP excluding installation, taxes and wheel components (if applicable). Dealer prices may vary. Some accessories may require purchase of additional equipment and/or services. See dealer for details.**
- **MSRP excludes tax, title, license, dealer fees and optional equipment. See dealer for details.**

Replace Pool Vehicle #502447

2019 VOLT FWD LT

\$30,585 Net Price †



VEHICLE DETAILS

Standard Vehicle Price

\$33,520

Selected Colors

\$0

(GAZ) Summit White
\$0



(H1T) Jet Black/Jet Black, Cloth seat trim
\$0



Selected Options (8)

\$190

(L3A) Range extender engine
Standard

(MKV) Electric drive unit
Standard

(PCV) Low Emissions Package (T-ZEV)
\$0

(RSB) 17" 5-spoke painted aluminum wheels
Standard



(VK3) Front license plate bracket
\$40

(A51) Front bucket seats
Standard

(IOS) Chevrolet Infotainment 3 Plus System with 8" diagonal HD color touchscreen
Standard

(VVW) Premium carpeted floor mats
\$150

Total Vehicle and Options	\$33,710
Destination Freight Charge	\$875

Total Vehicle Price	\$34,585
Total Cash Allowance[s]	(\$4,000)

Net Price	\$30,585[±]
Total Included Price Discounts and Cash Allowances:	(\$4,000)

Standard Features

Mechanical Interior Exterior Safety

Mechanical

- Emissions, Federal Tier 3
- Range extender engine
 - Extends the driving range of the vehicle after battery is depleted
 - 1.5L Variable Valve Timing (VVT) with a Direct Injection (DI) DOHC 4-cylinder engine
 - Operates on regular unleaded gasoline
- Electric drive unit
 - The drive system offers 149 hp and 294 lb-ft of torque
- E10 Fuel capable
- Axle, 2.64 final drive ratio
- Front wheel drive
- 18.4 kWh lithium-ion battery
 - Rechargeable 18.4 kWh lithium-ion battery, includes liquid thermal management system with automatic activation
- 3.6 kW onboard charging module
 - With the available 240-volt charging unit¹
 - Fully recharge the battery in as little as 4.5 hours
 - Up to 11 miles of range per hour of charge
 - With the standard 120-volt portable charge cord
 - Fully recharge the battery in as little as 13 hours²
 - Up to 4 miles of range per hour of charge
 - Charge times may vary with temperature and amperage settings

¹ Available through Chevrolet Accessories. Professional installation required.

² Using the 120-volt portable charger will take approximately 19 hours at the default 8-amp setting and can be reduced to 13 hours at the 12-amp setting. Actual time may vary with temperature.

- 120-volt portable charge cord
 - Plugs into a 120-volt 3-prong outlet
 - Equipped with indicator lights to show status of the unit¹
 - Available with 8 and 12 amp charging options
 - Dedicated storage in side panel in cargo area

¹ Based on charging levels and outside temperature.

- 12-volt battery rundown protection

Turns off any interior lamp that is left on after the ignition is turned off to prevent draining the 12-volt battery

- Suspension, front, MacPherson strut
- Suspension, rear semi-independent, compound crank
- Electric Power Steering
 - Variable for low-speed to high-speed maneuvers
- 4-wheel antilock disc brakes
 - Help reduce wheel lockup and maintain steering control during hard braking on most slippery surfaces
- Electric parking brake
 - Takes the place of the manual foot actuated parking brake
 - Activated by the simple touch of a switch and can be operated even when the ignition is turned off
 - Brake is automatically set if the system senses the vehicle is parked on a steep incline
- Regen on Demand™ steering wheel paddle
 - Drive and Low modes use regenerative braking to capture otherwise lost energy when the vehicle is coasting or decelerating even without using the brake pedal, and sends that energy to the battery pack¹
 - Owners can enhance this process by pulling and holding the Regen on Demand steering wheel paddle to slow down faster and send additional energy to the battery
 - Of course, you must use your brake pedal if you need to stop immediately

¹ Feature unavailable in cold weather and at or near full charge. See chevrolet.com for details.

Interior

- Chevrolet Infotainment 3 Plus System with 8" diagonal HD color touchscreen
 - 8" diagonal HD color touchscreen¹
 - Bluetooth^{®2} audio streaming for two active devices for compatible phones
 - Voice recognition
 - In-vehicle apps³ capable
 - Cloud⁴ connected personalization for select infotainment and vehicle settings
 - Voice command pass-through to phone for compatible phones
 - Apple CarPlay™ capability for compatible phones⁵
 - Android Auto™ capability for compatible phone⁶

¹ Functionality varies by model. Full functionality requires compatible Bluetooth[®] and smartphone, and USB connectivity for some devices.

² Go to www.mychevrolet.com/learn (<http://www.mychevrolet.com/learn>) to find out which phones are compatible with the vehicle.

³ Additional data plan rates may apply. Third-party trademarks are the property of their respective third-party owners and used under agreement. Requires plan and paid AT&T vehicle data plan or compatible device with 3G/4G LTE tethering data plan. See onstar.com for details and limitations.

⁴ Requires Connected Access, active connected services or OnStar plan. Services are subject to user terms and limitations and vary by vehicle model. See onstar.com for details.

⁵ Vehicle user interface is a product of Apple and its terms and privacy statements apply. Requires compatible iPhone and data plan rates apply. Apple CarPlay is a trademark of Apple Inc. Siri, iPhone and iTunes are trademarks for Apple Inc, registered in the U.S. and other countries.

⁶ Vehicle user interface is a product of Google and its terms and privacy statements apply. Requires the Android Auto app on Google Play and an Android compatible smartphone running Android™ 5.0 Lollipop or higher. Data plan rates apply. Android Auto is a trademark of Google LLC.

- 6-speaker audio system
 - Speakers are positioned throughout the cabin for outstanding sound quality and an enjoyable listening experience
- Auxiliary input jack
 - Located in bin forward of shifter
- USB ports
 - 2 located in bin forward of shifter¹
 - Plug in your smartphone, MP3 player or flash drive

¹ Not compatible with all devices.

