

BEST and FINAL OFFER (BAFO)

DCSI Distribution Control Systems

SCHEDULE 1

Vahlstrom, Timothy

From: Giudici, E. Anthony
Sent: Thursday, April 14, 2005 5:15 PM
To: Corey, Jana
Cc: Vahlstrom, Timothy; Wiebe, Michael; Lau, Wilson; Louie, Belvin; Bruner, Eric V; Fauth, Gary
Subject: FW: BAFO from DCSI
Importance: High
Sensitivity: Confidential

Attached is DCSI's BAFO response file array.

E. Anthony "Tony" Giudici
Sr. Procurement Specialist
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From: Richardson, Bob [mailto:BRichardson@twacs.com]
Sent: Thursday, April 14, 2005 4:57 PM
To: Giudici, E. Anthony
Subject: BAFO from DCSI
Importance: High
Sensitivity: Confidential

THE CONTENTS OF THIS E-MAIL ARE COMMERCIALY SENSITIVE AND CONFIDENTIAL

Dear Mr. Giudici,

Please find DCSI's response to the Best and Final Offer request issued by PG&E attached to this e-mail. The material is additionally being sent by FedEx for delivery on Friday.

Warmly,

Robert W. Richardson
Sr. VP, New Business Development

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**Distribution
Control
Systems, Inc.**

Mr. Anthony Giudici
Senior Procurement Specialist
Purchasing Department, Mail Code N5D
Pacific Gas & Electric
P.O. Box 770000
San Francisco, CA 94177

April 14, 2005

RE: DCSI Best and Final Offer Proposal for PG&E AMI Project

Dear Mr. Giudici;

DCSI is pleased to provide PG&E with this requested Best and Final Offer proposal. DCSI is responding to the specific issues identified in the BAFO request document and is providing definition of its product offering that we believe is sufficient for PG&E to evaluate the proposed DCSI solution and pricing. If additional clarification is needed, DCSI will be happy to provide this information upon request. DCSI appreciates the challenges that PG&E faces in defining its suite of AMI technologies and then implementing the same. DCSI's experience makes us uniquely prepared to participate in this project. The TWACS AMI and load control solution is uniquely suited for a substantial portion of PG&E's territory and DCSI is ready to assist PG&E in meeting its AMI objectives.

DCSI has just received, and will shortly announce, the unconditional acceptance of the TWACS System deployed at PPL Electric Utilities which is retrieving daily and hourly data from in excess of 1.3 million meters. DCSI realizes that PG&E has had several discussions with PPL and is aware of the scope and deliverables involved in that project. While the project definition is not exactly the same as PG&E's proposed effort, the fundamental TWACS solution that underlies the PPL project has proven its ability to deliver large scale hourly interval data in urban, suburban, rural and network environments at high levels of performance. What DCSI has learned from this experience has been leveraged into the full and complete product offering proposed for PG&E's Advanced Metering Initiative and DCSI is confident that, as PG&E's partner in the AMI project, DCSI can contribute to PG&E's success. No other solution available today is built on as well proven of a platform for precisely the mission that PG&E has in mind.

DCSI and its parent company, ESCO Technologies, Inc., understand that PG&E will require a full performance guarantee from ESCO and can confirm that this will be provided to PG&E at the appropriate time.

Regarding the revised procurement instructions provided by PG&E in the BAFO letter:

- DCSI understands that PG&E will procure new electric meters directly from the meter manufacturers. PG&E has indicated that DCSI would be responsible for the integration of the TWACS modules into the electric meters and the delivery of the meters to PG&E. While DCSI proposes to support the logistics of the delivery of the final product to PG&E, since the actual integration work is performed by the meter manufacturers, DCSI believes that the cost of the integration effort should be included in the electric meter price and not the TWACS module price and thus has NOT included this work in its attached BAFO pricing. Instead, DCSI has provided indicative costs for integration of modules into new meters. Given the quantity of meters PG&E is purchasing, DCSI believes that PG&E can obtain much more aggressive prices for both the new meters and factory module integration than DCSI's indicative costs.

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- DCSI has included the updated product availability information previously provided to PG&E in response to the request for definition of the compatibility of the TWACS modules with PG&E's preferred electric meter suppliers.
- DCSI acknowledges that it will warrant the TWACS modules and the retrofit services that are provided as part of its proposal as defined in DCSI's standard product warranty previously provided to PG&E in the RFP response.
- DCSI acknowledges that the DCSI provided TWACS substation equipment will be delivered to the PG&E specified locations for installation by PG&E or its agent. DCSI will provide the training, documentation, and support necessary for the installation of this equipment.

PG&E requested that DCSI identify the specific employees that it would appoint to the roles of Project Lead, Technology Architect, and Procurement Specialist; and that these people would be dedicated essentially full-time to the success of PG&E's AMI initiative. DCSI can confirm that its program manager for PG&E will be a key member of the DCSI team and will be responsible for managing the DCSI activities to fully support a successful PG&E deployment. In the event that DCSI wins the major role in PG&E's AMI system deployment, DCSI is prepared to commit to make Kevin Cornish available for the role of Project Lead through the crucial project ramp-up phase. As PG&E will agree, this commitment would result in a project lead that has extensive knowledge not just of DCSI, but, through his past work experience, of AMR system deployments and operation, and of PG&E itself. Kevin has led DCSI's efforts in providing its solution to PG&E and is well versed in the needs of the California marketplace, bringing an unparalleled degree of continuity to the project in the early phases. While Kevin currently plays a key role in DCSI's efforts to provide AMI solutions to utilities throughout the Western US and elsewhere, DCSI believes that PG&E's success on its AMI project, to which DCSI is fully committed, will prove decisive throughout the region and is thus willing to make this sacrifice. In that event that PG&E elects to utilize the TWACS solution for a less major role, DCSI will provide a qualified and capable person that will assume the role of project lead.

