



December 17, 2024

Stephen Hood  
Reeves Young  
45 Peachtree Industrial Blvd  
Sugar Hill, GA 30518

**PCO No. 7 (Exhibit)**

Simeon Solomero  
Fulton County  
11575 Maxwell Road  
Alpharetta, GA 30009

Subject: Surveillance and Starlink  
Contract: Graham Drive Pump Station Upgrade

**Total Cost Impact: \$ 47,284.65**

Simeon,

After conversations with Fulton County, we have reached out to Global Control Systems to provide security cameras and Starlink internet services to the Graham Drive Pump Station.

Attached is the pricing for installing and starting up. Also note, after the period of 15 Months Service October 1, 2024 - December 31, 2025, all billing will transfer to Roy Barnes/Veolia for continuation.

Please review and advise if this change order is acceptable.

**Stephen Hood**  
Project Engineer

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September 4, 2024

**Robby Land**  
**Senior Project Manager**  
 Via email: [rland@reevesyoung.com](mailto:rland@reevesyoung.com)

**Reference: GCS Proposal Number 024GA053\_Rev.0**  
**Fulton County Standard PS Internet Service via Starlink**  
**Fulton County Standard PS Surveillance Camera System**  
**Project: Graham Drive Pump Station**

Dear Robby,

We are pleased to provide a proposal to provide satellite internet services via Star-Link. This internet service will support Ignition cellular IOT services and security surveillance systems.

**Internet Service Proposal**

Qty.	Item	Description
1	Starlink High Performance Satellite Dish Yearly Service <b>Per Site</b> <b>15 Months Service</b> <b>October 1, 2024 - December 31, 2025</b>	Industrial grade satellite dish with generation 3 router  Business grade connection with unlimited data

**Note:**

- **Starlink dish to be mounted with a clear field of vision to sky**
- **Starlink connection will replace existing cellular connection for ignition**
- **Material and software details provided in pricing table**
- **After the period of 15 Months Service October 1, 2024 - December 31, 2025, all billing will transfer to Roy Barnes/Veolia for continuation**

Pricing	
Item	Description
15 Months service fee includes below \$140/per month data usage fee includes 40 GB Priority Data and unlimited standard data per month	<b>\$2,550.00</b> for 15 months of service  <b>Service Period</b> <b>October 1, 2024 - December 31, 2025</b>

\$17.00 Monthly Starlink Maintenance support fee per month	
\$13.00 Regulatory fees per month	
One-Time Installation and hardware	\$3,800.00
1. High Performance Satellite Dish	
2. High Performance Power Supply	
3. USB-C-Ethernet Cable Quantity 1: 300'	
4. USB-C Ethernet Cable Quantity 1: 15'	
5. Mounting Adapter	
6. Mounting Plate	
7. POE Injector 802.3 BT	
8.	
<b>Total</b>	<b>\$6,350.00</b>

### Security Camera Proposal

We are pleased to provide a proposal to provide a complete cloud monitored security system. The system includes security cameras, recording capabilities, and remote self-monitoring.

#### **System Features**

- 4 - 4K at 15 fps per camera (360 degree field of wide area view)
- 360° IR illumination with individually controlled LEDs
- Support for AI analytics and Cloud Video Management System
- 15 Days cloud recording with notifications and video archive capabilities

The following items are included in the proposal per provided document regarding scope.

Qty.	Item	Description
2	360 Degree Camera	Axis Industrial 360 Degree 4K Camera with Night Vision 4 Individual streams per camera



2	Surge Suppressor	Ethernet Surge Suppressor
1	Network Switch	Unmanaged Network 4 Port POE Switch
2	Backup SD Card	512 GB Micro SD Card for backup recording
2	Mounting Hardware	Pole Mount Hardware
1	Dell Viewing Station	Dell Desktop Grade Computer
1	4K 32" Monitor	Dell 4K 32" Viewing Monitor with cables and accessories
1	UPS	1000 VA Uninterrupted Power Supply
1	POE Switch	Network Switch with 802.3 AT POE Power Supply

**Note:**

1. GCS will utilize existing conduit as shown on contract drawings. No additional conduit.
2. GCS will utilize conduit and pull string as denoted on contract drawings.
3. Two cameras are provided with 4 individual channels output per camera
4. Cloud AI VMS requires 3-year term commitment.
5. Customer to provide alert list and automation rule setup.
6. Remote Camera Network cloud connector will be hosted at SFMOC, CCWRF
  - a. Existing Pump Station internet modem and Cisco Meraki VPN Router will be utilized to connect to cloud.
7. Any data usage over 50 GB will reduce 5G connection speeds on a rolling monthly basis.
8. Existing power will be used for network switch.
9. Camera cable cannot exceed 300 feet from POE switch per camera.

