

Automated Logic Corporation (ALC)

Effective Date: September 16, 2011

State of Ohio
State Term Schedule

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State of Ohio

State Term Schedule
Price List

Prices Shown Herein are Net

Contractor Name: Automated Logic Corporation
1150 Roberts Boulevard
Kennesaw, GA 30144-3618
770/429-3000

www.automatedlogic.com

ALC Price List	Pages
WebCTRL®Software.....	5
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Software Products

WebCTRL Features

There are two editions of WebCTRL Software: WebCTRL and WebCTRL-500
The table below highlights the features and options supported by each edition.

<i>Edition</i>	<i>WebCTRL</i>	<i>WebCTRL-500</i>
Number of simultaneous users supported	Unlimited	Unlimited
Number of points* supported	Unlimited	500
Runs on MS Windows, or Red Hat Linux	Yes	Yes
Includes MS Access compatible database	Yes	Yes
Supports other JDBC compliant databases	Yes	Yes
Supports web appliances (Palm Pilot, cell phones, etc.)	Yes	Yes
Supports BACnet (TCP/IP)	Yes	Yes
Supports 3rd party integration	Yes	Yes
Includes Alarm and Event Management capabilities	Yes	Yes
Includes Eikon graphic programming tool	Yes	Yes
Includes Viewbuilder graphic assembly tool	Yes	Yes
Custom Reporting	See Optional "Advanced Reporting" below	
Location Dependent and Support for 21 CFR 11	See Optional "Advanced Security" below	
Send SNMP trap; External DB Write; Write BACnet property; Alarm Popup	See Optional "Advanced Alarming" below	
Data exchange via XML/SOAP (web services)	See Optional "Enterprise Integration" below	

* Points include ALC I/O points; BACNET Display Object points

WebCTRL Pricing

		Price
WebCTRL	(# WC)	\$5,279.60
WebCTRL-500	(# WC500)	\$1,128.46

Optional WebCTRL "Packages":

Advanced Reporting	(#WC-ADV-REP)	\$806.05
Advanced Security	(#WC-ADV-SEC)	\$1,209.07
Advanced Alarming	(#WC-ADV-ALARM)	\$806.05
Enterprise Integration	(#WC-ENTERPRISE)	\$2,015.11



Software Tools

Eikon LogicBuilder, graphical programming tool; Viewbuilder*, the web page assembly tool, and Sitebuilder, the database assembly tool, are each provided with WebCTRL and WebCTRL-500.

The WebCTRL graphic programming tools require MS Windows 2000 or XP.

**Viewbuilder is used to assemble web pages. The graphic symbols to be assembled by Viewbuilder can be created in any graphic software program which generates .gif files. A library of ALC standard graphic symbols is included. However, a variety of Graphic Software products which create .gif files can be purchased locally through computer stores. Automated Logic Corporation is not a reseller of "over the counter" software products.*

Hardware Products

Communication Router Products

24 month warranty

Product	Description	Price
AAR	Designed to expand or segment high speed ARCNET 156Kbps networks. ...	\$241.81
AMR	BACnet Router – ARCnet to MS/TP.....	\$483.63

Communication Router/Gateway Products

24 month warranty

Product	Description	Price
EQ-PRTL	Powerful and economic gateway to a <i>single</i> piece of equipment. Up to 100 third-party points may be integrated using Equipment Portal.	\$352.64
LON-OC	LON Option Card for use with EQ-PRTL. Supports up to 100 LON points.	\$201.51
LGR25*	High Performance BACnet Router with Gateway. Provides various BACnet network routing capability; serves as BACnet Gateway for up to 25 third party points	\$1,329.97
LGR250*	High Performance BACnet Router with Gateway. Provides various BACnet network routing capability; serves as BACnet Gateway for up to 250 third party points	\$1,781.36
LGR1000*	High Performance BACnet Router with Gateway. Provides various BACnet network routing capability; serves as BACnet Gateway for up to 1000 third party points	\$3,284.63

** provides BACnet network routing; provides controller-level integration for third party points*

Multi-Purpose Modules: Router/Gateway/Processor

24 month warranty

Product	Description	Price
ME-LGR25**	Multi-Purpose Device with 25 point gateway; supports up to six (6) point expanders	\$1,692.70
ME-LGR200**	Multi-Purpose Device with 200 point gateway; supports up to six (6) point expanders	\$3,647.36
ME812U-LGR**	Multi-Purpose Device with 8 UO's, 12 UI's; supports up to (5) point expanders; 200 point gateway.....	\$4,272.04

*** provides BACnet network routing; serves as BACnet gateway for third party points; serves as processor for point expanders.*