At DCSI, the role of technology architect is primarily held by Gordon Gregg, Vice President of R&D, however DCSI's support of a PG&E project would extend throughout the organization and include key people in R&D, Engineering, and Operations. The procurement role would be managed by DCSI in a mutually agreed fashion with the key individual being located in California or St. Louis depending on project needs. DCSI believes that David Moellering is among the strongest candidates for this role in St. Louis as the result of his experience on PPL Electric Utilities' successful AMR deployment. Other key resources that will be part of the PG&E team include Field Service Engineers and TWACS System Controller support personnel. The scope, time commitments and quantity of the various individuals will be largely determined by the scope of the DCSI role in the PG&E AMI project and DCSI must defer to the definition of this role before committing to specific program support beyond the program manager commitment made above and the information provided in the pricing proposal.

DCSI has discussed its new TWACS System Controller master station architectures with PG&E at length throughout the RFP response and discussion process. This product is a key component of the feature-enhanced TWACS system that DCSI is creating for large utilities such as PG&E that are embarking on advanced metering initiatives. DCSI views the TWACS System Controller as a strategic and competitive advantage and therefore must decline to provide the source code for this important product. However, DCSI understands PG&E's desire to ensure that it will be able to support its AMI project in the extremely unlikely event that DCSI is no longer able to perform this role, and DCSI is willing to provide the source code and associated information to an escrow agent.

DCSI has provided the attached BAFO pricing proposal based on the following criteria, as essentially defined in the PG&E BAFO instructions. It should be noted that this offer is more than just a pricing revision because PG&E has asked DCSI to provide pricing for a 12% solution that was not previously defined, and DCSI is proposing a product variant based on its continued discussions with PG&E.

DCSI has attempted to hold discussions with PG&E to jointly define the requirements for a UMT retrofit module for the single phase electromechanical meters but time pressures unfortunately prevented the two teams from reaching a precise understanding. Accordingly, we are reinstating the assumptions for UMT-M module under which our original proposal was submitted. Additionally, DCSI appreciates PG&E's interest in evaluating a retrofitable module with a level of functionality between the standard IMT-3H module and the defined UMT product while also being cognizant of price issues. In response to PG&E's inquiries, DCSI has expressed an ability and willingness to provide the UMT module at some reduced feature sets. DCSI has evaluated the optimum product offering to PG&E that will provide the AMI solution that DCSI believes meets PG&E's needs and has concluded the following:

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- The features of the UMT-F and other modules for solid state single phase meters will remain as communicated to PG&E.
- The features of the UMT-M (mechanical) will include many of the UMT-F features except for those that require an accurate line voltage, not available from an electromechanical meter
- As an alternative to creating a UMT – mechanical module with a reduced feature set, DCSI proposes to create an enhanced version of its IMT-3H module, to be referred to as the IMT-3H XM. This module will have all of the features of the existing IMT-3H module with the addition of the following features listed below. As previously communicated to PG&E regarding the UMT – mechanical module, DCSI estimates that it will require 12 months from product definition to commercial release for the development of this product. However, since the IMT-3H XM will be based on an existing proven product platform, DCSI believes that there are fewer inherent development risks and an opportunity for a reduced schedule.

DCSI has expanded the PG&E supplied pricing scenarios to provide both the UMT-M (Mechanical) option as well as the new IMT-3H XM option. However, DCSI is not proposing to product both modules and the actual module developed would depend on PG&E input.

The IMT-3H XM feature set includes

1. Baseline functionality of IMT-3H Single Port module
2. Support Forms 1S, 2S, 2SE, 3S and 4S @ 120V and 240V
3. Storage of hourly interval data for 7 days with the ability to retrieve past data.
4. Provides for a daily KWH freeze reading for the same 7 days as above.
5. Data will be stored in circular register array similar to the current 24 hours registers

The additional hourly data stored in the meter will allow PG&E to reach back and obtain historical consumption information beyond the 24 hours supported in the existing IMT-3H product. DCSI feels that this capability will support higher levels of system performance and has thus indicated the improvements below.

Best and Final Offer Pricing Scenarios**Scenario 1: TWACS UMT/CMT family modules selected for 100% deployment of fixed network AMI for electricity utilizing primarily electromechanical meters for both retrofit and new single phase meters**

- All new single phase meters will be electromechanical, except for network and odd form meters
- Modules for most new and retrofit single phase meters will be UMT-M (mechanical)
- Modules for network and odd form meters will be the UMT-F for the L+G Focus™ meter
- Modules for all polyphase meter types will be the CMT-SX for the L+G S4 meter
- System performance for the collection of hourly interval data would meet an average of 98% with the ability to assure 98.5% for CPP days due to the additional memory in the module

Scenario 2: TWACS UMT/CMT family modules selected for 100% deployment of fixed network AMI for electricity utilizing electromechanical meters for retrofit and solid-state for new single phase meters

- All new single phase meters will be solid-state using the L+G Focus™ meter
- Modules for retrofit into electromechanical single phase meters will be UMT-M (mechanical)
- Modules for new single phase solid state meters will be the UMT-F for the L+G Focus™ meter
- Modules for network and odd form meters will be the UMT-F for the L+G Focus™ meter
- Modules for all polyphase meter types will be the CMT-SX for the L+G S4 meter
- System performance for the collection of hourly interval data would meet an average of 98% with the ability to assure 98.5% for CPP days due to the additional memory in the module

Scenario 3: TWACS IMT/EMT/CMT family modules selected for 100% deployment of fixed network AMI for electricity utilizing primarily electromechanical meters for both retrofit and new single phase meters

- All new single phase meters will be electromechanical, except for network and odd form meters and 275K meters on high density substations
- Modules for most new and retrofit single phase meters will be IMT-3H to the maximum extent possible
- Modules for network and odd form meters will be the EMT-3F for the L+G Focus™ meter or the EMT-3G for the GE I-210™ meter
- Modules to be deployed on PG&E's highest density substations will be UMT-F for the L+G Focus™ meter
- Modules for all polyphase meter types will be the CMT-SX for the L+G S4 meter

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- System performance for the collection of hourly interval data would be an average of 96% percent.

