



Remote Solutions, LLC  
2475 N Jackrabbit Ave

# Quote

Date	Quote #
2/28/2024	20638CSRWD

## Safe-T-Rack ... Because Distance is the Best Arc Flash Protection

Name / Address		Ship To		
City of Santa Rosa Water Department 69 Stony Circle Santa Rosa, CA 95401		TBD		
Item	Description	Qty	Rate	Total
	Project: City of Santa Rosa Water Department			
908-300-00	Type of Switchgear: PowerVac, HK, DS, VCPW, V3D, RL SR-U M18 Portable Kit Full Set Rev B Includes: (1) *SR-U-HHC-1- Universal Handheld Controller, S/N (1) *SR-U-MDU-18 - Universal Motor Drive Unit, S/N (1) *SR-U-CC-50 - 50' Control Cable w/ (1) Battery Charger, S/N, (2) Lithium 18V Batteries, S/N, and (1) SE-920 Portable Tote Case [List Price \$31,324.00]	1	23,493.00	23,493.00
159-750-18	M2 Sub, Substation: Smart Drive Bracket, M18, Non-Automated, Powervac VB, Open Door, 5kV/15kV, 250/350/500/750/1000MVA, 1200/2000/3000A Rev B, Color Code: SOOT, S/N [List Price \$9,340.30]	1	7,005.22	7,005.22
159-300-00	Cubicle Kit, Powervac VB, Open Door, 5kV/15kV, 250/350/500/750/1000MVA, 1200/2000/3000A (old *SR-U-BC-52VB-1321-NM-OD) Rev A, No Mod, Color Code: SOOT [1 to 50 cubicle kits at no charge with purchase of bracket] [List Price \$13.00]	14	0.00	0.00
280-700-18	Emergency Gen Room: Smart Drive Bracket, M18, Square D Vac-Arc V3D, 15kV, 500/750MVA, 1200/2000A, Open Door Rev A, Color Code: PISTACHIO, S/N [List Price \$12,803.40]	1	9,602.55	9,602.55
280-300-00	Cubicle Kit, Square D Vac-Arc V3D, 15kV, 500/750MVA, 1200/2000A, Open Door (old *SR-U-BC-15V3-1257) Rev A, Color Code: PISTACHIO [List Price \$348.45]	4	261.33	1,045.32
353-700-18	M1 Substation: Smart Drive Bracket, M18, 15kv 1200-2000A HK No-Mod, Color Code: Canary [List Price \$26,742.10]	1	20,056.57	20,056.57
353-300-00	Cubicle kit, 15kv 1200-2000A HK No-Mod, Color Code: Canary [1 to 50 cubicle kits at no charge with purchase of bracket] [List Price \$13.00]	11	0.00	0.00
Availability	Availability for the above items is 12-14 weeks ARO based on supplier availability of materials at the time of order			

Please see attached Terms & Conditions

**Total**



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Item	Description	Qty	Rate	Total
351-700-18	Blowers: Smart Drive Bracket, M18,5kv 1200-2000A HK No-mod, Color Code: Irish [List Price \$26,742.10]	1	20,056.57	20,056.57
351-300-00	Cubicle kit, 5kv 1200-2000A HK No-mod, Color Code: Irish [1 to 50 cubicle kits at no charge with purchase of bracket] [List Price \$13.00]	2	0.00	0.00
Availability	Availability for the above items is 12-14 weeks ARO based on supplier availability of materials at the time of order			
205-700-18	SS70, CHP, North Load Center, South Load Center, East Load Center Smart Drive Bracket, M18, VCP-W, 5/15kV, 1200/2000/3000A, Open Door, No Mod, Rev A, Color Code: CARBON, S/N [List Price \$12,210.70]	1	9,158.02	9,158.02
205-300-00	Cubicle Kit, VCP-W, 5/15kV, 1200/2000/3000A, Open Door, No Mod, Rev A Color Code: CARBON [1 to 50 cubicle kits at no charge with purchase of bracket] [List Price \$13.00]	7	0.00	0.00
009-700-18	Smart Drive Bracket, M18, No Mod Design, DS206/416/420/632/840, 800/1600/2000/3200/4000A Rev A, Color Code: PEACOCK, S/N [List Price \$10,774.35]	1	8,080.76	8,080.76
009-350-00	Cubicle Kit, No Mod Design, DS206/206H/206S/416/420/632/840, 800/1600/2000/3200/4000A (old *SR-U-BC-60DS-8040-NM) Color Code: PEACOCK [1 to 50 cubicle kits at no charge with purchase of bracket] [List Price \$13.00]	35	0.00	0.00
814-700-18	Remote Open/Close Package Full Assembly, DS, M18 (old *SR-U-ROC-60DS-8040) Rev A [List Price \$9,329.95]	1	6,997.46	6,997.46
160-700-18	Compost Switchgear: Smart Drive Bracket, M18, Dynamic, Siemens RL800/1600/2000A, 800/1600/2000A, No Mod, Color Code: BRONCO, S/N [List Price \$15,081.10]	1	11,310.82	11,310.82
Please see attached Terms & Conditions			<b>Total</b>	



