

**Prepared By:**

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**Proposal Name:** Village of Wellington, ITB #202508

**Quote Name:** SR-3708844 Drive Modernization

**Proposal Number:** P-250218-5052082

**Quote Number:** Q-5733851

**Through Addenda Number:** 0

**Sales Representative** Sq D: Michael Bergin

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678-296-6378

**Conditions of Sale**

*Except as otherwise provided below, this Quotation is subject to Coordinated Project Terms. See <https://www.schneider-electric.us/en/download/document/0100PL0043>*

Notwithstanding any provision to the contrary in the referenced Coordinated Project Terms or any other documentation provided in connection with this proposal, this quote is valid for 30 days. Quoted lead times are approximate and subject to change.

Schneider Electric reserves the right to amend, withdraw or otherwise alter this submission without penalty or charge as a result of any event beyond its control arising from or due to the current Covid-19 epidemic or events subsequent to this epidemic / pandemic including changes in laws, regulations, by laws or direction from a competent authority.

**Total DISTRIBUTOR SELL PRICE**

**\$60,909.60**

**Scope of Work, on page 3 of 5**

## Terms and Conditions

The work described in this quotation shall be governed by Schneider Electric USA's Standard Terms and Conditions of Sale, which may be found at: [www.schneider-electric.us/termsandconditions](http://www.schneider-electric.us/termsandconditions)

This proposal has been distributed to you on a confidential basis for your information only. By accepting it, you agree not to disseminate it to any other person or entity in any manner and not to use the information for any purpose other than considering opportunities for a cooperative business relationship with Schneider Electric.

*DISCLAIMER: The Customer acknowledges that the products or part thereof are produced in, or otherwise sourced from, or will be installed areas already affected by, or that may be affected in the future by, the prevailing COVID-19 epidemics/pandemic and that the situation may trigger stoppage, hindrance or delays in Vendor's (or its subcontractors) capacity to produce, deliver, install or service the products, irrespective of whether such stoppage, hindrance or delays are due to measures imposed by authorities or deliberately implemented by the Vendor (or its subcontractors) as preventive or curative measures to avoid harmful contamination exposure of Vendor's (or its subcontractors') employees. The Customer therefore recognizes that such circumstances shall be considered as a cause for **excusable delay** not exposing the Vendor to contractual sanctions including without limitation delay penalties, liquidated or other damages or termination for default.*

## Proposal Acceptance

**To accept this proposal, issue a P.O. to local Square D by Schneider Electric distributor.**

- **Peninsular Electric Distributors, 1301 Okeechobee Rd, West Palm Beach, FL 33401/ Jeff Courtois- Sr Outside Sales C&I, 561-917-8824, JCourtois@pedwpb.com**

The following information is required:

- > Site contact name, phone number and email address
- > Installation site address
- > Reference proposal number on PO
- > Customer requested dates:
  - pre-work site visit date, if required such as engineering site visit, job walks and coordination
  - date of service
- > SEUSA purchaser account number, if known

Click the link below or copy the URL and paste it into your browser to locate a SEUSA Services support center nearest you.

**Link:** <https://www.schneider-electric.us/en/work/support/locator/>

## Introduction

Per our understanding of your request and associated correspondence, Schneider Electric USA, Inc. (SEUSA) Services has based our offer on the information contained within this proposal. If any changes are made to the proposed scheduling, scope of work or bill of material this proposal will need to be revised which may result in a price change.

Unless otherwise noted, an outage will be required to perform the proposed scope of work. Duration of this outage to be determined at time of scheduling.

If any additional electrical or mechanical defects are found during our investigation, these will be brought to your immediate attention. Authorization for these repairs and their costs will be agreed upon before any additional work is performed.

## Scope of Work

1. SEUSA Services will perform the Scope of Work identified in this proposal per the following price:
2. Schneider Electric Services to provide approval drawings in accordance with PBCHD Submittal for KHA Project 144957081 Designation High Pressure Pump No. 9 (HHP-9) Schematic Diagram. Approval drawings are available 4-6 weeks after receipt of order.
3. Schneider Electric Services will provide (1) 250HP ATV630 VFD and required components for field installation into the existing Square D Series Model 6 LVMCC FO# 41843957-008 Section 5A.
4. A SEUSA Field Services Representatives will provide field installation and perform visual, mechanical and electrical tests on the ATV630 as outlined in Section 3 – AC Drives of our Scopes of Work for Electrical Acceptance Testing (ATP 1910DB1302-120213). You will receive a copy of the test reports which can serve as a benchmark for future preventative maintenance and testing activities.
5. SE Services is providing a 42-month warranty extension and 12-month services support to drives that are successfully tested, started-up, invoiced by SE and paid in full by the customer.