- **SiriusXM® Radio trial**
 - Welcome to the world of SiriusXM¹
 - Enjoy your 3-month trial subscription to the All Access package with over 150 channels including commercial-free music, plus sports, exclusive talk, entertainment and news
 - Plus, listen on the app and online — it's included with All Access, so you'll hear the best SiriusXM has to offer, anywhere life takes you
- ¹ If you decide to continue service after your trial, the subscription plan you choose will automatically renew thereafter and you will be charged according to your chosen payment method at then-current rates. Fees and taxes apply. To cancel you must call SiriusXM at 1-866-635-2349. See the SiriusXM Customer Agreement for complete terms at www.siriusxm.com (<http://www.siriusxm.com>). All fees and programming subject to change. ©2019 Sirius XM Radio Inc. Sirius, XM, SiriusXM and all related marks and logos are trademarks of Sirius XM Radio Inc. All rights reserved.
- **4G LTE Wi-Fi® hotspot capable**
 - Terms and limitations apply. See onstar.com (<http://onstar.com>) or dealer for details.
- **Off-board connectivity via internet**
- **Body-color shark fin antenna**
- **Front bucket seats**
 - Includes adjustable head restraints and reclining seatbacks
- **Seats, cloth**
- **60/40 split-folding rear bench seat**
 - Can fold one or both sides down
 - Adds cargo and passenger carrying versatility to your vehicle
- **6-way manual driver seat**
- **6-way manual front passenger seat**
- **Head restraints, 2-way adjustable (up/down), front**
- **Head restraints, 2-way adjustable (up/down), rear, outboard seats**
- **Front center console**
 - Covered storage
- **Open storage bin**
 - Convenient bin is located forward of the shifter
- **Power outlets**
 - 2 auxiliary, 12-volt outlets
 - 1 in front storage bin and 1 in rear of center console
- **Front and rear carpeted floor mats**
 - Help protect your interior from road debris and the elements
 - Engineered to fit your vehicle
- **Manual tilt and telescoping steering column**
 - Allows the driver to adjust the steering wheel up or down, and the steering column forward or back
 - Provides extra comfort when entering or exiting the vehicle
- **Vinyl steering wheel**
- **Steering-wheel mounted controls**
 - Allow the driver to easily operate the infotainment system, phone interface, Driver Information Center and Regen on Demand™ controls
- ¹ Feature unavailable in cold weather and at or near full charge. See chevrolet.com (f) for details.
- **8" diagonal HD color touch-screen display**
 - Includes energy information screens with programmable charge times
- **Drive Mode Selector**
 - 4 drive modes consisting of Normal, Sport, Mountain and Hold
 - Normal mode is for most everyday driving situations
 - Sport mode gives the accelerator pedal quicker response
 - Mountain mode preserves battery energy for later use on steep uphill roads
 - Hold mode runs the extended-range motor and reserves battery energy for use when desired
- **Programmable vehicle charging**
 - Program vehicle for immediate charging upon plug-in, delayed charging to time of day, or delayed charging during optimal utility rates
- **Location-based charging**
 - Establishes a home-charging location by using GPS locator

- Owners can program their home charging schedules, usually based on the lowest off-peak electricity rates (depending on location)
- Your vehicle will know when it's home and those charge settings apply
- Away from home, it reverts to Charge Immediately mode so that owners can plug in at a public station to refresh the battery
- Power windows
 - Driver with express-up/down
 - Front and rear passenger express-down
- Power door locks
 - Programmable
 - Allows you to lock and unlock doors easily whether it's from the driver or front passenger seat, from outside using the key fob or exterior door handle buttons
 - Lockout protection helps you avoid locking keys in the vehicle
- Keyless Open and Start
 - With the key fob in your possession, locks and unlocks your car's doors without having to use the key fob, increasing convenience
 - With the vehicle in Park or Neutral, press the brake pedal and then press the start/stop button to start the vehicle; the button will illuminate
 - Shift to Park and press the start/stop button to turn off the vehicle
- Remote Keyless Entry
 - Allows you to lock and unlock doors of the vehicle with the key fob
 - Driver's door or all doors unlock at the touch of a button
- Remote Start
 - Start your vehicle remotely and step into a comfortably warmed or cooled vehicle, depending on the weather and your preset preferences
 - Locks doors and turns on parking lamps while the vehicle is preconditioning
 - When plugged in, can draw available energy from the external power source to conserve battery power
- Cruise control
 - Maintains a selected speed while driving
- Theft-deterrent alarm system
 - Helps deter unauthorized entry, helping to protect your vehicle and its contents
 - Immobilizes the engine to help prevent theft
- Remote panic alarm
- Single-zone automatic climate control
 - Automatically maintains a selected temperature
- Rear window defogger
 - Helps to keep your rear view clear of fog or frost
 - Utilizes a warming grid to help remove fog or frost from the rear window
- Glovebox, passenger-side
- Additional storage
 - Front door panels
 - Bottle holder
- Map pockets
 - Driver and front passenger seatbacks
- Inside rearview manual day/night mirror
 - Adjust the tilt of the mirror to help reduce glare during nighttime driving
- Driver and front passenger visors
 - Include covered mirrors
- Assist handles, 2, rear outboard with rear coat hooks
- Lighting, interior, ambient LED-based front reading lights, dome and incandescent cargo area lamp
- Vinyl shift knob
- Dedicated covered storage for portable vehicle charge cord
 - Located in the side panel of the cargo area
- Cargo cover
 - Helps keep items out of sight
 - Removable

Exterior

- 17" 5-spoke painted aluminum wheels
- Low-rolling resistance 215/50R17 all-season, blackwall tires
- Tire inflator kit
 - Includes sealant and a compressor
 - Helps handle roadside tire emergencies
 - Can temporarily seal most small punctures in the tread
- Recovery hook, front
- LED headlamps
- Lamp, LED center high-mounted stop/brake
- LED taillamps
 - Last longer than traditional incandescent bulbs
- Body-color power outside mirrors
 - Manual folding
- Glass, solar absorbing
- Front intermittent wipers

Safety

- StabiliTrak, electronic stability control system with traction control
 - Automatically helps enhance control, particularly during emergency maneuvers, by adjusting the brakes and engine torque to help you stay on your intended path
 - Includes Traction Control that detects wheel slippage and applies brake pressure and/or reduces engine power to help the driver maintain control when accelerating on wet or snow-covered roads
 - LED Daytime Running Lamps
 - Illuminate when your vehicle is in Drive and headlamps are off
 - Airbag, Passenger Sensing System sensor indicator inflatable restraint, front passenger presence detector (Always use safety belts and child restraints. Children are safer when properly secured in a rear seat in the appropriate child restraint. See the Owner's Manual for more information.)
 - 10 airbags
 - Frontal airbags work with the seat belt system to help reduce the risk of injury to the driver and front passenger if involved in a moderate to severe frontal impact¹
 - Knee airbags work with the seat belt system to help reduce the risk of injury if involved in a moderate to severe frontal impact¹
 - Seat-mounted side-impact airbags for front and rear outboard seating positions deploy from the seats and help provide additional protection when your vehicle is struck from the side¹
 - Roof-rail-mounted head-curtain airbags help reduce the risk of head and neck injuries to occupants seated in the outboard seating positions in side-impact collisions and rollovers¹
 - Passenger Sensing System automatically switches the front passenger seat frontal airbag (and knee airbag, when equipped) on or off¹
- ¹ Always use seat belts and child restraints. Children are safer when properly secured in a rear seat in the appropriate child restraint. See the owner's manual for more information.
- Airbags, thorax side-impact seat-mounted, side-front and side-rear outboard seating positions (Always use safety belts and child restraints. Children are safer when properly secured in a rear seat in the appropriate child restraint. See the Owner's Manual for more information.)
 - Airbags, roof rail side-impact, front and rear outboard seating positions (Always use safety belts and child restraints. Children are safer when properly secured in a rear seat in the appropriate child restraint. See the Owner's Manual for more information.)
 - Airbags, knee, driver and front passenger (Always use safety belts and child restraints. Children are safer when properly secured in a rear seat in the appropriate child restraint. See the Owner's Manual for more information.)
 - OnStar® & Chevrolet Connected Services capable
 - Terms and limitations apply. See onstar.com (<http://onstar.com>) or dealer for details.
 - Chevrolet Connected Access capable
 - Subject to terms. See onstar.com (<http://onstar.com>) or dealer for details.
 - HD Rear Vision Camera
 -

When in Reverse, provides the driver a high resolution image display of the scene directly behind the vehicle on the infotainment screen to help the driver park and avoid nearby objects during low-speed maneuvering¹

¹ Safety or driver assistance features are no substitute for the driver's responsibility to operate the vehicle in a safe manner. The driver should remain attentive to traffic, surroundings and road conditions at all times. Visibility, weather, and road conditions may affect feature performance. Read the vehicle's owner's manual for more important feature limitations and information.