Scenario 4: TWACS UMT/CMT family modules selected for 12% deployment of fixed network AMI for electricity utilizing all new single phase solid-state meters

- For the 12% scenario, DCSI is not proposing to develop the UMT-M module for electromechanical meters
- All single phase meters will be solid-state using the L+G Focus™ meter
- Modules for network and odd form meters will be the UMT-F for the L+G Focus™ meter
- Modules for all polyphase meter types will be the CMT-SX for the L+G S4 meter
- System performance for the collection of hourly interval data would meet an average of 98% with the ability to assure 98.5% for CPP days due to the additional memory in the module

Scenario 5: TWACS IMT/EMT/CMT family modules selected for 12% deployment of fixed network AMI for electricity utilizing primarily electromechanical meters for both retrofit and new single phase meters

- All new single phase meters will be electromechanical, except for network and odd form meters
- Modules for network and odd form meters will be the EMT-3F for the L+G Focus™ meter or the EMT-3G for the GE I-210™ meter
- There are no high density substations that require the use of the UMT family modules in this scenario
- Modules for all polyphase meter types will be the CMT-SX for the L+G S4 meter
- System performance for the collection of hourly interval data would be an average of 96% percent.

PG&E's Item (e): 100,000 single-phase/240V/200A remote disconnect switches operable via fixed network

- The price for this volume of switches, provided over the same deployment period as the TWACS AMI system, would be \$118 per unit.

Additional DCSI-defined Scenarios in which IMT-3H XM is utilized instead of UMT-M**Scenario 1a: TWACS IMT XM/UMT/CMT family modules for 100% deployment of fixed network AMI for electricity utilizing primarily electromechanical meters for both retrofit and new single phase meters**

- All new single phase meters will be electromechanical, except for network and odd form meters
- Modules for most new and retrofit single phase meters will be IMT-3H XM (extended memory)
- Modules for network and odd form meters will be the UMT-F for the L+G Focus™ meter
- Modules for all polyphase meter types will be the CMT-SX for the L+G S4 meter
- System performance for the collection of hourly interval data would meet an average of 98% with the ability to assure 98.5% for CPP days due to the additional memory in the module

Scenario 2a: TWACS IMT XM/UMT/CMT family modules selected for 100% deployment of fixed network AMI for electricity utilizing electromechanical meters for retrofit and solid-state for new single phase meters

- All new single phase meters will be solid-state using the L+G Focus™ meter
- Modules for most retrofit single phase meters will be IMT-3H XM (extended memory)
- Modules for new single phase solid state meters will be the UMT-F for the L+G Focus™ meter
- Modules for network and odd form meters will be the UMT-F for the L+G Focus™ meter
- Modules for all polyphase meter types will be the CMT-SX for the L+G S4 meter
- System performance for the collection of hourly interval data would meet an average of 98% with the ability to assure 98.5% for CPP days due to the additional memory in the module

Assumptions regarding the 12% deployment scenarios:

1. DCSI assumed 636,000 meters, which is approximately 12% of PG&E's system total.
2. DCSI assumed that approximately 6% of the 600,000 meters (36,000) meters are polyphase meters, and 4% (24,000) of the meters are network meters. These percentages were obtained by examining the more rural of the PG&E divisions.
3. DCSI used a 47% retrofit percentages in the reduced 12% scenario and for the 100% scenario. Although DCSI has indicated to PG&E that this percentage is significantly affected by PG&E's initial instructions to not retrofit meters in excess of 27 years old, and that DCSI could technically retrofit a larger percentage of meters, PG&E has not indicated its desire to modify the original instructions. DCSI also believes that in the event that PG&E uses multiple technologies, the opportunity exists to holistically manage the retrofit

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process and perhaps focus this activity on only one of the AMI technologies to reduce costs and overall system project complexity.

4. DCSI assumed that there would be 150 substations in the rural area defined by the 12% scenario. This is a higher percentage than just using 12% of the substation count total but was obtained by looking at the more rural PG&E divisions, and then using a ratio of 4000 customers per substation. DCSI believes that the 150 count is more realistic based on reduced customer densities and thus more accurate. However, actual substation counts would depend on the actual TWACS deployment locations chosen by PG&E.
5. DCSI has maintained the TWACS System Controller offering for the reduced 12% scenario as this has been the product offering discussed with PG&E throughout the RFP response process. However, DCSI would like to suggest that for a project scope of this size, the existing proven TWACS Net Server software application would be an optional platform that DCSI would be willing to discuss if PG&E deems this of interest. DCSI has also retained the software and hardware components required to support a completely redundant master controller platform for the 12% scenario.
6. The deployment of the TWACS system for the 12% scenario would be over a 3 year period, in contrast to the 5 year deployment period for the 100% scenario.

DCSI is pleased to be able to offer these BAFO pricing scenarios on its AMI proposal to PG&E. The information provided in this document, coupled with the associated EXCEL spreadsheet represents DCSI's best understanding of PG&E's requirements for electric metering information, while also offering PG&E flexibility in the selection of TWACS products. DCSI welcomes the opportunity to have continued discussions with PG&E to refine the product issues mentioned in this document and discuss the provided pricing information. The scenarios PG&E presented to DCSI represent the two extremes of a complete TWACS system deployment or a rural only deployment. There are obviously additional scenarios located between these extremes and DCSI would welcome exploring any of these in more detail. Although this letter represents DCSI's Best and Final Offer based on the requested scenarios, DCSI would welcome the opportunity to discuss other options with PG&E that would deliver improved project design and economics to PG&E. DCSI believes that its proposal to PG&E represents an industry leading solution built on proven technology that can be leveraged to provide a best-in-class advanced metering and load control system and is committed to working with PG&E to partner in your AMI efforts.

Any questions regarding the information presented herein or any other aspect of DCSI's proposal to PG&E should be directed to Kevin Cornish at 510.528.3038 or 510.691.3664 or via email at kev_cornish@twacs.com.