## Customer Responsibilities

- > Customer is responsible of disposal of debris and equipment.
- > Schedule power outage with the local utility or production and absorb all related costs.
- > Provide lighting and 120V power with GFI for Field Services' on-site electrical equipment, if required.
- > Provide qualified personnel to de-energize / re-energize equipment as defined by NFPA70E.
- > Provide qualified personnel to lock out equipment and verify zero energy state as defined by NFPA70E.
- > Provide qualified individual for grounding of equipment as required.
- > Provide proper workspace clear of obstruction with adequate temporary lighting for the walkways and emergency exits. \*Work will not commence until adequate lighting is in place. \*
- > Provide a phone with defined emergency contact and site location in event of an emergency.
- > Provide an authorized person to sign all manifests for asbestos and PCB wastes (if any)
- > Labor and expense cost overruns due to:
  - Delays by others
  - Lack of equipment readiness for services outlined herein

## Work Not Included

- > Any site-specific meetings or customer-specific safety or clearance training greater than one hour conducted during the date of service or required outside the dates of service.
- > Development of switching procedures and/or MOPs.
- > Update of original factory order drawings.
- > Additional site visits or meetings beyond that required to perform the scope of work above

## Scheduling

- > This job is being quoted for work to be performed during normal working hours (M-F 8:00 AM - 5:00 PM excluding Schneider Electric holidays) unless otherwise noted.
- > To avoid any delays in scheduling on-site work, please provide at least 4-6 weeks advanced notice. Holiday & Overtime scheduling may require additional advanced notice.
- > Any reschedule requests submitted less than 5 business days before an established on-site work date will be subject to payment for all direct incurred costs and associated expenses.
- > In the event of cancellation of PO by customer, following cancellation charges will apply:
  - Within 5 days of PO issuance, no cancellation charge applies.
  - After 5 days of PO issuance, a minimum cancelation charge of 10% PO value will apply.
  - Once work is scheduled, cancellation charge will be based on execution milestones and costs incurred; such as parts ordered, travel expenses, labor mobilizations and as per Schneider Electric's applicable Terms & Conditions.

## Price

Price includes all travel, mileage, expenses, and any applicable Field Service Reports that will document and detail the services performed.

This proposal is subject to the following:

- > Price quoted does not include any state, federal, or local taxes.
- > Service will be scheduled after receipt of order.
- > If tax exempt, exempt certificate must accompany purchase order.
- > Payment is due upon receipt of invoice.

### Payment Schedule

All projects will be billed based on execution milestones, schedule of values to be provided after receipt of PO. SEUSA may invoice purchaser monthly for all work performed, and for all equipment delivered to the job site or to an off-site storage facility. Purchaser may delay the work, for a period not to exceed 30 days, by giving notice to SEUSA, and purchaser shall pay for all work prior to the delay and will pay all costs incurred by SEUSA because of such delay.

Any projects over \$250K will be subject to progress invoicing milestones:

- 10% Upon receipt of purchase order
- 20% Upon submission of approval drawings
- 20% After release of equipment to be manufactured
- 40% Upon shipment of Material
- 10% Upon install completion

### Shipment Clarification

All lead-times referenced within this proposal are estimates only, unless specifically noted as a committed ship date. Due to the extreme volatility and shortages in the commodities markets, lead-times may increase. We will do what we can, within our control, to hold lead-times. In the event that a lead-time may increase, we will notify you as soon as we are aware, to lessen the impact to the project.

### Pricing Clarification

Due to the extreme volatility in the commodities and labor markets, **this quotation is valid for only 30 days.** Currently there is extreme volatility in the steel, copper, plastics, and labor due to the evolving market conditions. We will do our best to hold pricing, but there are many factors beyond our control and these potential increases would be passed along to the customer. **It is also assumed that this project will be executed within 12 months of PO issuance.** If the execution timeline of this project exceeds this timeframe, any price escalations would also be passed along to the customer.