- Pedestrian Safety Signal
 - Automated external sound generated at low speeds to help alert pedestrians of vehicle presence
- Seat belts, 3-point, all positions includes front seat dual pretensioners
- Rear child security door locks
 - When activated, prevents passengers from opening the rear doors from inside the vehicle
 - Allow rear doors to open from outside of the vehicle only
- LATCH system (Lower Anchors and Top tethers for CHildren), for child safety seats
- Teen Driver
 - This configurable feature lets you activate customizable vehicle settings associated with a key fob to help encourage better driving behavior¹
 - It can limit certain vehicle features, and automatically turns on certain safety systems if vehicle is equipped¹
 - An in-vehicle report card gives you information on driving habits and helps you to continue to coach your new driver¹

¹ Safety or driver assistance features are no substitute for the driver's responsibility to operate the vehicle in a safe manner. The driver should remain attentive to traffic, surroundings and road conditions at all times. Visibility, weather, and road conditions may affect feature performance. Read the vehicle's owner's manual for more important feature limitations and information.

- Tire Pressure Monitoring System
 - Monitors the pressure in each tire and alerts you if there is a low-pressure condition in one or more of the tires¹
 - Includes Tire Fill Alert - horn will sound when sufficient tire pressure is reached

¹ Does not monitor spare tire.

- **MSRP less cash offers. Tax, title, license and dealer fees extra. Take new retail delivery by 09/30/2019. Residency restrictions apply. Not available with some other offers. See dealer for details.**
- **MSRP excluding installation, taxes and wheel components (if applicable). Dealer prices may vary. Some accessories may require purchase of additional equipment and/or services. See dealer for details.**
- **MSRP excludes tax, title, license, dealer fees and optional equipment. See dealer for details.**

Share Point Upgrade - Hardware Quote

Vendor: HPE

Config Name: GSWC_3CM
 UCID: 5116987485-02 (Solution Level)
 Export Date: 2019-10-11 16:54:19 UTC
 BOM Source: Current BOM

Item#	Qty	Product #	Product Description	Shipmen Lead Time	Support For	Start Date	Discontinued Date	Unit Price (USD)	Extended List Price (USD)
0100	3	871940-B21	HPE Synology 480 Gen10 Configure-to-order Compute Module	Short		07/11/2017	03/31/2022	2525.00	7575.00
0101	3	P07349-L21	HPE Synology 480/660 Gen10 Intel Xeon-Gold 6248 (2.5GHz/20-core/150W) FIO Processor Kit	Short		04/02/2019	11/30/2022	5049.00	15147.00
0102	3	P07349-B21	HPE Synology 480/660 Gen10 Intel Xeon-Gold 6248 (2.5GHz/20-core/150W) Processor Kit	Short		04/02/2019	11/30/2023	5049.00	15147.00
	3	P07349-B21 (0D1)	Factory Integrated	Short		04/02/2019	09/30/2021	0.00	0.00
0103	36	PM9924-B21	HPE 32GB (1x32GB) Dual Rank x4 DDR4-2933 CAS-21-21-21 Registered Smart Memory Kit	Medium		01/07/2019	09/30/2021	1119.00	40264.00
	36	PM9924-B21 (0D1)	Factory Integrated	Short		04/02/2019	09/30/2020	0.00	0.00
0104	6	P10448-B21	HPE 960GB SAS 12G Mixed Use SC 3yr Write Value SAS Digitally Signed Firmware SSD	Short		04/02/2019	09/30/2020	1479.00	8874.00
	6	P10448-B21 (0D1)	Factory Integrated	Short		04/02/2019	09/30/2020	0.00	0.00
0105	3	P01367-B21	HPE 96W Smart Storage Battery (up to 20 Devices) with 260mm Cable Kit	Short		12/16/2017	09/30/2022	140.00	420.00
	3	P01367-B21 (0D1)	Factory Integrated	Short		12/16/2017	09/30/2022	0.00	0.00
0106	3	804424-B21	HPE Smart Array P2044-e SR Gen10 (4 Internal Lanes/1GB Cache) 12G SAS Modular Controller	Short		07/11/2017	09/30/2022	549.00	1647.00
	3	804424-B21 (0D1)	Factory Integrated	Short		07/11/2017	09/30/2022	0.00	0.00
0107	3	876449-B21	HPE Synology 4820C 10/20/25Gb Converged Network Adapter	Short		07/23/2018	02/28/2021	759.00	2277.00
	3	876449-B21 (0D1)	Factory Integrated	Medium		07/23/2018	02/28/2021	0.00	0.00
0200	1	H7134A3	HPE 3Y Foundation Care 24x7 SVC			04/17/2017	12/31/2050	0.00	0.00
	3	H7134A3 W4A	HPE SY480 Gen10 Support		871940-B21(3)	04/17/2017	12/31/2050	1348.00	4044.00

Total

95415.00 USD
 less maintenance <4,044.00>
 total taxable amount \$91,371

- maintenance

SharePoint Upgrade - Software



Quotation

For GOLDEN STATE WATER CO

Date 10/29/2019

Attn:

Robert Silva
 Phone # (909) 455-4908
 Fax # (909) 394-9708
 Email: robert.silva@gswater.com

Quote # 1-5YPPLVF **Rev #** 1

Valid From 10/28/2019 **Through** 11/30/2019

Sales Rep Craig Sweet

Phone # **Fax #**

Bill To	Ship To	End User
GOLDEN STATE WATER CO Robert Silva 630 E Foothill Blvd SAN DIMAS, CA 91773 United States	GOLDEN STATE WATER CO Robert Silva 630 E Foothill Blvd SAN DIMAS, CA 91773 United States	GOLDEN STATE WATER CO Robert Silva 630 E Foothill Blvd SAN DIMAS, CA 91773 United States robert.silva@gswater.com

Line	Part #	Product	Qty	Unit Price	H/W & # of CPU's	Extended Price
1	CCM-MLX-PB-247	METALOGIX CONTENT MATRIX PER MANAGED PERSON (UPGRADE FROM PER MANAGED GB) 24X7 LICENSE/MAINT				
Delivery Method: Electronic			1,500	\$8.40	Net Price: \$8.40	\$12,600.00