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Item	Description	Qty	Rate	Total
160-300-00	Cubical Kit Assembly, Siemens RL800/1600/2000A, 800/1600/2000A, No Mod, Rev A, Color Code: BRONCO [1 to 50 cubicle kits at no charge with purchase of bracket] [List Price \$13.00]	4	0.00	0.00
Availability	Availability for the above items is Stock - 8 weeks ARO based on supplier availability of materials at the time of order			
Field Service	Field Service Labor to Perform STR Integration, Commissioning and Operator Training XX/XX/23 thru XX/XX/23, Plus (2) Days of Travel for (1) STR Service Engineer, Per the Attached Costing Spreadsheet	1	9,400.00	9,400.00
Travel Expenses	Expenses Associated with Field Service, Including But Not Limited To Per Diem, Airline Charges, Baggage Fees, Car Rental, Fuel, Tolls, Hotel, and Freight, Per the Attached Costing Spreadsheet	1	4,510.00	4,510.00
Please see attached Terms & Conditions		<b>Total</b>		\$130,716.29

**Remote Solutions LLC**

**2023 Field Service Costing Spreadsheet - Integration, Commissioning, Operator Training, Integrator Training  
TWO YEAR WARRANTY ON PRODUCT**

**Customer:** City of Santa Rosa  
**Date:** TBD  
**Work Time:** Tuesday thru Thursday  
**Travel Time:** Monday and Friday

**Work Hours:**

Employee Type Employee #

Number of SE: 1  
 Number of ST: 0

Employee Type	ST Rate/ Hr	ST Hours	OT Rate/ Hr	OT Hours	DT Rate/Hr	DT Hours	Total
Service Engineer	\$235.00	24	\$352.50	0	\$470.00	0	\$5,640.00
Service Technician	\$200.00	0	\$300.00	0	\$400.00	0	\$0.00
<b>Total Service Hours</b>		<u>24</u>		<u>0</u>		<u>0</u>	
Travel Time Hours SE	\$235.00	16	\$352.50	0	\$470.00	0	\$3,760.00
Travel Time Hours ST	\$200.00	0	\$300.00	0	\$400.00	0	\$0.00
<b>Total Travel Hours</b>		<u>16</u>		<u>0</u>		<u>0</u>	

**Total Time: \$9,400.00**

<b>Travel Charges:</b>	Rate	Units	Total
<b>Description of Charges</b>			
Per Diem / Man Day	\$ 100.00	5	\$ 500.00
Hotel / Lodging	\$ 190.00	4	\$ 760.00
Airline / Travel	\$ 1,500.00	1	\$ 1,500.00
Tool Shipping	\$ 500.00	1	\$ 500.00
Background Check	\$ 150.00	0	\$ -
Drug Screening	\$ 175.00	0	\$ -
TWIC Card	\$ 200.00	0	\$ -
Respirator Fit	\$ 275.00	0	\$ -
Actual vehicle rental plus fuel, tolls, etc.	\$ 250.00	5	\$ 1,250.00