Regards,

Martin P. Kaiser
President

DCSI - Electric Only - 100% UMT's

For Reference Only - Provided as part of the BAFO Bid Package

Full Scenario

Partial Scenario

DCSI Proposal Cost Item	Type	Quantity	100%	20%
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1. Endpoints

1	L+G Focus w/ DCSI UMT module (Forms 2S) (Include price of module board and module integration only: PG&E will order meters directly.)	One-Time	1,961,484	\$ 69.85	\$ 78.35
2	L+G Focus w/ DCSI UMT module (Forms 1S, 3S, 4S) (Include price of module board and module integration only: PG&E will order meters directly.)	One-Time	67,501	\$ 94.60	\$ 102.60
3	L+G Focus meter w/ DCSI UMT module (Form 12S) (Include price of module board and module integration only: PG&E will order meters directly.)	One-Time	345,309	\$ 110.00	\$ 118.00
4	L+G Focus meter w/ DCSI UMT module (Form 2K) (Include price of module board and module integration only: PG&E will order meters directly.)	One-Time	17,489	\$ 168.30	\$ 176.30
5	L+G S4e meter w/ DCSI CMT module (Include price of module board and module integration only: PG&E will order meters directly.)	One-Time	281,636	\$ 264.90	\$ 272.65
6	Form 1S, 2S, 3S, 4S, 5S with UMT module Retrofits (Include price of retrofit module and module integration)	One-Time	2,111,580	\$ 52.53	\$ 62.03

2. Communications Network

7	Control Receiving Unit (CRU)	One-Time	632	\$ 9,200	\$ 9,200
8	Outbound Modulation Unit (OMU)	One-Time	1,131	\$ 8,200	\$ 8,200
9	Modulating Transformer Unit (MTU)	One-Time	1,131	\$ 11,250	\$ 11,250
10	MIRA board for CRU	One-Time	715	\$ 4,800	\$ 4,800
11	Inbound Pickup Unit (IPU)	One-Time	2,226	\$ 300	\$ 300

3. IT

12	TWACS System Controller Hardware	One-Time	1	\$ 1,600,000	\$ 400,000
13	TWACS System DMC's	One-Time	1	\$ 1,425,000	\$ 285,000
14	TWACS System Master Controller Software License Fee	One-Time	1	\$ 6,263,500	\$ 2,053,000
15	Annual Software Support Fees	Annual	1	\$ 1,252,700	\$ 410,600

4. Deployment Support and Management

16	Deployment Support	One-Time	1	\$ 9,522,500	\$ 5,000,000
17	TWACS system training	One-Time	1	\$ 100,000	\$ 40,000
18	DCSI TWACS Test Set	One-Time	90	\$ 3,500	\$ 3,500
19	DCSI TWACS Batch Software	One-Time	2	\$ 20,000	\$ 20,000
20	Substation Test Set	One-Time	18	\$ 1,800	\$ 1,800
21	Substations Spares Kit	One-Time	36	\$ 10,000	\$ 10,000

Note: total electric endpoints should add up to total meters in database supplied with the RFP.

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DCSI - Electric Only - Combination UMT's & IMT/EMT's

For Reference Only - Provided as part of the BAFO Bid Package

Full Scenario

Partial Scenario

DCSI Proposal Cost Item	Type	Quantity	100%	20%
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1. Endpoints

1	L+G Focus w/ DCSI UMT module (Forms 2S) (Include price of module board and module integration only: PG&E will order meters directly.)	One-Time	275,000	\$ 79.85	\$ 80.85
2	L+G MX w/ DCSI IMT/EMT module (Forms 2S) (Include price of module board and module integration only: PG&E will order meters directly.)	One-Time	1,686,484	\$ 60.90	\$ 67.65
3	L+G Focus w/ DCSI IMT/EMT module (Forms 1S, 3S, 4S) (Include price of module board and module integration only: PG&E will order meters directly.)	One-Time	67,501	\$ 88.85	\$ 95.60
4	L+G Focus meter w/ DCSI IMT/EMT module (Form 12S) (Include price of module board and module integration only: PG&E will order meters directly.)	One-Time	345,309	\$ 103.25	\$ 110.00
5	L+G Focus meter w/ DCSI IMT/EMT module (Form 2K) (Include price of module board and module integration only: PG&E will order meters directly.)	One-Time	17,489	\$ 161.55	\$ 168.30
6	L+G S4e meter w/ DCSI CMT module (Include price of module board and module integration only: PG&E will order meters directly.)	One-Time	281,636	\$ 264.90	\$ 272.65
7	Form 1S, 2S, 3S, 4S, 5S IMT/EMT module Retrofits (Include price of retrofit module and module integration)	One-Time	2,111,580	\$ 46.78	\$ 55.03

2. Communications Network

8	Control Receiving Unit (CRU)	One-Time	632	\$ 9,200	\$ 9,200
9	Outbound Modulation Unit (OMU)	One-Time	1,131	\$ 8,200	\$ 8,200
10	Modulating Transformer Unit (MTU)	One-Time	1,131	\$ 11,250	\$ 11,250
11	MIRA board for CRU	One-Time	715	\$ 4,800	\$ 4,800
12	Inbound Pickup Unit (IPU)	One-Time	2,226	\$ 300	\$ 300

3. IT

13	TWACS System Controller Hardware	One-Time	1	\$ 1,600,000	\$ 400,000
14	TWACS System DMC's	One-Time	1	\$ 1,425,000	\$ 285,000
15	TWACS System Master Controller Software License Fee	One-Time	1	\$ 6,263,500	\$ 2,053,000
16	Annual Software Support Fees	Annual	1	\$ 1,252,700	\$ 410,600

4. Deployment Support and Management

17	Deployment Support	One-Time	1	\$ 9,522,500	\$ 5,000,000
18	TWACS system training	One-Time	1	\$ 100,000	\$ 40,000
19	DCSI TWACS Test Set	One-Time	90	\$ 3,500	\$ 3,500
20	DCSI TWACS Batch Software	One-Time	2	\$ 20,000	\$ 20,000
21	Substation Test Set	One-Time	18	\$ 1,800	\$ 1,800
22	Substations Spares Kit	One-Time	36	\$ 10,000	\$ 10,000

Note: total electric endpoints should add up to total meters in database supplied with the RFP.

