

DATE: January 13, 2026

SUBJECT: City of Santa Rosa Selection of Equipment Supplier for the Laguna Treatment Plant Electrical Infrastructure Improvement Project
Best and Final Offer, 6 October 2025

REFERENCE: Invitation # RFP 25-47

To Whom It May Concern:

Rexel USA is most pleased to offer you this Best and Final Offer proposal for the Subject project, with clarifications resulting from our September Teams meeting and subsequent correspondence.

All pricing remains consistent with our original proposal, and now includes the requested testing and commissioning services, additional years of warranty coverage, and FOB Destination shipping. This proposal is valid through February 27, 2026. In the event that more time is needed, please let me know.

As we have done in the past, we have quoted storage fees, but those will only be invoiced in the event that storage is performed. In the event that we ship directly to the job site, this will not be charged.

At this time, delivery schedules remain as they were quoted in July, which include between 4 and 14 weeks from date of order for approval drawings (depending upon which product group), and between 36 and 45 weeks from release for manufacture to shipment (depending upon the product group). As indicated during our meeting, we can attempt to expedite those schedules once there are firm orders in the manufacturing system.

The Rexel bid price for the original bill of material remains as follows:

| Bid Item | Description of Bid Item | Bid Unit | Bid Price |
|-------------------------|---|------------------------------|---|
| 1 | Pre-Fabrication Equipment Shop Drawings | Lump Sum | 0 |
| 2 | Load Center Equipment Including Tax, Factory Testing, FOB Destination Delivery | | |
| a | LC-10 | Lump Sum | \$1,008,369.08 |
| b | LC-20 | Lump Sum | \$1,008,369.08 |
| c | LC-30 | Lump Sum | \$1,008,369.08 |
| d | LC-40 | Lump Sum | \$1,008,369.08 |
| e | LC-50 | Lump Sum | \$1,008,369.08 |
| 3 | Field Testing, Commissioning, and Closeout | Lump Sum | \$0 |
| | Total Bid Price (Items 1 -3) | Lump Sum | \$5,041,845.40 |
| 4 | Equipment Storage and Maintenance (as needed). Allowing for 12 months. Will be billed monthly based on need. | Charged at \$1,650 Per Month | \$19,800.00 |
| Commissioning | Includes visual inspection of switchgear; basic check of installation; relay configuration and testing; operation of all mechanical devices including drawout breakers; testing of protection relays; conductivity and resistance tests; grounding test; testing of position indicators, interconnection wiring, communication; capacitive voltage indication; testing of all CTs and PTs; site acceptance test. A certain amount of informal training in the form of observation and Q&A is included. ADDS ADDITIONAL YEAR OF WARRANTY FOR NO ADDITIONAL CHARGE. | Lump Sum for Entire Project | \$124,294.00 |
| Extended Warranty | Per year beyond standard and commissioning warranties. Combined with the commissioning warranty extension, this brings the total warranty to three (3) years. | Lump Sum for Entire Project | \$99,914.00 |
| Factory Witness Testing | Virtual or in-person. If in-person, lodging, meals, and transportation are not included. | | \$3,000 per factory (switchgear separate from transformers) |
| | | | |
| | TOTAL LOT NET FOR ALL ITEMS ABOVE (Assuming only one set of factory witness testing) | | \$5,288,853.40 |

I have also updated technical bill of material to reflect all questions that proposal that have arisen in our meeting and correspondence. As in previous

responses, note that these dimensions, while very close to what you will see on the submittals, are approximate until confirmed by the engineering team and are subject to change if any additions or deletions are requested throughout the submittal and approval process. Therefore, these dimensions should not be used for construction purposes until they are confirmed for final manufacturing.

We are looking forward to managing this project with Eaton Corporation and to providing the City of Santa Rosa with the highest possible level of quality equipment and superior service.

Sincerely,

A handwritten signature in black ink, appearing to read "George R. Stauffer". The signature is fluid and cursive, with a prominent initial "G" and a long, sweeping underline.

George R. Stauffer
Industrial Automation Sales Manager
Rexel USA, Inc.