**Total Travel Expenses: \$4,510.00**

**Total Time, and Travel Expenses: \$13,910.00**



**A. Estimate Options for Integration, Commissioning and Training (Required)**

- A.1. Remote Solutions, LLC will quote the labor to integrate and commission the STR® Remote Racking System based on the normal standard time necessary to perform the work with full unimpeded access to the switchgear and circuit breakers. Time in excess of this proposal due to delays (e.g. unavailability of switchgear at site, LOTO clearance conflicts, site specific infection control procedures) beyond the control of Remote Solutions, LLC will be billed as necessary per the attached rate sheet for labor, along with additional travel and living expenses per actual.
- A.2. Integration and commissioning price estimate for budgeting purposes only. Plant required scheduled integration dates and other requirements may change the manpower and resources loading.
- A.3. Remote Solutions, LLC does not hold a membership to any third-party compliance and certification company. This quotation does not include Remote Solutions, LLC becoming a member of any third-party compliance company. Any expenses associated with a requirement for Remote Solutions, LLC to become a member of a specified third-party compliance company or add additional insurance coverages in order to work on site are the responsibility of the company requesting the membership or coverage.
- A.4. All Remote Solutions, LLC service personnel are OSHA and MSHA certified.
- A.5. This quotation does not include any additional site-specific certification requirements. Any expenses associated with additional site-specific certification requirements are the responsibility of the company requesting the additional certification. The expenses include, but are not limited to, fees, man hours to obtain certification, travel labor to obtain certification, travel expenses to obtain certification.
- A.6. If when on-site Remote Solutions, LLC service personnel find that customer equipment is different from that described by customer, or if access to all customer equipment was not provided during a site survey conducted by Remote Solutions, LLC or its representative, a change order for different product, additional product or restocking fees may be required in order to complete installation.
- A.7. All service personnel at Remote Solutions, LLC follow the Drug Free Workplace Policy. This quotation does not include any additional site-specific drug testing requirements. Any expenses associated with obtaining site specific drug testing are the responsibility of the company requesting the additional drug testing. The expenses include, but are not limited to, fees, man hours to obtain certification, travel labor to obtain certification, travel expenses to obtain certification.
- A.8. Remote Solutions requires at least four (4) weeks advance notice prior to deploying for all field services. Failure to provide four (4) weeks advance notice may result in additional charges and expediting fees.
- A.9. Due to concerns for employee safety during the current pandemic, travel from, through or to areas with high infection rates and community spread may be limited or prohibited by Remote Solutions, LLC policy. Every effort will be made to provide cost effective services to critical and essential customers at the time agreed to, however additional costs and personnel may have to be added to field service estimates, or the service may have to be rescheduled to ensure employee and public safety during travel and service days. (I.E., driving to an area may limit the exposure received vs. flying through areas with high infection rates.) Customers will be notified prior to the service and as soon as possible if additional costs will significantly impact the estimate provided.



## B. Product Details – Safe-T-Rack (STR®)

- B.1. STR® SRU products are designed as a true door closed remote racking system where possible. For breakers designed by the OEM as open door racking only, STR® SRU products are designed to remotely rack at a minimum distance of 50' - 150'.
- B.2. STR® SRU products recognized as a leader in the remote racking industry with the award of U.S. Patent No. 7,825,344 and Canadian Patent No. 2,636,777.
- B.3. Utilizes STR® Selectable-Automatic-Breaker-Travel Technology (SABT™).
- B.4. STR® supports original equipment racking design, therefore, control logic or interlock modifications are not required.
- B.5. STR® features include HMI automation, torque/speed monitoring, failsafe operation, SABT™ technology and field-expandable breaker racking software.
- B.6. Certain applications include automated operation of circuit breakers interlock during racking.
- B.7. NFPA and OSHA Compliant, ANSI Tested.
- B.8. STR® Certified Integration, Commissioning and Training.
- B.9. For additional product information, visit our website at: [www.Safe-T-Rack.com](http://www.Safe-T-Rack.com).

## C. Terms and Conditions

- C.1. Prices based on listed quantities and valid for sixty (60) days.
- C.2. New design part numbers are subject to change based on the description of the item.
- C.3. Pricing is excluding applicable taxes which will be added to invoice as required.
- C.4. Purchase terms are OAC (On Approved Credit), net 30 days from date of invoice. If an order Exceeds \$100,000 USD and delivery of the goods is scheduled beyond 60 days, progress payments will be required per the following schedule:
  - Progress Payment 1: 25% invoiced upon receipt of purchase order, invoice terms net 30 days.
  - Progress Payment 2: 25% invoiced 30 days after receipt of purchase order, invoice terms net 30 days.
  - Progress Payment 3: 50% invoiced upon shipment, due net 30 days from date of shipment.Quote per Remote Solutions LLC Safe-T-Rack Remote Racking Systems Terms and Conditions (copy available upon request).
- C.5. Credit card purchases will incur an additional 4% processing fee.
- C.6. FOB: Factory
- C.7. Freight terms: Collect or prepaid and added to invoice
- C.8. Warranty: 2 Years Parts and Labor for product shipped to the factory for warranty evaluation. No other warranty stated or implied. Warranty may be void if cubicle racking systems are not installed by an authorized STR® installer and if not maintained and properly serviced at least every two (2) years by a qualified switchgear service technician. Misuse, improper storage, and/or handling not covered by the STR® product warranty. Product sales, services, and repair must be provided through a STR® authorized dealer.
- C.9. In addition to those listed above, the terms and conditions of individual Agreed Upon Reseller Terms and Conditions apply to all purchases if applicable.