DCSI

Scenario 1: TWACS UMT/CMT family modules selected for 100% deployment of fixed network AMI for electricity utilizing primarily electromechanical meters for both retrofit and new single phase meters

DCSI Proposal Cost Item	Type	Quantity	100%
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1. Endpoints

1	DCSI UMT-M modules for electromechanical meters (Form 2S) such as the L+G MX (Includes price of module board but excludes module integration, which DCSI estimates PG&E can obtain from meter vendor for \$2.00 or less); PG&E will order meters with module integration directly.	One-Time	1,961,484	\$	44.00
2	DCSI UMT-F modules for L+G Focus™ meter (Forms 1S, 3S, 4S) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$0.50 or less); PG&E will order meters with module integration directly.	One-Time	67,501	\$	42.50
3	DCSI UMT-F modules for L+G Focus™ meter (Form 12S Network) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$0.50 or less); PG&E will order meters with module integration directly.	One-Time	345,309	\$	42.50
4	DCSI UMT-F modules for L+G Focus™ meter (Form 2K 400A) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$0.50 or less); PG&E will order meters with module integration directly.	One-Time	17,489	\$	42.50
5	DCSI CMT-SX modules for L+G S4e (polyphase Forms) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$8.00 or less); PG&E will order meters with module integration directly.	One-Time	281,636	\$	110.00
6	DCSI UMT-M modules for electromechanical (Form 1S, 2S, 3S, 4S) meters with module Retrofits (Includes price of retrofit module and module integration)	One-Time	2,111,580	\$	52.53

2. Communications Network

7	Control Receiving Unit (CRU)	One-Time	632	\$	9,200
8	Outbound Modulation Unit (OMU)	One-Time	1,131	\$	8,200
9	Modulating Transformer Unit (MTU)	One-Time	1,131	\$	11,250
10	MIRA board for CRU	One-Time	715	\$	4,800
11	Inbound Pickup Unit (IPU)	One-Time	2,226	\$	300

3. IT

12	TWACS System Controller Hardware	One-Time	1	\$	1,600,000
13	TWACS System DMC's	One-Time	1	\$	1,425,000
14	TWACS System Master Controller Software License Fee	One-Time	1	\$	6,263,500
15	Annual Software Support Fees	Annual	1	\$	1,252,700

4. Deployment Support and Management

16	Deployment Support	One-Time	1	\$	9,522,500
17	TWACS system training	One-Time	1	\$	100,000
18	DCSI TWACS Test Set	One-Time	90	\$	3,500
19	DCSI TWACS Batch Software	One-Time	2	\$	20,000
20	Substation Test Set	One-Time	18	\$	1,800
21	Substations Spares Kit	One-Time	36	\$	10,000

Note: total electric endpoints should add up to total meters in database supplied with the RFP.

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DCSI

Scenario 2: TWACS UMT/CMT family modules selected for 100% deployment of fixed network AMI for electricity utilizing electromechanical meters for retrofit and solid-state for new single phase meters

DCSI Proposal Cost Item	Type	Quantity	100%
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1. Endpoints

1	DCSI UMT-F modules for L+G Focus™ meter (Form 2S) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$0.50 or less); PG&E will order meters with module integration directly.	One-Time	1,961,484	\$ 42.50
2	DCSI UMT-F modules for L+G Focus™ meter (Forms 1S, 3S, 4S) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$0.50 or less); PG&E will order meters with module integration directly.	One-Time	67,501	\$ 42.50
3	DCSI UMT-F modules for L+G Focus™ meter (Form 12S Network) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$0.50 or less); PG&E will order meters with module integration directly.	One-Time	345,309	\$ 42.50
4	DCSI UMT-F modules for L+G Focus™ meter (Form 2K 400A) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$0.50 or less); PG&E will order meters with module integration directly.	One-Time	17,489	\$ 42.50
5	DCSI CMT-SX modules for L+G S4e (polyphase Forms) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$8.00 or less); PG&E will order meters with module integration directly.	One-Time	281,636	\$ 110.00
6	DCSI UMT-M modules for electromechanical (Form 1S, 2S, 3S, 4S) meters with module Retrofits (Includes price of retrofit module and module integration)	One-Time	2,111,580	\$ 51.03

2. Communications Network

7	Control Receiving Unit (CRU)	One-Time	632	\$ 9,200
8	Outbound Modulation Unit (OMU)	One-Time	1,131	\$ 8,200
9	Modulating Transformer Unit (MTU)	One-Time	1,131	\$ 11,250
10	MIRA board for CRU	One-Time	715	\$ 4,800
11	Inbound Pickup Unit (IPU)	One-Time	2,226	\$ 300

3. IT

12	TWACS System Controller Hardware	One-Time	1	\$ 1,600,000
13	TWACS System DMC's	One-Time	1	\$ 1,425,000
14	TWACS System Master Controller Software License Fee	One-Time	1	\$ 6,263,500
15	Annual Software Support Fees	Annual	1	\$ 1,252,700

4. Deployment Support and Management

16	Deployment Support	One-Time	1	\$ 9,522,500
17	TWACS system training	One-Time	1	\$ 100,000
18	DCSI TWACS Test Set	One-Time	90	\$ 3,500
19	DCSI TWACS Batch Software	One-Time	2	\$ 20,000
20	Substation Test Set	One-Time	18	\$ 1,800
21	Substations Spares Kit	One-Time	36	\$ 10,000

Note: total electric endpoints should add up to total meters in database supplied with the RFP.

DCSI

Scenario 3: TWACS IMT/EMT/CMT family modules selected for 100% deployment of fixed network AMI for electricity utilizing primarily electromechanical meters for both retrofit and new single phase meters

