

ITpipes Renewal: *City of Santa Rosa, CA*

ITpipes SmartVision Platform · 5-Year Subscription · Aug 2026 – Jul 2031

Executive Overview

The City of Santa Rosa has long demonstrated leadership in infrastructure management—grounded in a commitment to innovation, operational excellence, and data-driven decision-making. ITpipes is proud to support that mission as a trusted, long-term technology partner.

This renewal extends the City's access to ITpipes CoreVision (Web) and ITpipes FieldVision (Mobile): a secure, scalable platform purpose-built for sewer and stormwater inspection management. Together, these solutions connect field crews to the office in real time, streamline compliance workflows, and deliver the actionable insights that proactive asset stewardship demands.

By renewing now, Santa Rosa ensures platform continuity, cost predictability, and uninterrupted access to the industry's most advanced inspection technology—protecting its infrastructure investment for the next five years.

Key Benefits of Renewal

Centralized, Connected Platform

ITpipes unifies field crews, engineers, and managers in a single environment with real-time access to inspection data—anytime, anywhere. Deep integrations with the City's GIS and AMS (Cityworks) ensure transparency, accuracy, and seamless cross-department coordination.

Operational Efficiency at Scale

Automate data processing, eliminate manual entry, and accelerate compliance reporting. Seamless GIS and AMS synchronization reduces administrative burden so staff can focus on high-value planning, analysis, and priority capital projects.

Enhanced Field Productivity

With ITpipes FieldVision, inspection crews capture, review, and upload data directly in the field—improving accuracy, minimizing rework, and giving decision-makers immediate, real-time visibility into asset conditions.

Solution Details

This renewal includes Annual SmartVision Subscription licensing for the following products and configurations:

ITpipes FieldVision

- 3 Mobile Licenses
(reduced from 4 in 2025)

Cloud Storage

- 30 TB Included
(+10 TB vs. 2025)

ITpipes CoreVision

- 6 Full Access Licensed Users *(previously 8 in 2025)*
- Unlimited Inspection Viewers
- Asset Types: Mainline & Manhole
- Asset Class: Sewer Only *(Storm removed vs. 2025)*
- AMS Integration: Cityworks (Trimble)

Pricing — 5-Year Commitment

Pricing Adjustment Overview

The following schedule reflects adjustments relative to the City's previous 5-year contract:

- **FieldVision & CoreVision — Year 1:** Per-unit prices frozen at original 2020 contract rates.
- **FieldVision & CoreVision — Years 2–3:** Gradual step-up to reduce the gap between 2020 and current list prices.
- **FieldVision & CoreVision — Years 4–5:** 3% year-over-year increase applied.
- **Cloud Storage:** Full price \$60,000/yr, discounted to \$30,000 in Year 1; discount reduces by \$5,000 annually through Year 5.

Annual Term (Aug - July)	Full Price	Discount	Net Price	Due Date
Year 1 – 2026 (Aug '26 – Jul '27)	\$86,000	-\$34,500	\$51,500	Due 7/21/2026
Year 2 – 2027 (Aug '27 – Jul '28)	\$87,300	-\$28,665	\$58,635	Due 7/21/2027
Year 3 – 2028 (Aug '28 – Jul '29)	\$88,670	-\$22,655	\$66,015	Due 7/21/2028
Year 4 – 2029 (Aug '29 – Jul '30)	\$90,100	-\$18,310	\$71,790	Due 7/21/2029
Year 5 – 2030 (Aug '30 – Jul '31)	\$91,600	-\$13,990	\$77,610	Due 7/21/2030
5-Year Total Commitment			\$325,550	

Authorization

By signing below, the City of Santa Rosa authorizes the renewal of ITpipes SmartVision services under the terms and pricing outlined in this proposal.

Signatory (First and Last Name)

Date

Schedule A — Additional Items

The following products and services are available for purchase outside the base subscription:

Product	Description	Unit Price	Notes
Additional Assets	Lateral, Manhole	\$3,000 / asset	+ \$3,000 setup fee
CoreVision User	Named Web User	\$2,000 / user	
FieldVision License	Mobile License	\$3,000 / license	+ \$3,000 setup fee
Cloud Storage	Additional TB	\$1,500 / TB	Discounted from rate card

ITpipes AiDetect — Annual Pricing

AI-powered defect detection for mainline CCTV inspections, priced by annual linear footage commitment:

Inspection Type	Annual Volume	Price per LF
Mainline Inspections	< 100,000 LF	\$0.30 / LF
Mainline Inspections	100,000 – 200,000 LF	\$0.28 / LF
Mainline Inspections	200,000 – 500,000 LF	\$0.26 / LF
Mainline Inspections	500,000 – 1,000,000 LF	\$0.24 / LF
Mainline Inspections	Over 1,000,000 LF	\$0.22 / LF