Payment Terms: Net 30

Subtotal	\$12,600.00
Estimated Tax	\$0.00
Total	\$12,600.00

Sharepoint Upgrade - Professional Services

Golden State SP2013 to SP2019 Farm Build and Upgrade

Time and Materials

Labor Rate \$ 185.00

CATEGORY	TYPE	DESCRIPTION	HRS	UNIT PRICE	COMMENTS
Planning and Requirements	LABOR	Project Setup and Meetings	8	\$ 1,480.00	
Planning and Requirements	LABOR	Run Pre-Upgrade Check, Analysis of Results	8	\$ 1,480.00	Comprehensive Farm Documentation will be delivered with focus on any risk areas
Planning and Requirements	LABOR	Project Discovery and Envisaging	12	\$ 2,220.00	
Solution Configuration	LABOR	Create Template VM w/ Windows, Updates, SharePoint Bits, etc.	16	\$ 2,960.00	O/S to be Windows Server 2019
Solution Configuration	LABOR	Create Interim SP2016 Farm	8	\$ 1,480.00	
Solution Configuration	LABOR	Upgrade QA, DR, and PROD Service and Content DB's to SP2016	24	\$ 4,440.00	
Solution Configuration	LABOR	QA: Install SQL	8	\$ 1,480.00	
Solution Configuration	LABOR	QA: Build SharePoint 2019 Farm	12	\$ 2,220.00	
Solution Configuration	LABOR	DR: Install SQL	8	\$ 1,480.00	
Solution Configuration	LABOR	DR: Build SharePoint 2019 Farm	12	\$ 2,220.00	
Solution Configuration	LABOR	PROD: Install SQL and ADAG on two machines	16	\$ 2,960.00	
Solution Configuration	LABOR	PROD: Build SharePoint 2019 Farm	32	\$ 5,920.00	
Solution Configuration	LABOR	Upgrade QA and PROD Service and Content DB's to SP2019	32	\$ 5,920.00	
Solution Configuration	LABOR	PROD: Configure and Test ADAG Replication and Failover	16	\$ 2,960.00	
Solution Configuration	LABOR	Customize OOTB Branding Theme	4	\$ 740.00	
Solution Configuration	LABOR	Install, Configure, and Test Workflow History Archive Application	8	\$ 1,480.00	
Solution Configuration	LABOR	Validation and Remediation	24	\$ 4,440.00	
Change Management	LABOR	Knowledge transfer (e.g. how to failover, apply updates, etc.)	16	\$ 2,960.00	
Project Control	LABOR	Ongoing Project Monitoring, Team Meetings and Updates	56	\$ 10,360.00	
Project Control	LABOR	Budget Contingency	28	\$ 5,180.00	
		TOTALS	348	\$ 64,380.00	

TAP JDE/Web Upgrade



Bottomline Technologies, Inc.
325 Corporate Drive
Portsmouth, NH 03801-6808
www.bottomline.com

Sales Order No. BT-078861
Sales Order Date 10/21/2019
Expiration Date 11/20/2019
Customer Number CFSOU001
Invoice Terms NET 30
Account Rep Kevin Lane
Email klane@bottomline.com
Phone (603) 501-5107
Purchase Order

Order Agreement for Customer: Golden State Water Company *Hereafter referred to as Customer

	Bill To	Ship To
Address	Golden State Water Company C/o American States Water Co. 630 East Foothill Blvd San Dimas, California 91773-1207 United States	Golden State Water Company 630 East Foothill Blvd 630 East Foothill Blvd San Dimas, California 91773-1207 United States
Ship to Attention	Steve Micheli	Comments:
Phone	(909) 394-3800 x428	
Email	stephen.michell@gswater.com	
Delivery Method	ELECTRONIC	
Currency	USD	

Product Name	Product Code	Unit Price	Quantity	Adjustment	Net Price
Software					
TAC Ent v 4.2 named user upg. from TAC 3x STD (line/header use)	NA-TJD-SW09-90004	\$5,400.00	2.00	- 2,160.00	\$8,640.00
TAP JDE - Version Upgrade to v.4.1 from previous	NA-TJD-SW99-90005	\$0.00	1.00		\$0.00
TAP JDE - Line Item Capture/Matching	NA-TJD-SW09-90009	\$15,000.00	1.00	- 15,000.00	\$0.00
Total Unit Price					\$25,800.00
Total Adjustment					\$17,160.00
Subtotal for Software					\$8,640.00
Services					
TAP Consultancy - Hourly Rate (Remote)	NA-TJD-PS01-90001	\$200.00	176.00		\$35,200.00
TAP Consultancy - On-site Daily Rate (Billed in full day increments)	NA-TJD-PS01-90005	\$1,750.00	3.00		\$5,250.00
Subtotal for Services					\$40,450.00
Maintenance					
TAC Ent v 4.x named user upg fr 3 STD (line/hr) addl Maint	NA-TJD-MT18N-90004	\$864.00	2.00		\$1,728.00
TAP JDE - Line Item Capture/Matching T1 Maintenance	NA-TJD-MTT1N-90009	\$3,000.00	1.00		\$3,000.00
Subtotal for Maintenance					\$4,728.00
Order Totals					Contract Total

Terms and Conditions

This Sales Order is an offer valid until the Quote Expiration Date set forth above.

PURCHASE PAYMENT TERMS - Fees for Software, Equipment, and Supplies will be invoiced upon shipment. Fees for Support will be invoiced upon Software shipment. Fees for Services will be invoiced as Services are performed. All Prices set forth herein are in US Dollars. Customer shall reimburse Bottomline for all reasonable travel and lodging expenses incurred in the performance of on-site Services. These expenses are in addition to training, implementation, and/or consulting services fees set forth herein and will be billed separately. Customer is also responsible for additional charges including but not limited to shipping and freight, taxes, customs, duties and the like. All invoices shall be due and payable within thirty (30) days from the date of invoice. All sales are FOB Bottomline shipping point. Except as required to receive warranty claims pursuant to an end user license accompanying any Software, all orders for Software are non-returnable and non-refundable once shipped by Bottomline.

PURCHASE ORDERS - If Customer issues a purchase order in connection with this purchase, it is hereby acknowledged that such purchase order is an acceptance of this Sales Order, is not a condition for payment, and will not supersede the payment terms or any other terms set forth in this Sales Order. This Sales Order and the end user license accompanying any Software shall constitute the entire agreement and understanding between the parties and supersede all prior agreements, representations and understandings. This Sales Order may not be modified or varied in any way except where such amendment or variation is in writing and signed by both parties. The terms and conditions of any order, Customer purchase order, or other document submitted by Customer are hereby objected to and shall not supersede or supplement the terms of this Sales Order.

CANCELLATION POLICY - In the event that Customer cancels a confirmed on-site Service session, Customer will be charged a cancellation fee as well as any non-refundable lodging and all other expenses and related charges. Cancellation fees will be calculated based upon the amount of notice given to Bottomline. Bottomline's fee schedule is available upon request. The cancellation fee will not be subject to any previously agreed upon discounts or restrictions on expenses. In order to implement the cancellation process, please authorize bank and fax posts to Sales Operations at 603 501-4950 or email to cancel@bottomline.com.

WEB SECURITY REFRESH



Price Estimate

Denver Data Center
 Golden State View
 630 E. Foothill Blvd.
 San Diego, CA 91772
 UNITED STATES
 Pn no: +1 505-344-3000 Ext 600

Alan Seagrin
 Cisco Systems, Inc.
 101 North Street
 Building 2, Suite 1100
 GLENDALE CALIFORNIA,
 UNITED STATES
 Pn no: +1 408 854 7100
alan.seagrin@cisco.com

Date: 27-Sep-2018

Estimate ID: VE107214265V
 Deal ID: NA

Price Estimate for planning and information purposes only and is not a binding offer from Cisco.

Part Number	Description	Qty	Unit Price	Subtotal	License	License Price	License Type
WSA-S395-PR-118	WSA S395 Per-processor Price with Web Security Service	1	0.00	42.00	0.00	0.00	0.00
WSA-WSA-LIC*	WSA S395 Lic (Annual) CTA, App 10-100 (Per-processor)	1	0.00	42.00	0.00	0.00	0.00
WSA-WSA-SV-34	WSA S395 SV-34	36	113.00	4068.00	0.00	0.00	0.00
WSA-S395-48	WSA S395 48	2	14,185.95	28,371.90	0.00	0.00	0.00
COM-SSMRT-WSA-S395	WSA S395 Web Security Appliances	2	1,487.00	2,974.00	0.00	0.00	0.00
DAB-WSA-41A	WSA S395 Web Security Appliances	2	0.00	0.00	0.00	0.00	0.00
CCS-PSU-1779AC	WSA S395 PSU	4	0.00	0.00	0.00	0.00	0.00
SR-WSA-1060-048	WSA S395 SR	2	0.00	0.00	0.00	0.00	0.00
CCS-400-000019K	WSA S395 SR	2	0.00	0.00	0.00	0.00	0.00
CCS-11942-002	WSA S395 SR	2	0.00	0.00	0.00	0.00	0.00
CCS-CPU-41180	WSA S395 SR	2	0.00	0.00	0.00	0.00	0.00
CCS-EM-1608	WSA S395 SR	4	0.00	0.00	0.00	0.00	0.00
CCS-PSU-048	WSA S395 SR	2	0.00	0.00	0.00	0.00	0.00
CCS-PSU-048	WSA S395 SR	2	0.00	0.00	0.00	0.00	0.00
WSA-HTTP-LIC	WSA S395 HTTP Lic	2	0.00	0.00	0.00	0.00	0.00
WSA-PROXY-LIC	WSA S395 Proxy Lic	2	0.00	0.00	0.00	0.00	0.00
WSA-L10-LIC	WSA S395 L10 Lic	2	0.00	0.00	0.00	0.00	0.00
WSA-CASUAL-LIC	WSA S395 Casual Lic	2	0.00	0.00	0.00	0.00	0.00