DCSI Proposal Cost Item	Type	Quantity	100%
1. Endpoints			
1 DCSI UMT-F modules for L+G Focus™ meter (Form 2S) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$0.50 or less); PG&E will order meters with module integration directly. [these UMT modules are required on the most populous substations]	One-Time	275,000	\$ 42.50
2 DCSI IMT-3H modules for electromechanical meters (Form 2S) such as the L+G MX (Includes price of module board but excludes module integration, which DCSI estimates PG&E can obtain from meter vendor for \$2.00 or less); PG&E will order meters with module integration directly.	One-Time	1,686,484	\$ 28.00
3 DCSI IMT-3H (for electromechanical meters), EMT-3F (for L+G Focus™ meters) or EMT-3G (for GE I210™ meters) (Forms 1S, 3S, 4S) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$0.50 or less); PG&E will order meters with module integration directly.	One-Time	67,501	\$ 28.00
4 DCSI EMT-3F (for L+G Focus™) or EMT-3G (for GE I210™) meter (Form 12S) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$0.50 or less); PG&E will order meters with module integration directly.	One-Time	345,309	\$ 28.00
5 DCSI UMT-F modules for L+G Focus™ meter (Form 2K 400A) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$0.50 or less); PG&E will order meters with module integration directly.	One-Time	17,489	\$ 42.50
6 DCSI CMT-SX modules for L+G S4e (polyphase Forms) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$8.00 or less); PG&E will order meters with module integration directly.	One-Time	281,636	\$ 110.00
7 DCSI IMT-3H modules for electromechanical (Form 1S, 2S, 3S, 4S) meters with module Retrofits (Includes price of retrofit module and module integration)	One-Time	2,111,580	\$ 36.53

2. Communications Network

8 Control Receiving Unit (CRU)	One-Time	632	\$ 9,200
9 Outbound Modulation Unit (OMU)	One-Time	1,131	\$ 8,200
10 Modulating Transformer Unit (MTU)	One-Time	1,131	\$ 11,250
11 MIRA board for CRU	One-Time	715	\$ 4,800
12 Inbound Pickup Unit (IPU)	One-Time	2,226	\$ 300

3. IT

13 TWACS System Controller Hardware	One-Time	1	\$ 1,600,000
14 TWACS System DMC's	One-Time	1	\$ 1,425,000
15 TWACS System Master Controller Software License Fee	One-Time	1	\$ 6,263,500
16 Annual Software Support Fees	Annual	1	\$ 1,252,700

4. Deployment Support and Management

17 Deployment Support	One-Time	1	\$ 9,522,500
18 TWACS system training	One-Time	1	\$ 100,000
19 DCSI TWACS Test Set	One-Time	90	\$ 3,500
20 DCSI TWACS Batch Software	One-Time	2	\$ 20,000
21 Substation Test Set	One-Time	18	\$ 1,800
22 Substations Spares Kit	One-Time	36	\$ 10,000

Note: total electric endpoints should add up to total meters in database supplied with the RFP.

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DCSI

Scenario 4: TWACS UMT/CMT family modules selected for 12% deployment of fixed network AMI for electricity utilizing all new single phase solid-state meters

DCSI Proposal Cost Item	Type	Quantity	12%
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1. Endpoints

1	DCSI UMT-F modules for L+G Focus™ meter (Form 2S) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$0.50 or less); PG&E will order meters with module integration directly. [these UMT modules are required on the most populous substations]	One-Time	566,131	\$ 54.50
2	DCSI IMT-3H modules for electromechanical meters (Form 2S) such as the L+G MX (Includes price of module board but excludes module integration, which DCSI estimates PG&E can obtain from meter vendor for \$2.00 or less); PG&E will order meters with module integration directly.	One-Time	-	
3	DCSI UMT-F modules for L+G Focus™ meter (Forms 1S, 3S, 4S) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$0.50 or less); PG&E will order meters with module integration directly.	One-Time	6,560	\$ 54.50
4	DCSI UMT-F modules for L+G Focus™ meter (Form 12S Network) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$0.50 or less); PG&E will order meters with module integration directly.	One-Time	23,113	\$ 54.50
5	DCSI UMT-F modules for L+G Focus™ meter (Form 2K 400A) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$0.50 or less); PG&E will order meters with module integration directly.	One-Time	4,196	\$ 54.50
6	DCSI CMT-SX modules for L+G S4e (polyphase Forms) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$8.00 or less); PG&E will order meters with module integration directly.	One-Time	36,000	\$ 155.75
7	DCSI IMT-3H modules for electromechanical (Form 1S, 2S, 3S, 4S) meters with module Retrofits (Includes price of retrofit module and module integration)	One-Time	-	

2. Communications Network

8	Control Receiving Unit (CRU)	One-Time	150	\$ 9,200
9	Outbound Modulation Unit (OMU)	One-Time	268	\$ 8,200
10	Modulating Transformer Unit (MTU)	One-Time	268	\$ 11,250
11	MIRA board for CRU	One-Time	170	\$ 4,800
12	Inbound Pickup Unit (IPU)	One-Time	528	\$ 300

3. IT

13	TWACS System Controller Hardware	One-Time	1	\$ 530,000
14	TWACS System DMC's	One-Time	1	\$ 225,000
15	TWACS System Master Controller Software License Fee	One-Time	1	\$ 1,699,600
16	Annual Software Support Fees	Annual	1	\$ 339,920

4. Deployment Support and Management

17	Deployment Support	One-Time	1	\$ 2,235,900
18	TWACS system training (Standard Training Included)	One-Time	-	\$ 25,000
19	DCSI TWACS Test Set	One-Time	15	\$ 3,500
20	DCSI TWACS Batch Software	One-Time	1	\$ 20,000
21	Substation Test Set	One-Time	3	\$ 1,800
22	Substations Spares Kit	One-Time	6	\$ 10,000

Note: total electric endpoints should add up to total meters in database supplied with the RFP.

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DCSI

Scenario 5: TWACS IMT/EMT/CMT family modules selected for 12% deployment of fixed network AMI for electricity utilizing primarily electromechanical meters for both retrofit and new single phase meters

DCSI Proposal Cost Item	Type	Quantity	12%
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1. Endpoints

