



April 28, 2017

Les Layng
Santa Clara Valley Water District
5750 Almaden Expy
San Jose, CA 95123

Re: Quotation for the purchase of three Vaki Riverwatcher Camera System's

FISHBIO has served as the sole provider of the Vaki Riverwatcher in North America since 2010. Based upon communications with Les Layng (Santa Clara Valley Water District, SCVWD) a quotation has been prepared for the purchase and installation of three Vaki Riverwatcher Camera System's (Riverwatcher). The total cost for this purchase is **\$226,363** including shipping/handling and 1-year warranty on parts. A detailed summary of the budget is provided below.

Item Description	Estimated Costs
Complete Camera Riverwatcher <ul style="list-style-type: none">• IP Camera• Multiplexer• IR/White Lights• Cables• Computer• Software• Scanner• AFC Camera Tunnel	\$65,778
Shipping and Handling	\$1,500
Installation and Training	\$9,950
Sub-Total	\$77,228
Purchase of a second complete Riverwatcher	\$59,200
Shipping and Handling	\$1,500
Installation and Training	\$6,000
Sub-Total	\$66,700
Purchase of a third complete Riverwatcher	\$57,885
Shipping and Handling	\$1,500
Installation and Training (Denil Ladder)	\$12,350
Sub-Total	\$71,735
Solar System to power one Riverwatcher Camera System (Components Only)	\$5,500
Fabrication and Installation	\$5,200
Sub-Total	\$10,700
Total	\$226,363

The purchase of the first Camera Riverwatcher is at full price however the price of the

fishbio.com

Oakdale Office
1617 S. Yosemite Ave.
Oakdale, CA 95361
PH: (209) 847-6300
FAX: (209) 847-1925

Chico Office
180 East 4th Street, Suite 160
Chico, CA 95928
PH: (530) 892-9686
FAX: (530) 892-9860

Laos Office
Ban Phonesavanh Nuea
Unit 18, Dongpaina Road
Vientiane Capital, Lao PDR
PH: +(856) 20-2999-3276

second and third Riverwatcher represents a 10% and 12% discount, respectively, if purchased together on one purchase order. These discounts were negotiated with Vaki and are valid through May 31, 2017.

The estimated cost for the solar system is for all of the components necessary to install a solar power system with sufficient capability to power a Vaki Riverwatcher Camera system.

FISHBIO will fabricate installation components and install the Camera Riverwatcher's. Due to the many unknown variable with these installations, more specifically, the Denil fish ladder installation, any additional costs for this project that is outside of that deemed to be outside of the scope of this budget will be billed at an hourly rate with prior approval of the SCVWD point of contact.

Sincerely,



Ryan Cuthbert