Pricing	
<b>Included First Year Cloud Service Renews at \$2,250 per year for cloud service per site</b>	
Item	Description
<b>Camera &amp; PC Hardware</b>	\$21,160.00
<b>Installation &amp; Programming Service</b>	\$15,020.00
<b>Total</b>	<b>\$36,180.00</b>



**Delivery:**

Delivery will be four to six weeks after processing the order.

**Any Applicable tax and freight are included in the scope.**

**Terms for Payment**

100% - Delivery of accepted software submittal **Net 30 Days**

**Terms and Conditions**

Prices quoted herein are for the equipment and services listed and do not include any external electrical wiring or termination, equipment installation, plumbing or mechanical interconnection.

Prices are in US funds, all applicable taxes extra. The above prices will be held for **thirty** days provided the equipment manufacturer's price does not change. Any equipment price change will be forwarded to the customer.

If we are not at the agreement within the specified time frame, terms and agreement will be negotiated at a later date.

**Payment Terms:**

Pro-rated payment shall become due as each partial shipment is made. If shipment is delayed for any reason that is beyond the control of GCS, prices shall be increased 1.5% for each full month or fraction thereof that shipment is delayed beyond a reasonable time frame. Further, if equipment is ready for shipment, and the purchaser delays shipment, the date of notice of readiness of shipment shall be deemed to be the date of shipment for payment purposes.

This proposal is limited to only those technical portions of the Engineer's Specification specifically referred to herein, and to the Terms and Conditions of Sale as outlined. GCS is not bound by any Terms and Conditions of the Prime or other contracts not specifically included herein.

We appreciate the opportunity to furnish you with this proposal and look forward to working with you on this project. Should you have any questions, please feel free to give us a call.

**Sincerely,**

**GLOBAL CONTROL SYSTEMS, INC.**

*Robert Patel*

# MECI

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M. E. Contractors, Inc.  
Electrical Power • Controls • Energy Management

12/16/2024

Reeves Young

Job Reference: Graham Drive Pump Station

COR #4 – Add Conduit for Starlink

Attn: Monica Pineda / Robby Land

We are pleased to quote a change order price of \$2,503.00 to install one 1” conduit from the PLC control panel to the roof for the Starlink dish. Excludes pitch pocket.

Let us know if you need anything else.

Thank you,

**Ronald Stroud**

*MECI*

*1263 Ellsworth Drive, N.W., Atlanta, GA 30318*

*Phone: (404) 351-2803*

*Fax: (404) 350-0532*

*E-mail: [rstroud@mecontractorsinc.com](mailto:rstroud@mecontractorsinc.com)*

# MECI

M. E. Contractors, Inc.  
Electrical Power • Controls • Energy Management

Items	Qty	Material			Labor		
		Unit Price	Per	Extension	Unit M.H.	Per	Extension
1" rigid conduit from PLC control panel to Starlink dish on roof	40'	402.00	C	160.80	16.0	C	6.4
1" bushing	1	2.75	E	2.75	0.2	E	0.2
1" locknut	2	0.71	E	1.42	0.1	E	0.2
1" rigid strap	5	1.38	E	6.90	25.0	C	1.25
Hanger	1	27.50	E	27.50	2.5	E	2.5
1" weatherhead	1	11.31	E	11.31	1.5	E	1.5
Holes cored	2	225.00	E	450.00	2.5	E	5.0
Pull string	40'	35.00	M	1.40	9.0	M	0.36

\$662.08 17.41

TAX AT 7.75%  
MATERIAL SUBTOTAL

\$51.31  
\$713.39

LABOR 17.4 HR @ 50.50/HR  
LABOR BURDEN 50%  
LABOR SUBTOTAL

\$878.70  
\$439.35  
\$1,318.05

12% OVERHEAD  
10% PROFIT  
TOTAL

\$243.77  
\$227.52  
\$2,502.73