1	DCSI UMT-F modules for L+G Focus™ meter (Form 2S) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$0.50 or less); PG&E will order meters with module integration directly. [these UMT modules are required on the most populous substations]	One-Time	-	
2	DCSI IMT-3H modules for electromechanical meters (Form 2S) such as the L+G MX (Includes price of module board but excludes module integration, which DCSI estimates PG&E can obtain from meter vendor for \$2.00 or less); PG&E will order meters with module integration directly.	One-Time	286,291	\$ 44.00
3	DCSI IMT-3H (for electromechanical meters), EMT-3F (for L+G Focus™ meters) or EMT-3G (for GE I210™ meters) (Forms 1S, 3S, 4S) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$0.50 or less); PG&E will order meters with module integration directly.	One-Time	6,560	\$ 44.00
4	DCSI EMT-3F (for L+G Focus™) or EMT-3G (for GE I210™) meter (Form 12S) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$0.50 or less); PG&E will order meters with module integration directly.	One-Time	23,113	\$ 44.00
5	DCSI UMT-F modules for L+G Focus™ meter (Form 2K 400A) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$0.50 or less); PG&E will order meters with module integration directly.	One-Time	4,196	\$ 54.50
6	DCSI CMT-SX modules for L+G S4e (polyphase Forms) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$8.00 or less); PG&E will order meters with module integration directly.	One-Time	36,000	\$ 155.75
7	DCSI IMT-3H modules for electromechanical (Form 1S, 2S, 3S, 4S) meters with module Retrofits (Includes price of retrofit module and module integration)	One-Time	279,840	\$ 55.00

2. Communications Network

8	Control Receiving Unit (CRU)	One-Time	150	\$ 9,200
9	Outbound Modulation Unit (OMU)	One-Time	268	\$ 8,200
10	Modulating Transformer Unit (MTU)	One-Time	268	\$ 11,250
11	MIRA board for CRU	One-Time	170	\$ 4,800
12	Inbound Pickup Unit (IPU)	One-Time	528	\$ 300

3. IT

13	TWACS System Controller Hardware	One-Time	1	\$ 530,000
14	TWACS System DMC's	One-Time	1	\$ 225,000
15	TWACS System Master Controller Software License Fee	One-Time	1	\$ 1,699,600
16	Annual Software Support Fees	Annual	1	\$ 339,920

4. Deployment Support and Management

17	Deployment Support	One-Time	1	\$ 2,235,900
18	TWACS system training (Standard Training Included)	One-Time	-	\$ 25,000
19	DCSI TWACS Test Set	One-Time	15	\$ 3,500
20	DCSI TWACS Batch Software	One-Time	1	\$ 20,000
21	Substation Test Set	One-Time	3	\$ 1,800
22	Substations Spares Kit	One-Time	6	\$ 10,000

Note: total electric endpoints should add up to total meters in database supplied with the RFP.

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DCSI

Scenario 1a: TWACS IMT XM/UMT/CMT family modules for 100% deployment of fixed network AMI for electricity utilizing primarily electromechanical meters for both retrofit and new single phase meters

DCSI Proposal Cost Item	Type	Quantity	100%
1. Endpoints			
1 DCSI IMT-3H-XM modules for electromechanical meters (Form 2S) such as the L+G MX (Includes price of module board but excludes module integration, which DCSI estimates PG&E can obtain from meter vendor for \$2.00 or less); PG&E will order meters with module integration directly.	One-Time	1,961,484	\$ 30.25
2 DCSI UMT-F modules for L+G Focus™ meter (Forms 1S, 3S, 4S) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$0.50 or less); PG&E will order meters with module integration directly.	One-Time	67,501	\$ 42.50
3 DCSI UMT-F modules for L+G Focus™ meter (Form 12S Network) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$0.50 or less); PG&E will order meters with module integration directly.	One-Time	345,309	\$ 42.50
4 DCSI UMT-F modules for L+G Focus™ meter (Form 2K 400A) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$0.50 or less); PG&E will order meters with module integration directly.	One-Time	17,489	\$ 42.50
5 DCSI CMT-SX modules for L+G S4e (polyphase Forms) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$8.00 or less); PG&E will order meters with module integration directly.	One-Time	281,636	\$ 110.00
6 DCSI IMT-3H-XM modules for electromechanical (Form 1S, 2S, 3S, 4S) meters with module Retrofits (Includes price of retrofit module and module integration)	One-Time	2,111,580	\$ 38.78
2. Communications Network			
7 Control Receiving Unit (CRU)	One-Time	632	\$ 9,200
8 Outbound Modulation Unit (OMU)	One-Time	1,131	\$ 8,200
9 Modulating Transformer Unit (MTU)	One-Time	1,131	\$ 11,250
10 MIRA board for CRU	One-Time	715	\$ 4,800
11 Inbound Pickup Unit (IPU)	One-Time	2,226	\$ 300
3. IT			
12 TWACS System Controller Hardware	One-Time	1	\$ 1,600,000
13 TWACS System DMC's	One-Time	1	\$ 1,425,000
14 TWACS System Master Controller Software License Fee	One-Time	1	\$ 6,263,500
15 Annual Software Support Fees	Annual	1	\$ 1,252,700
4. Deployment Support and Management			
16 Deployment Support	One-Time	1	\$ 9,522,500
17 TWACS system training	One-Time	1	\$ 100,000
18 DCSI TWACS Test Set	One-Time	90	\$ 3,500
19 DCSI TWACS Batch Software	One-Time	2	\$ 20,000
20 Substation Test Set	One-Time	18	\$ 1,800
21 Substations Spares Kit	One-Time	36	\$ 10,000

Note: total electric endpoints should add up to total meters in database supplied with the RFP.

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DCSI

Scenario 2a: TWACS IMT XM/UMT/CMT family modules selected for 100% deployment of fixed network AMI for electricity utilizing electromechanical meters for retrofit and solid-state for new single phase meters