VASA through:
 # 008 Public Name

Product Total: 18,433.70
 Service Total: 2,834.00
 Subscription Total: 18,185.00
 Total Price: 118,358.70

\$118,555
 < 2,934 = maintenance
 \$115,621 = Total Capital
 \$16,456 = Total Taxable

*This Price Estimate and quantities are for Cisco's best effort. We do not warrant or guarantee the accuracy of this Price Estimate. Cisco's products, services and solutions are subject to change without notice. This offer may be subject to other restrictions. All prices are in USD.

ACCOUNTS PAYABLE WORKPAPERS



1940 E Mariposa Avenue
El Segundo, CA 90245

INVOICE

Page 1 of 1

Invoice Date: 12/13/16
Account #: 0055671069
Invoice/Order: S99497760101
Phone: 800-739-3282 x 7247

GOLDEN STATE WATER COMPANY
ACCOUNTS PAYABLE
630 E FOOTHILL BLVD.
SAN DIMAS, CA 91773-9016

Ship To:
DONNA KEITH
GOLDEN STATE WATER
ATTN: RECEIVING
630 E FOOTHILL BLVD
SAN DIMAS, CA 91773-1212

P.O. NUMBER	INVOICE DATE:	SHIPPED VIA	DATE SHIPPED	PAYMENT DUE DATE
R2545	12/13/16	DS Ground	12/13/16	01/12/17

ORDERED	SHIPPED	ITEM NO.	DESCRIPTION	UNIT PRICE	Ext. Price
1	1	U OUT 13708754	M605TN MICR SECURE PRINTER 01-05020-221	2,619.99	2,619.99
1	1	U ACC 13553400	M605/M606 MICR TONER SECURE BY CARTRIDG T 02-82021-001	417.99	417.99
1	1	N OTH 00033333	DROP SHIP HOLD GO TO SRC WEB DROPSHIPHOLD PC# R2545	.00	.00

		Sales Tax	\$273.41
		Shipping & Handling	\$30.53
		Total Due	\$3,341.92

Any account not paid by due date will be subject to a FINANCE CHARGE of 1 1/2% per month on that portion of the unpaid balance which is more than 30 days past due. This is equivalent to an annual % rate of 18%. Collection fees for uncollectable accounts will also be added to unpaid balances.

PLEASE RETURN BELOW PORTION WITH PAYMENT

Invoice Date:	12/13/16	Sales Tax	\$273.41
Account #:	0055671069	Shipping & Handling	\$30.53
Invoice/Order:	S99497760101	Total Due	\$3,341.92

Bill To:

GOLDEN STATE WATER COMPANY
ACCOUNTS PAYABLE
630 E FOOTHILL BLVD.
SAN DIMAS, CA 91773-9016

PCM 800-739-3282
PLEASE SUBMIT PAYMENT TO:



FILE 55327
LOS ANGELES, CA 90074-5327

GENERAL OFFICE FACILITY WORKPAPERS

Security Proposal



*Business Security Including
Camera Surveillance Protection*

Proposal prepared February 12, 2020 especially for:



**Golden State Water Company
630 East Foothill Blvd.
San Dimas, CA 91773
(909) 394-3600
David Carl
David.carl@gswater.com**

Proposal prepared by: CJ Barlow

Scope of work: To install additional cameras to the existing system as outlined below for your San Dimas, CA location.

HD CAMERA SURVEILLANCE SYSTEM

Camera 1: High-Definition Color Vandal Infrared Dome with **8 Megapixels** mounted on the light post near the south gate entrance viewing parking lot.

Camera 2: High-Definition Color Vandal Infrared Dome with **8 Megapixels** mounted on the light post near the south gate entrance viewing parking lot.

Camera 3: High-Definition Color Vandal Infrared Dome with **5 Megapixels** mounted at the southeast corner viewing activity building windows

Camera 4: High-Definition Color PTZ Dome with **3 Megapixels** mounted at the east corner viewing activity in the visitor parking lot.

Data Room

- (1) SLA 32 Channel NVR w/16TB of Storage and H.265 Compression
- (1) UPS Battery Backup

Equipment Room

- (1) 16 Port POE Switch
- (1) POE Switch Enclosure

South Lot Entrance

- (1) 8 Port POE Switch
- (1) Wireless Transmitter
- (1) Outdoor NEMA Rated Box

South Section of Building Near Lunchroom

- (1) Wireless Receiver

Schedule of Costs

Purchase Option

Purchase Price:	\$7,350.00 (+ \$279.30 Tax)
<i>Purchase price includes installation and equipment.</i>	

- New equipment is covered by a one (1) year parts and labor warranty.
- Monthly fee is guaranteed for term of agreement.
- Labor is to be provided during regular business hours.
- Customer to provide a high speed broadband connection to the internet. The connection must have a minimum download speed of 384 kbps, and upload speed of 128kbps. The connection must be a static IP address. Sola is not responsible for configuration of any network equipment (i.e. fire walls, routers, switches).
- All video control equipment is to be installed in a desk-top arrangement.
- Customer is to provide a 24 hour 110 volt AC un-switched outlet.
- Customer training and user manuals will be provided at the completion of installation.

➤ *If proposal is accepted, contract to follow*

Carl, David

From: Bob Gill <bgill@mtcconstructors.com>
Sent: Thursday, January 30, 2020 1:57 PM
To: Carl, David
Cc: Tony Gomez
Subject: Budget Pricing for Exterior Window Restoration and Maintenance

EXTERNAL EMAIL

David,

Here is your budget pricing for the exterior window restoration and maintenance. \$26, 112.00

This scope of work is based on 4 week project duration which includes the following.

- 1) Job walk and customer provided description of work.
- 2) MTC Contractors provided labor, materials and equipment to repair, restore, prime and paint all forty (40) exterior wood window casing.
 - a. To include all window arches, main entrance window and wood side light panels, all exterior wood door casings.
 - b. Repainting of all exterior metal doors.
 - c. Sanding and replacement of dry rot wood.
 - d. Caulking, sealing, priming and finish painting.
 - e. Site protection and clean up.
- 3) Project management, site supervision and one mobilization.
- 4) All work to be done during normal business hours M- F 7:30am – 3:30pm

Let me know if you have any questions.

Bob

Sincerely,

MTC Contractors Inc

Bob Gill | V.P. of Operations

12672 Limonite Ave STE E 232

Eastvale Ca, 92880

Office: (714) 622-0413 | Fax :(714) 242-1582 | Direct: (626) 277-7706

Email: bgill@mtcconstructors.com

Web: mtcconstructors.com

Cslb: 801836 A, B , C8

MBE,NMSDC-SC09602

DIR. 1000034537



"Always Place Safety First, How You Finish Is What's Remembered!"