Multi-Equipment Control Modules

24 month warranty

Product	Description	Price
M0100	Control Module (10 UIs)	\$1,047.86
M220NX	Control Module (2 DOs, 2 UIs) non-expandable	\$507.81
M4106NX	Control Module (4 DOs, 10 UIs, 6 AOs) non-expandable	\$1612.09
M880NX	Control Module (8 DOs, 8 UIs) Non-expandable	\$1,309.82
M8102NX	Control Module (8 DOs, 10 UIs, 2 AOs) non-expandable	\$1,571.79
M16160	Control Module (16 DOs, 16 UIs)	\$2,176.32
M0320	Control Module (32 UIs)	\$1,813.60
MX0320	Point Expander (32 UIs)	\$1,547.61
MX16160	Point Expander (16 DOs, 16 UIs)	\$1,934.51
ME812U	Control Module (8 UO's, 12 UI's ; supports 5 point expanders).....	\$2,942.07
ME812U-E	Control Module (8 UO's, 12 UI's ; supports 5 point expanders).....	\$3,123.43
MEX816U	Point Expander (8 UO's, 16 UI's)	\$1,692.70
MEX48U	Point Expander (4 UO's, 8 UI's)	\$755.67
MEX88U	Point Expander (8 UO's, 8 UI's)	\$1,084.13
MEX016U	Point Expander (16 UI's)	\$896.73

Single Equipment Control Modules

24 month warranty

SE6104A	Control Module (6 DOs, 10 UIs, 4 AOs)	\$846.35
SE6166	Control Module (6 DOs, 16 UIs, 6 AOs)	\$1,188.92

Room Controllers

24 month warranty

Product	Description	Price
RC642	Interior wall mounted, standalone controller for heat pumps, fan coil units and other packaged HVAC equipment – NO DISPLAY- (for use in WebCTRL Systems) (6 DOs, 4UIs, 2 AO)	\$276.07
RC642D	Interior wall mounted, standalone controller for heat pumps, fan coil units and other packaged HVAC equipment – WITH DISPLAY (6 DOs, 4UIs, 2 AO)	\$316.37

Local Operator Interface

24 month warranty

BACVIEW5	Local Operator Interface & Display (2x16 LCD)	\$403.02
BACVIEW6	Local Operator Interface & Display (4x40 LCD)	\$806.05
BV6H	Handheld Local Interface & Display tool (4X40 LCD)	\$806.05

Zone Control Modules

24 month warranty

Product	Description	Price
ZN551	Controller for heat pumps, fan coil units and other packaged HVAC applications (5 DOs, 5 UIs, 1 AO)	\$260.35
ZN253	Controller for heat pumps, fan coil units and other packaged HVAC applications (2 DOs, 5 UIs, 3 AO's).....	\$310.33
ZN220	Controller for terminal units and miscellaneous control points (i.e. lighting, exhaust fans and water heaters 2 DOs, 2 UIs).....	\$155.16
ZN341V+	Controller for pressure independent VAV applications. Includes integral actuator and precision air flow sensor (3 DOs, 4 UIs, 1 AO's).....	\$340.55
ZN141V+	Controller for pressure independent VAV applications. Includes integral actuator and precision air flow sensor (1 DOs, 4 UIs, 1 AO's).....	\$322.42
ZASF	Accessory for ZN341V+ or ZN141V+. Includes integral air flow sensor and damper actuator to control a second damper on a dual-duct VAV zone....	\$161.21
USF	Accessory single air flow board for ZN253, ZN551, U253, or U551 controller .	\$100.76
UDF	Accessory dual air flow board for ZN253, ZN551, U253, or U551 controller	\$241.81
FILT	Replacement Air Filter for VAV controllers with integral velocity sensor	\$6.05

Zone Sensors

24 month warranty

Product	Description	Price
RS	RS Standard Space Temperature Sensor for use on "Rnet"	\$30.23
RSPL	RS Plus Space Temperature Sensor for use on "Rnet" without LCD display, slide-pot set point adjustment and local override	\$38.29
RSP	RS Pro Space Temperature Sensor for use on "Rnet" with LCD display, set point adjustment and local override	\$57.23
RSP-F	RS Pro Space Temperature Sensor for use on "Rnet" with LCD display, set point adjustment, local override, fan speed control, and operation mode selection	\$66.50

Third Party Upgrade Devices

24 month warranty

Product	Description	Price
WBZ	"WebZONE", Barber-Coleman or Invensys MICROZONE II retrofit Replacement.....	\$481.61

