



# Flowbird - Quotation

## For: City Of Clearwater, FL

Quote Issued: May 22, 2023

Quote Expires: June 30, 2023

Quote Name: CWT Meters - City Of Clearwater, CA - NCPA

Quote ID: 607

**City of Clearwater intends to Piggyback off the NCPA Region XIV Education Service Center Contract #05-39**

### General Information

#### Bill To:

City of Clearwater  
100 South Myrtle Ave #220  
Clearwater, FL, 33758

#### Contact:

City of Clearwater  
100 South Myrtle Ave #220  
Clearwater, FL, 33758

#### Prepared By:

Andreas Jansson

#### Prepared For:

Jeremy Alleshouse

### Equipment

| Product Name   | Quantity | NCPA Price | Price      | Contract Total |
|--|----------|------------|------------|----------------|
| CWT S4 – NCPA (Option #4 - CWT Touch coin/card)<br><i>Color: Black</i><br><i>Power: Solar or Mains AC power</i><br><i>Screen Size: 9" (S4) Touch screen</i><br><i>Payment Methods: Coin and Card</i><br><i>Configuration: PayByPlate, PayBySpace or Pay&amp;Dispalys</i><br><i>Warranty: 13-month Hardware Warranty</i><br><i>Shipping: Included</i><br><i>Lightbar – included</i><br><i>Eco Friendly cabinet option</i><br><br><i>NCPA Pricing – tab "CWT Meters" – line 56</i> | 16       | \$7,740.00 | \$6,566.00 | \$105,056.00   |
| Annual Total   |          |            |            | \$105,056.00   |

### On-Going and Additional Services

| Product Name  | Quantity | NCPA Price | Discounted Clearwater Price | Contract Total |
|---|----------|------------|-----------------------------|----------------|
| Multi-Space meter monthly fee per meter (PayByPlate) – NCPA<br><i>Backoffice current meters – 16 month of service</i><br><br><i>NCPA Pricing – tab "Back Office meters" – line 3</i>  | 78       | \$992.00   | \$880.00                    | \$62,040.00    |
| Multi-Space meter monthly fee per meter (PayByPlate) – NCPA<br><i>Backoffice new meters – 12 month of service</i><br><br><i>NCPA Pricing – tab "Back Office meters" – line 3</i>  | 16       | \$744.00   | \$660.00                    | \$10,560.00    |
| Extended Warranty – NCPA<br><i>Optional Extended Warranty – for existing meters – 16 month</i><br><i>NCPA Premium plan reduced to extended warranty only – no on-site visits.</i><br><br><i>NCPA Pricing – tab "Meter Services" – line 14</i>         | 78       | \$1,738.00 | \$480.00                    | \$37,440.00    |
| Extended Warranty – NCPA<br><i>Optional Extended Warranty – for new meters. – no cost year one (1)</i><br><i>NCPA Premium plan reduced to extended warranty only – no on-site visits.</i><br><br><i>NCPA Pricing – tab "Meter Services" – line 14</i> | 16       | \$1,738.00 | \$360.00                    | \$0            |
| Annual Total  |          |            |                             | \$110,040.00   |

## Digital Services

| Product Name   | Quantity | NCPA Price  | Discounted Clearwater Price | Contract Total |
|--|----------|-------------|-----------------------------|----------------|
| Text Message Receipts – NCPA<br><i>Optional text message receipts – cost per text message \$0.03</i><br><i>Estimate based on 900,000 transactions 40% of purchases would do text receipts</i><br><br><i>NCPA Pricing – tab “Mobile Payments” – line 22</i>   | 360,000  | \$18,000.00 | \$10,800.00                 | \$10,800.00    |
| Extend By Text – NCPA<br><i>Optional extend by text message</i><br><i>– \$0.35 convenience fee paid by the end user</i><br><i>– No cost to the city but a pass-through from the city to Flowbird</i><br><i>Estimate based on 20% of users extending</i><br><br><i>NCPA Pricing – tab “Mobile Payments” – line 17</i> | 144,000  | \$50,400.00 | \$50,400.00                 | \$50,400.00    |
| Pay By Text – NCPA<br><i>Optional extend by text message</i><br><i>– \$0.35 convenience fee paid by the end user</i><br><i>– No cost to the city but a pass-through from the city to Flowbird</i><br><i>Estimate based on 30% of users extending</i><br><br><i>NCPA Pricing – tab “Mobile Payments” – line 11</i>    | 270,000  | \$94,500.00 | \$94,500.00                 | \$94,500.00    |
| Flowbird App – NCPA<br><i>Optional extend by text message</i><br><i>– \$0.35 convenience fee paid by the end user</i><br><i>– No cost to the city but a pass-through from the city to Flowbird</i><br><i>Estimate based on 10% of users extending</i><br><br><i>NCPA Pricing – tab “Mobile Payments” – line 3</i>    | 180,000  | \$63,000.00 | \$63,000.00                 | \$63,000.00    |
|  |          |             | Annual Total                | \$218,700.00   |

## Total Costs

| Year One Total |
|----------------|
| \$433,796.00   |

The pricing is based on and using Cale America Inc d/b/a Flowbird’s NCPA awarded contract number 05-39. The City and Vendor agree to be bound by the terms and conditions of NCPA Region XIV Education Service Center Contract #05-39 with respect to this Purchase Order. The Governmental Entity in said Contract shall be replaced with the City of Clearwater. Governing law shall be in the State of Florida with venue being the appropriate venue for Pinellas County, FL. In the event of conflict between the price or any terms and conditions between said Contract and any purchase order or other subsequent document, the prices, terms and conditions of NCPA Region XIV Education Service Center Contract #05-39 shall control. All prices stated are exclusive of taxes and shipping costs unless specifically itemized in this quotation. Customer is responsible for all taxes or providing proof of tax-exempt status. By accepting this order, Customer agrees to be bound by all applicable terms and conditions or terms of existing contract(s) between Customer and Flowbird for the same products and services, if any:

Accepted by: \_\_\_\_\_ Date: \_\_\_\_/\_\_\_\_/\_\_\_\_