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Proposal

SOUTHERN CALIFORNIA OVERHEAD DOOR CO., INC

1806 Flower Avenue, Duarte, CA 91010

626-599-9494 - Fax: 626-599-9484

Date: 2-20-20	Quote #: 022020-19
Attn: David Carl	Project: Gate Operator Replacements
Bids To: Golden State Water 630 Foothill Blvd. San Dimas, CA 91773	Location: Same
Phone: 909-305-5789 cell; 909-285-5243	E-Mail: david.carl@gswater.com

WE HEREBY SUBMIT SPECIFICATIONS AND ESTIMATES FOR:

We propose to remove slide gate operators on 3 – existing slide gates, entrance and exit on rear and entrance/exit on front of the building and haul away.

We will then install 3 – new Viking H10 Continuous duty slide gate operators, on existing slide gates. We will also install 2 – new reflective photo eyes and 2 – plugin loop detectors on each gate operator. We will make all necessary connections, adjustments, service, lubricate all moving parts and test for proper operation.

Work will consist of replacing one operator at a time, until repairs are complete, once that gate is working properly, we will make repairs to the next.

We will be reusing all other components on new gate operators, existing gates, keypads, ground loops

Exclusions; permits, bonds, city license fees

Note: Because of rising material costs, this quote is good for only 30 days

Terms: Net 10 Days

Pricing includes material, tax and labor

Price: \$ 15,654.31

Quoted by _____

Jerry Desmond

Proposal accepted by: _____

Date of acceptance: _____

Cal. St. Lic#223178

Description: Main GO Landscape Areas	Qty	Unit	Ext
a. Pruning and clean-up:	1	\$ 6,000.00	\$ 6,000.00
b. Low voltage lighting repairs & bulbs	1	\$ 3,000.00	\$ 3,000.00
c. Renovation of Decomposed granite paths	1	\$ 4,500.00	\$ 4,500.00
d. Irrigation system repairs and renovation to original	1	\$ 9,850.00	\$ 9,850.00
e. Turf areas: Broadleaf herbicide and aerating	1	\$ 1,500.00	\$ 1,500.00
f. Balanced Fertilizer application (one application)	1	\$ 350.00	\$ 350.00
g. Plants & Trees: 3-24" box Cercis Occidentalis Std	3	\$ 485.00	\$ 1,455.00
h. One 1 gallon replacement shrubs to fill in bare areas	600	\$ 22.00	\$ 13,200.00
i. Pre-emergent weed control (one application)	1	\$ 1,250.00	\$ 1,250.00
j. Recycled shredded wood mulch 2" layer	200	\$ 45.00	\$ 9,000.00
k. Post installation maintenance: 90 day	3	\$ 2,250.00	\$ 6,750.00
Total cost of project (Main GO Landscape)			\$ 56,855.00

Description: Demonstration Garden Renovation	Qty	Unit	Ext
a. Pruning, clean-up and removals and disposal	1	\$ 3,000.00	\$ 3,000.00
b. Repair "Wood-flex" headers	1	\$ 350.00	\$ 350.00
c. DG path reconditioning & renovation:	1	\$ 3,200.00	\$ 3,200.00
d. Irrigation system repairs and renovation to original	1	\$ 6,400.00	\$ 6,400.00
e. Turf areas: Broadleaf herbicide and aerating	1	\$ 800.00	\$ 800.00
f. Balanced Fertilizer application (one application)	1	\$ 250.00	\$ 250.00
g. Plants & Trees: 4-24" box trees	4	\$ 485.00	\$ 1,940.00
h. One 1 gallon replacement shrubs & fill in bare areas	500	\$ 25.00	\$ 12,500.00
i. Pre-emergent weed control (one application)	1	\$ 350.00	\$ 350.00
j. Recycled shredded wood mulch 2" layer	25	\$ 45.00	\$ 1,125.00
k. Tour signage: 4 x 8 sign and 40 plant / irrigation signs	1	\$ 3,000.00	\$ 3,000.00
l. Post installation maintenance: 90 day	3	\$ 500.00	\$ 1,500.00
Total cost of project (Demonstration Garden)			\$ 44,265.00

Total project with both areas included:

\$ 101,120

If both projects are contracted at the same time we can do the 90 day maintenance periods concurrently saving you \$ 1,500 for the Demonstration Garden.

We look forward to working with you again on the restoration of the GO grounds and returning the Demonstration Garden to a “Tour-Ready” condition.

Thank you!
Bob Simpson

Sincerely,



(Tel) 1-888-770-AQUA (2782)
www.aquasave.us



12672 Limonite Ave Ste E232 Ca, 92880 Tel 714 397-5158 Fax: 714 223 5883
License No. 801836 A, B, C8

Date 2/25/2020 (Proposal)

Attention: David Carl
630 E. Foothill Blvd
San Dimas Ca, 91773

Project: MTC122118
GSWC General Office
630 E. Foothill Blvd.
San Dimas Ca, 91773

Executive Conference Room Improvement for the above location.

Thank you for the continued confidence you've shown in MTC Contractors to provide general contracting services and project management support for the support of your facility operations. The following quotation is based on our job walk and customer provided description of work provided by David Carl. No permits will be pulled for this work but MTC Contractors will comply with all local and state building codes. This quote provides for all labor, materials, equipment and disposal fee for a full turnkey installation and relocation of one smart board located in a pocket wall in the executive conference room.

Scope of Work:

- 1) Remove existing lower and upper casework and repair walls as required.
- 2) Remove three (3) down lights, dimmer switch and all associated conduit and wire.
- 3) Remove existing 8inch pull box and all associated conduit, wire and cabling.
- 4) Demo back wall to allow new electrical power and voice/data conduit.
- 5) Demo soffit and metal studs. Reframe with metal studs. Provide backing for TV wall mount bracket.
- 6) Re-drywall all walls and ceiling.
- 7) Patch all walls and ceiling caused by demo. Tape and mud to a level 4 finish.
- 8) Paint to match existing color scheme.
- 9) Furnish and install new carpet and base in nook area.
- 10) Furnish and install one (1) new HDMI cable and two (2) new voice data cables back to the data center. Test and tone all cabling to insure connectivity.
- 11) Furnish and install new full motion TV support bracket.
- 12) Remove overhead projector and all associated cabling.
- 13) Provide two (2) new credenza to match existing.

Total Price: \$17,171.00

Additional Scope of Work: Remodel North Conference Room Wall

- 1) Demo one (1) closet door 6ft x8ft and one lobby entrance to conference room door (1) 6ft x8ft laminated wood door.
- 2) Rework existing 10in soffit and suspended ceiling tile to match new room layout. Patch and Repair all walls damaged by construction.
- 3) Remove existing zolatone wainscoting on both sides of the lobby hallway outside of reception area. Prime and paint walls to match existing paint.
- 4) Rework existing electrical light switches (replace with new) and remove abandon light switches in lobby hallway. Patch hallway wall as needed.
- 5) Rework existing light fixtures and associated electrical.
- 6) Remove pocket walls.
- 7) This includes framing, drywall, insulate, mud and tape, prime and paint to match existing color of new wall at closet and lobby doors.
- 8) Continue zolatone wainscoting all the way around on the east, west and north new wall area only.
- 9) Provide additional carpet and 4in rubber base for new opening.
- 10) Remove one fire sprinkler branch line located in closet.
 - a. Drain line during off hours.