Thank you for taking this quotation into consideration. We appreciate the request and your trusting Remote Solutions, LLC with your remote racking needs to ensure the safety of switchgear personnel. If you should have any questions or concerns, please feel free to call.



# STR® - Safe-T-Rack Field Service Rate Schedule

Revised 1/2022

Safe-T-Rack ... Because Distance is the Best Arc Flash Protection

Remote Solutions LLC · 2475 N. Jackrabbit Avenue, Tucson, AZ 85745 · P (520) 628-4378 · F (520) 628-4568

**Remote Solutions, LLC** maintains a staff of service engineers and service technicians trained and certified in the integration, integration supervision, inspection, commissioning, maintenance, troubleshooting and operator training of the Safe-T-Rack® Remote Racking System. **Remote Solutions, LLC's** service engineers and service technicians also maintain a level of knowledge of the operation and maintenance of the circuit breakers and switchgear that the Safe-T-Rack Remote System is being integrated on. The classification for the service personnel is dependent upon the degree of expertise and the type of service required.

### Classification of Service Personnel

#### Classification - SERVICE ENGINEER

A service engineer has specialized knowledge of certain aspects of the Safe-T-Rack® Remote Racking System. A service engineer typically, but not absolutely, has a formal education in either Electrical Engineering, Mechanical Engineering, or a PLC based software application system. A service engineer is factory trained and certified for integration, integration supervision, inspection, commissioning, troubleshooting, and provision of operator training of the Safe-T-Rack® Remote Racking System.

#### Classification - SERVICE TECHNICIAN

A service technician has specialized knowledge of the Safe-T-Rack® Remote Racking System and is factory trained and certified for integration, integration supervision, inspection, maintenance, troubleshooting and repair.

Classification (On-Site, Travel and Mob/Demob)	Rates for Service Personnel			
	Rate Per Hour	Day Rate (8 hours)	Overtime/SAT	Double Time/SUN/Holiday
Service Engineer	\$235.00/hr	\$1,880.00	\$352.50/hr	\$470.00/hr
Service Technician	\$200.00/hr	\$1,600.00	\$300.00/hr	\$400.00/hr

#### Specific Charges per Person

Drug Screening	\$175.00
Background Check	\$150.00
TWIC Card	\$200.00
Respirator Fit	\$275.00

**Hourly rates** are based on a standard work week and normal business hours, Monday through Friday, 07:00 - 16:00 typical hours (2 hour tolerance start time in either direction).

**Overtime/Saturday rates** are based on all time worked or traveled after the first eight (8) normal business hours, Monday through Friday, and all hours worked or traveled on Saturday. Overtime rates also apply to all hours worked during a Premium Night Shift between the hours of 18:00 and 05:00, excluding Sundays or Holidays.

**Double Time/Sunday/Holiday rates** are based on all time worked or traveled on Sunday or a Nationally Recognized Holiday.

**Day rates** represent the minimum charge for service requirements for up to 8 hours, and/or when the service personnel cannot return to their originating office the same day of service.

**Per Diem rate per day/per man is \$ 100.00.** Per diem is charged for each day in which the service personnel cannot return to their originating office, or are out of the office for 12 or more hours, or travel more than 50 miles away from the originating office. This charge includes meals and miscellaneous expenses for every 24 hour period.

**Airfare, hotel, rental vehicles and transportation charges** are not included in the Per Diem and will be billed at actual cost.

**On Site:** Is defined as the location, physical site, town or general area either on the customers property, or in the physical area of the property, hotel, motel or rental property, where field service personnel are working, stationed, housed or staying in relation to performing a service for the customer. Field service personnel are considered "on site" when staying at a hotel in relation to performing service work for a customer and when they cannot travel back to their originating office in the same day.

**\*Hourly and daily rates are exclusive of all travel and living expenses.**

**\*All hourly and daily rates apply to travel and service performed.**

**\*Standby Time: Service personnel on site, but unable to perform the service required due to circumstances beyond the control of Remote Solutions, LLC, will be billed for at the applicable hourly or daily rate, plus T&L expenses.**

### Additional Charges

#### A. Special Tools and Integration Templates Furnished by Remote Solutions, LLC

A tool charge will be billed for all specialized tools, equipment, and integration templates used by Remote Solutions, LLC for integration. The tools required are variable, refer to the individual service quotation for the value of the charge per job requirement.

#### B. Company Vehicle Mileage Rate

The cost for the use of a company vehicle to travel to and from the jobsite will be billed at \$250.00/per day plus actual fuel expenses.

[www.Safe-T-Rack.com](http://www.Safe-T-Rack.com)