DCSI Proposal Cost Item	Type	Quantity	100%
1. Endpoints			
1 DCSI UMT-F modules for L+G Focus™ meter (Form 2S) (Includes price of module board but excludes module integration, which DCSI estimates PG&E can obtain from meter vendor for \$0.50 or less); PG&E will order meters with module integration directly.	One-Time	1,961,484	\$ 42.50
2 DCSI UMT-F modules for L+G Focus™ meter (Forms 1S, 3S, 4S) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$0.50 or less); PG&E will order meters with module integration directly.	One-Time	67,501	\$ 42.50
3 DCSI UMT-F modules for L+G Focus™ meter (Form 12S Network) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$0.50 or less); PG&E will order meters with module integration directly.	One-Time	345,309	\$ 42.50
4 DCSI UMT-F modules for L+G Focus™ meter (Form 2K 400A) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$0.50 or less); PG&E will order meters with module integration directly.	One-Time	17,489	\$ 42.50
5 DCSI CMT-SX modules for L+G S4e (polyphase Forms) (Includes price of module board but excludes module integration which DCSI estimates PG&E can obtain from meter vendor for \$8.00 or less); PG&E will order meters with module integration directly.	One-Time	281,636	\$ 110.00
6 DCSI IMT-3H-XM modules for electromechanical (Form 1S, 2S, 3S, 4S) meters with module Retrofits (Includes price of retrofit module and module integration)	One-Time	2,111,580	\$ 38.78
2. Communications Network			
7 Control Receiving Unit (CRU)	One-Time	632	\$ 9,200
8 Outbound Modulation Unit (OMU)	One-Time	1,131	\$ 8,200
9 Modulating Transformer Unit (MTU)	One-Time	1,131	\$ 11,250
10 MIRA board for CRU	One-Time	715	\$ 4,800
11 Inbound Pickup Unit (IPU)	One-Time	2,226	\$ 300
3. IT			
12 TWACS System Controller Hardware	One-Time	1	\$ 1,600,000
13 TWACS System DMC's	One-Time	1	\$ 1,425,000
14 TWACS System Master Controller Software License Fee	One-Time	1	\$ 6,263,500
15 Annual Software Support Fees	Annual	1	\$ 1,252,700
4. Deployment Support and Management			
16 Deployment Support	One-Time	1	\$ 9,522,500
17 TWACS system training	One-Time	1	\$ 100,000
18 DCSI TWACS Test Set	One-Time	90	\$ 3,500
19 DCSI TWACS Batch Software	One-Time	2	\$ 20,000
20 Substation Test Set	One-Time	18	\$ 1,800
21 Substations Spares Kit	One-Time	36	\$ 10,000

Note: total electric endpoints should add up to total meters in database supplied with the RFP.

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DCSI

Scenario 6 - Remote disconnect switches

DCSI Proposal Cost Item	Type	Quantity	100%
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1 Endpoints

1	DCSI Disconnect Switch Interbase (DSI) single-phase/240V 200A remote disconnect switches operable via fixed network	One-Time	100,000	\$ 118.00
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DCSI End Point Availability

Endpoint Product Number	Description	Endpoint Type			
		Single Phase Electro Mechanical	Single Phase and Network Electronic	Poly Phase Electro Mechanical	Poly Phase Electronic
IMT-3H	Integrated Metering Transponder for electromechanical single-phase retrofit	Pending (5)	N/A	N/A	N/A
IMT-3H XM	Enhanced feature set IMT module with additional interval data storage	Yes	N/A	N/A	N/A
EMT-3C	Electronic Metering Transponder for Iron Centron single-phase meter	N/A	Yes	N/A	N/A
EMT-3G	Electronic Metering Transponder for GE I-210 single-phase meter	N/A	September 2005	N/A	N/A
EMT-3F	Electronic Metering Transponder for L-G Focus single-phase meter	N/A	Yes	N/A	N/A
UMT-R-F R 1.0	Residential Universal Metering Transponder for L-G Focus single-phase meter release 1.0	N/A	Yes	N/A	N/A
UMT-R-F R 1.5	Residential Universal Metering Transponder for L-G Focus single-phase meter release 1.5	N/A	October 2005	N/A	N/A
UMT-R-F R 2.0	Residential Universal Metering Transponder for L-G Focus single-phase meter release 2.0	N/A	April 2006	N/A	N/A
CMT-SX - 240	Commercial metering transponder for the L-G S4 240 meter configurations	N/A	Yes (1)	N/A	Yes
CMT-SX - 480	Commercial metering transponder for the L-G S4 480 meter configurations	N/A	Yes (1)	N/A	Yes
CMT-SX-VT (Sec)	Commercial metering transponder for the L-G S4 Secondary VT-connected meter configurations	N/A	Yes (1)	N/A	Yes
CMT-SEN-240	Commercial metering transponder for the Iron Sentinel 240 meter configurations	N/A	N/A	N/A	August 2005
CMT-SEN-480	Commercial metering transponder for the Iron Sentinel 480 meter configurations	N/A	N/A	N/A	August 2005
UMT-R-Mech	Residential Universal Metering Transponder for electromechanical single-phase meter retrofit	Pending (3,5)	N/A	N/A	N/A
UMT-C-A3	Commercial Universal Metering Transponder for Elster Alpha A3 meter	N/A	N/A	N/A	Early Summer 2006
UMT-C-KV	Commercial Universal Metering Transponder for GE KV2 meter	N/A	N/A	N/A	(4)
DSI-240	Disconnect Switch Interbase for Residential CL200 meter services	Yes	Yes	N/A	
DSI-208	Disconnect Switch Interbase for Network CL200 meter services	Yes	Yes		

Notes

- 1 CMT modules are primarily used in polyphase meters but are available for use in single-phase commercial
- 2 The IMT-3H XM module provides enhanced features over the IMT-3H module, primarily in the storage of additional interval and daily consumption data. (excluding certain functions not available with the electromechanical retrofit process. However, based on feedback from PG&E and the questions posed to DCSI regarding the feasibility of "removing" some of the features of the UMT module, DCSI is unsure as to the exact feature set PG&E would prefer in this device. This has been communicated to PG&E but understandably, during the RFP process, PG&E has been unable to provide additional definition of this product. DCSI has therefore placed development on hold pending additional PG&E input. Once the identification of exact product requirements takes place, it will take approximately 12 months to bring the product to commercial release.
- 3 Development of the UMT Commercial modules for the Elster A3 and GE KV meters has just been initiated and
- 4 DCSI is not proposing to produce both the IMT-3H XM and UMT-Mech modules. DCSI would work with PG&E to define which of these devices best meets PG&E's needs and define the product development accordingly.

Directions

In the first column, use one row for each different product you are proposing to sell to PG&E, and enter the product number and enough of a description so that we can understand which of your products you are referring to in the row.

Make an entry in each of the next four columns of the row, using the guidelines below:

Enter Yes in the cell if the endpoint is in commercial production today.

Enter N/A if the endpoint product does not relate to the type of meter in the column heading

If the endpoint product is still under development, enter the date you are projecting it will be available commercially

Endpoint products can be retrofit modules or integrated module/meters.