Add Cost to Above Price: \$24,695.00



Year	work_order	Description	Dept	District	Amt	Total
2016	07900069	Exterior signage for the monument sign	Facilities	GO	29,960	
2016	07900070	Additional Security cameras for GO	Facilities	GO	4,760	
						34,720
2017	07900054	New Installation of Duct Work, Register and New Thermostat	Facilities	GO	7,959	
2017	07900055	Install Safety Railing	Facilities	GO	3,561	
						11,520
2018	7900078	Landscape and irrigation upgrades	Facilities	GO	16,097	
2018	7900081	Add 2 workstation and add awning	Facilities	GO	6,795	
2018	7900086	Slurry, seal, and stripe parking lots	Facilities	GO	24,304	
						47,196
2019	7900082	Replace data center UPS caps and fans	Facilities	GO	26,827	
2019	7900083	Loading dock handrail and motor cover	Facilities	GO	4,529	
2019	7900085	Conference room 2 upgrades	Facilities	GO	34,428	
						65,784
						39,805 4 year avg



4831-A PASSONS BLVD. PICO RIVERA, CA. 90660
Tel. (562) 692-9008 Fax (562) 692-5979 website: jjjfloorcovering.com

Pico Rivera * San Diego * Sacramento
Contractor's Lic. #327775
ONLY MINOR FLOOR PREPERATION INCLUDED



DATE: 2-20-2020

TO: Golden State Water

ATTN: Mr. David Carl

PROJECT: Lunch room, carpet office area

ADDENDUM: Special Note, Moisture Mitigation in Cafeteria Included, Customer to remove and replace all electrical components if necessary.

All prices are predicated upon: 1) Clear & unobstructed access to work areas 2) Clean & ready sub floors. 3) Stairs where 2nd floors occur 4) Compliance with flooring manufacturers' moisture vapor emission limits when concrete sub floors are used.

BID SCOPE: Lunch area, remove old Lino, Furnish and Install Moister mitigation system, two color sheet goods with welded seams. Office area, remove old carpet and recycle, Use lift system to for furniture, Install new Bentley carpet tile and 4" op set base in both areas

Cafeteria Sheet Vinyl	\$18,499.00 (sales Tax included)
Office Carpet tile	\$15,930.00 ""

Our Bid excludes: Major concrete/wood floor repair or leveling, sanding, waterproof membrane, moisture test, demolition, moving furniture, overtime, cleaning and waxing, vacuuming, finish floor protection and temperature control. **Also Excluded are;** any allowances for safety/security clearances and or training not specifically included.

This document becomes part of the contract if awarded

NOTES 1) Temperature control (Minimum 65° F, 48 hrs. prior to & 48 hrs. after installation, per manufacturer instructions) is vital for a successful VCT and/or SV installation, and is the responsibility of the contractor, district and/or owner. 2) Cross seams are subject to Manufacturer roll sizes. JJJ Floor Covering Inc. will do all things possible to reduce or eliminate cross seams, however, does not guarantee the complete elimination of cross seams. 3) Carpet & Resilient Flooring can not be installed where a moisture content (as measured by a 72 hr. calcium chloride test) is in excess of 5 lbs. per 1000 s.f. 4) Industry Standards & Practices will prevail in the absence of a specific requirement. 5) Full tiles govern ceramic wainscot height.

J
J
J FLOOR COVERING, INC.

Rick Barba (Ext. 122) Cell #916-233-9814

UNION
BONDABLE
MBE/SBE/WBE
DVBE (Available)

Acceptance of this proposal (contract) requires Customer to pay in full the amount due within thirty (30) days of the invoice date. Payments not received within thirty (30) days are subject to an interest charge of 1.5% per month on the unpaid balance. If any action or arbitration is brought to interpret or enforce this agreement (contract), JJJ Floor Covering, Inc., shall be entitled to recover all costs and reasonable attorney's fees.

ESTIMATE FOR REPAIRS

License 793476

Date	Quote #
01/30/20	OPCQ23880

Sold To:

Golden State Water Company
 David Carl
 630 E. Foothill Blvd.
 San Dimas, CA 91773

Phone: (909)394-3600

Equipment Location:

Golden State Water Company
 David Carl
 630 E. Foothill Blvd.
 San Dimas, CA 91773

Phone: (909)394-3600

We are pleased to submit the following proposal for service subject to the terms and conditions on the following page hereof. It is understood that if acceptance of this proposal is acknowledged on the buyer's purchase order, such acceptance will be subject to the terms and conditions of this proposal with the same force and effect as though they were included on the buyer's purchase order.

QTY	DESCRIPTION	EXT. PRICE
This Proposal is to Remove and Replace 80 Batteries on both Strings QTY80		
80	Batteries for String 1 and 2	\$13,640.00
1	Labor Normal Hours Mon-Fri 7am-4pm	\$2,000.00
1	Freight	\$260.31
SALES TAX		\$1,295.80
TOTAL		\$17,196.11

BATTERY REPLACEMENT EXCLUSIVE TERMS: (Normal Hours)

Work to be performed during normal business hours, Mon. - Fri., 7AM - 4PM, excluding weekends and holidays

This work may require the UPS be placed in maintenance bypass

- Any time delays due to site access, obstruction to equipment location, or any further issues causing delays may result in additional charges at Odyssey Power Time & Material rates
- Above pricing is based on a labor estimate which is subject to change based on unforeseen technical issues which may arise during the repair

Warranty: (1-3) year(s) by manufacturer, excludes labor replacement

Lead Time: (4) week(s), subject to availability at time of order

Sales tax and ESTIMATED freight included in above pricing

Payment Terms: Net 30 (Subject to credit approval) or credit card

Pricing Terms: Valid for 30 days from date above

All Odyssey Power Corporation Terms and Conditions shall apply

OPCQ23880

Date Of Acceptance _____

Sales Rep. Chantel Arnett

Customer Name _____

Title _____

Customer Signature _____

Purchase Order _____

OPCQ23880

Corporate Office: 625 N Shepard St Anaheim, CA 92806 • toll free 800 675 4545 • tel 714 575 5010 • fax 714 630 6901 • www.odysseypower.com

Northern CA Office: 2880 Zanker Rd Suite 203 San Jose, CA 95134 • toll free 800 675 4545 • fax 800 809 1993

Odyssey Power Service Terms and Conditions

This Maintenance Agreement (the "Agreement") is entered into as of the effective date (the "Effective Date"), entered on the schedule (the "Schedule"), between Odyssey Power, a California Corporation with a principal place of business at 625 North Shepard Street, Anaheim, CA 92806, and the identified customer ("Customer"). Odyssey Power agrees to provide and Customer agrees to accept maintenance services for those Customer products and equipment ("Equipment") set forth in the Schedule of this Agreement.

