

9 E71st Street

Proposal

1. PROPOSED LIGHTING STRATEGIES

What are the lighting issues in the house?

- Existing lighting control system is outdated and in need of an upgrade.
- There are some issues with controlling some existing loads from the outdated panels.
- Limited controllability with the existing lighting control system.

What is ProAutomated proposing?

- Lutron HomeWorks QS system consisting of:
 - (1) HomeWorks QS processor
 - (4) Wireless signal repeaters
 - (3) Power panels
 - (77) Lutron wall controls
 - (20) Dimmable receptacles
 - (40) Lamp plug for dimmable receptacles
 - (1) Contact closure interface
- Programming, testing, and training.

What do I get with the proposed option?

- State-of-the-art lighting control system with many features.
- Computer-based lighting control system with the ability to control time clock scheduling, scene changes, zone changes, override control, wall control configuration, iPad control, and many more.
- Energy-saving features such as time clock scheduling and high-end tuning.
- Personal controls with the ability to task-tune individual lighting in most areas.

2. PROJECT ECONOMICS

What is the pricing breakout of the project cost?

- | | |
|----------------------------------|-----------|
| • Lutron Equipment | \$180,058 |
| • Installation | \$123,200 |
| • Programming, Testing, Training | \$24,700 |

What about installation?

- Equipment must be replaced by a licensed electrical contractor selected by ProAutomated.

3. SCOPE OF WORK

What scope of work is included?

- ProAutomated will provide the above listed lighting control equipment.
- ProAutomated will provide demolition of old lighting equipment and installation of new lighting equipment.
- ProAutomated will also be providing the programming, testing, and training for the new lighting control system.

What scope of work is NOT included in this proposal?

- Moving of any customer's inventory/materials to access lighting control equipment.

4. PROJECT SCHEDULE

Start Date TBD

Item 1 – Procure and provide lighting equipment to 9 E71st Street

- Product will be ordered once approval received from the customer.
- 2-4 weeks.

Item 2 – Coordinate shipping and receiving of product

- Manage shipment and receiving of lamps or fixtures to customer's location.
- 1 week.

Item 3 – Manage installation of lighting control equipment

- Manage electrical contractor to ensure quality installation of lighting control equipment to project completion.
- 1-2 weeks.

Item 4 – Programming and testing of new lighting control system

- Programming and testing of new lighting control system and training for end user.
- 1-2 weeks.

5. NEXT STEPS

- Discuss potential start of the project.
- Who would be the approver that we should talk to?
- When is your time frame to start the project?
- What is holding up the proposal from moving forward today?

Project Proposal



Client:

Contact: Merwin Dela cruz

Phone: 212-249-1122

E-Mail: [REDACTED]

Address: 9 E71st Street, New York, NY 10021

Project: 9 E71st Street

Location: New York, NY 10069

Scope:

- Lutron HomeWorks QS system consisting of:
 - (1) HomeWorks QS processor
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 - (1) Contact closure interface

- Programming, testing, and training.

Quote:

Total Lighting Control Package - \$327,958

- Proposal is valid for 60 days.
- Changes to the specified equipment will affect the quote.
- Quote does not include shipping and sales tax.

E: [REDACTED] // P: [REDACTED] // F: [REDACTED]

Payment Terms:

- All invoices are Net 30 days
- A 1% interest fee per month will be applied to the full amount of any invoice 30 days overdue
- Product will be invoiced when receipt is confirmed
- Services will be invoiced when performed when performed.

Additional Notes:

- This quote outlines programming and troubleshooting of project scope items only; any additional troubleshooting and labeling issues will be subject to a charge.
- Visits scheduled after 6pm or on weekends will incur additional 50% service rate.

ProAutomated Service Scheduling:

- Email: [REDACTED]
- Phone: [REDACTED]

Requirements Before Project Start-up:

- Signed ProAutomated Proposal form sent:
 - Via Fax: [REDACTED]
 - Via Email: [REDACTED]
 - Via Mail: 107 Chesapeake Blvd. Ste 105
Elkton, MD 21921
- Either a 50% Deposit by Check or Credit Card
- OR a Purchase Order for the full project amount

ProAutomated Representative

Date

Client Representative Date

Date