1. **Services:** Odyssey Power will provide the required equipment, manpower, parts, and supplies necessary to complete the Services selected by the Customer. The Services may include the following:
 - a. **Scheduled Services:** Service includes lubrication, adjustment, and replacement of unserviceable parts and such other services as may be required and will be provided at times mutually agreed upon by Odyssey Power and Customer so as to minimize interference with Customer's use of the Equipment
 - b. **Unscheduled Service:** Service includes adjustment and replacement of unserviceable Equipment parts as Odyssey Power determines necessary.
 - c. **Service Management:** Management of services provided by subcontractors not directly provided by Odyssey Power personnel.
2. **Service Hours:** Odyssey Power's normal service hours are 8:00 a.m. to 5:00 p.m. Monday through Friday. All regularly scheduled maintenance services will be provided during these hours. Customer can request services at other times, on a 24 hour, 7 days a week basis (except legal holidays). If the Services selected by Customer provide coverage for services rendered at times other than Odyssey Power's normal service hours, Customer will not be charged for these services. Otherwise, Customer will be charged for these services at Odyssey Power's then prevailing rates.
3. **Parts:** If provided for in the Services selected by Customer, defective Equipment parts in need of replacement will be removed by Odyssey Power and replacement parts installed free of charge. Parts that Odyssey Power recommends replacement due to age or end of life condition, but are still operational and functioning properly, will be furnished at Odyssey Power's then prevailing time and material rates. Defective or replacement parts removed become the property of Odyssey Power. Under other Service Plans that Customer may select, parts, which Odyssey Power determines, require replacement will be furnished at Odyssey Power's then prevailing materials rate.
4. **Invoicing and Payment:** The fees for the Services will be billed by Odyssey Power to Customer annually in advance, or as may otherwise be provided for in the Schedule. All fee payments for the Services, or other payments that may be due hereunder, are due thirty (30) days from date of invoice. Payments not received within thirty (30) days from date of invoice shall be subject to a late payment charge of one and one half percent (1 ½%), or the maximum charge allowed by law.
5. **Time and Material Services:** Additional charges will be billed to Customer, at Odyssey Power's then prevailing time and material rates, for any of the following:
 - a. Any services not provided for in the Services selected by Customer.
 - b. Any of the Services performed at times other than Odyssey Power's normal business hours if extended service hour coverage is not provided for in the Services selected by Customer.
 - c. Service necessary to return Equipment to proper operating condition as a result of Customer attempt(s) to maintain/repair the Equipment.
 - d. Service to repair damage to Equipment as a result of
 - i. Misuse, neglect, or accident.
 - ii. Catastrophe or other causes external to Equipment.
 - iii. Failure to maintain facilities and Equipment in a reasonable manner.
 - iv. Failure to operate Equipment in accordance with applicable specifications.
 - e. If reasonable site and Equipment access is denied to Odyssey Power service representative.
 - f. If it is necessary, due to local circumstances, to use Union labor or hire an outside contractor, Odyssey Power service personnel will provide supervision only and the cost of such Union or contract labor will be charged to Customer.
 - g. If Equipment is modified by Customer, including, but not limited to changes in specifications and incorporation of attachments or other features.
6. **Exclusions:** The Services to be provided do not include
 - a. Maintenance or repair of accessories, attachments, features, or other devices not covered by the Services selected by the Customer.
 - b. Electrical work external to the Equipment.
 - c. Equipment painting and exterior finishing.
 - d. Daily Equipment operations.
 - e. Installation of new equipment or modifications, updates, or revisions in existing Equipment.
 - f. Equipment malfunctions due to necessary modifications required by the manufacturer.
 - g. Removing, replacing, or refinishing any part of the building structure or other objects restricting access to the Equipment.
 - h. Service, which is impractical for Odyssey Power to render because of alterations to the Equipment.
 - i. Service, which is precluded by federal, state, local government or trade association regulations or contractual standards.
7. **Terms of Agreement:** This Agreement will be effective as of the date it is accepted in writing by Odyssey Power and will continue unless terminated by either party upon a thirty (30) day written notice and any one of the following items occurs:
 - a. Customer fails to provide payment to Odyssey Power in accordance with the terms of the Agreement.
 - b. Either party defaults in the performance of any obligation imposed by this Agreement and such default is not corrected within thirty (30) days after written notice of same by the non-breaching party.
 - c. Customer prohibits or otherwise interferes with Odyssey Power performance of its obligations hereunder.
 - d. Customer terminates, discontinues or dissolves its business, makes an assignment for the benefit of creditors, becomes insolvent, or seeks the protection of or is placed under the jurisdiction of any bankruptcy court.

- e. Customer fails to provide and maintain a suitable installation and operating environment for the Equipment that shall include but not be limited in the environment specified by the Equipment manufacturer.

Upon the occurrence of any of the above events and Customer's failure to cure, if applicable, Odyssey Power may, at its discretion terminate this Agreement without further notice to Customer. In the event of such termination, Odyssey Power will be relieved of any further obligations to Customer and shall be entitled to all amounts due under the terms of this Agreement as of the date of termination. Delay or failure by Odyssey Power to notify Customer of a default hereunder, or to terminate this Agreement in the event of such a default shall not be deemed to result in waiver of such rights.

8. **Limitation of Liability:** ODYSSEY POWER'S LIABILITY FOR FAILURE OF PERFORMANCE HEREUNDER SHALL BE REPAIR OR REPLACEMENT OF PARTS OR EQUIPMENT AND CORRECT PERFORMANCE OF SERVICES INCORRECTLY PERFORMED IN NO EVENT SHALL ODYSSEY POWER'S LIABILITY EXCEED THE TOTAL CHARGES PAID BY CUSTOMER FOR MAINTENANCE PLAN SERVICES OR OTHER SERVICES PROVIDED HEREUNDER. ODYSSEY POWER ASSUMES NO OTHER LIABILITY NOR PROVIDES ANY INDEMNIFICATION EXCEPT, AS MAY BE SPECIFICALLY PROVIDED FOR IN THIS AGREEMENT.
9. **Consequential Damages:** IN NO EVENT SHALL ODYSSEY POWER ASSUME ANY LIABILITY FOR INDIRECT, SPECIAL INCIDENTAL OR CONSEQUENTIAL DAMAGES OF ANY KIND WHATSOEVER, INCLUDING, WITHOUT LIMITATION, LOST PROFITS, BUSINESS INTERRUPTION OR LOSS OF DATA, WHETHER ANY CLAIM IS BASED UPON THEORIES OF CONTRACT, NEGLIGENCE, STRICT LIABILITY, TORT OR OTHERWISE.
10. **Force Majeure:** Odyssey Power shall not be liable for any delay, loss, damage, or detention caused by unavailability of machinery, equipment or materials, delay of carriers, strikes, including those by Odyssey Power employees, lockouts, civil or military authority, priority regulations, insurrection or riot, action of the elements, forces of nature, or by any cause beyond its control.
11. **Authority:** Customer represents to Odyssey Power that it is the owner of the Equipment or, if not the owner, that it has full authority to enter into this Agreement.
12. **Statute of Limitations:** No action arising out of this Agreement shall be brought forth by either party more than one (1) year after the cause of action has accrued.

Carl, David

From: Bob Gill <bgill@mtcconstructors.com>
Sent: Wednesday, February 26, 2020 6:57 AM
To: Carl, David
Cc: Tony Gomez
Subject: GSWC Budget Pricing for Rate Case
Attachments:

EXTERNAL EMAIL

Good morning David,

Here is your budget price: \$30,379.36

This is for both the visitors and employee parking lots. This includes minor crack fill, seal/slurry coat, ADA, striping, and repaint existing curbs.

I have also attached the pricing for the executive conference room.

Thanks
Bob

Sincerely,
MTC Contractors Inc
Bob Gill | V.P. of Operations
12672 Limonite Ave STE E 232
Eastvale Ca, 92880
Office: (714) 622-0413 | Fax :(714) 242-1582 | Direct: (626) 277-7706
Email: bgill@mtcconstructors.com
Web: mtcconstructors.com
Cslb: 801836 A, B , C8
MBE,NMSDC-SC09602
DIR. 1000034537



"Always Place Safety First, How You Finish Is What's Remembered!"

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