Ancillary ARCNET156 and EIA-485 Boards

24 month warranty

Product	Description	Price
BT485	Pack of 16, plug-in devices for terminating and biasing ARC156 network segments	\$322.42
DIAG485	Diagnostics Board for ARCNET 156Kbps over EIA-485, or regular EIA-485 (Includes two (2) terminator resistors)	\$74.96
TERM485	Termination Resistor for ARCNET 156Kbps over EIA-485, or regular EIA-485 (26 pk)	\$15.31
REP485	Repeater Board for ARCNET 156Kbps over EIA-485, or regular EIA-485.....	\$105.59
PROT485	Protection Board for ARCNET 156Kbps over EIA-485, for U-net, or for regular EIA-485 (PROT485 replaces NWPB for legacy CMnet protection)	\$43.53
FIBER485	Fiber Optic Converter, converts ARCNET 156Kbps (EIA-485) to fiber.....	\$322.42
FIBER485T	Fiber Optic Converter with "T" off (daisy chain) for the EIA-485.....	\$403.02

Cable Assemblies

24 month warranty

Product	Description	Price
USB-K	(2) ea. 12' cables – USB to Rnet & USB to 8 pin Barrel (incl. software driver).	\$155.16
USB-L	(1) ea. 12' cables – USB to Rnet (incl. software driver).....	\$120.91

Previous Generation Products

Hardware*

It is Automated Logic's policy to make previous generation hardware available for as long as the product can be built. The availability of this hardware is subject to change based on the availability of components from our suppliers, the product demand, the availability of direct product substitutions, and other like factors. SINCE THESE PRODUCTS ARE VERY LOW VOLUMES, TYPICAL SALES ORDER LEAD-TIME IS 10 TO 12 WEEKS. THESE PRODUCTS ARE FOR REPLACEMENT ONLY AND NOT TO BE USED IN NEW SYSTEMS.

Communication Router Products

24 month warranty

Product	Description	Price
LGE	BACnet/IP to BACnet/ARCNET 156kbps router; supports up to 98 controllers	\$1,370.28

*** Orders for Previous Generation Hardware are non-cancelable and non-returnable.**

Volume Discount

Ohio Prices Shown

Additional Order Size Discounts may apply

Order Size Discount:

<u>Order Size - Total \$</u>	<u>Add'l Discount</u>
>\$75,000 to \$100,000	10%
>\$100,001	15%



...the power of simplicity

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AUTOMATEDLOGIC[®]

C O R P O R A T I O N

State of Ohio
Department of Administration Services
General Services Division
Office of Procurement Services
4200 Surface Road, Columbus, OH 43228-1395

April 1, 2011

Reference: Automated Logic – State Term Schedule – Ancillary Services

To whom it may concern,

Please find a description and rates of the different types of labor used to complete an Automated Logic building automation system.

Sincerely,



Bill Lasseigne
Regional Sales Manager
(770) 795-4869

State Term Schedule - Automated Logic Company
Estimating Sheet

Project:

Date:

Project Totals

Labor:	Hours	Discount	Hours	Rate	Total	
Project Management	0	0%	0.00	105.00	0.00	
In-House Meetings (111)	0					
Subcontract Meetings (112)	0					
Documentation (114)	0					
General PM (113)	0					
Project Engineering	0	0%	0.00	105.00	0.00	
Design (121)	0					
Programming (122)	0					
Database (123)	0					
Graphic Generation (124)	0					
Systems Engineer	0	0%	0.00	105.00	0.00	
Checkout (141)	0					
Commissioning (142)	0					
Monitoring (172)	0					
Training (132)	0					
Balancing (143)	0					
Administration	0	0%	0.00	35.00	0.00	
Electrical Installation (151)	0	0%	0.00	79.00	0.00	
Mechanical Installation (152)	0	0%	0.00	75.00	0.00	
Balancing (143)	0	0%	0.00	95.00	0.00	0.00

Material (185):

Additional Discount	0.00
\$75,000-\$100,000	10.00%
\$100,001-\$200,000	15.00%

0.00

Total Material

0.00

Round Trip Miles: 10

\$/Mile: 0.45

Travel (180):

	Hours	<u>Hours/trip</u>	<u>Trips</u>		
Project Management	0	8	0.00	0.00	
Project Engineering	0	8	0.00	0.00	
Systems Engineer	0	8	0.00	0.00	
Control Installation	0	8	0.00	<u>0.00</u>	
Travel Totals:				<u>0.00</u>	0.00

Permits (186):

0.00

Bond (187):

2.50% 0.00

0.00

Automated Logic

Systems Engineer

Department: Operations
Reports to: Operations Manager

Primary Objectives of Position:

To complete all control wiring drawings for each project for use by technical staff and subcontractors for installation. To ensure all drawings, databases, programming and material required to complete a job are on hand at the proper location to maintain the scheduled timeline and stay within budget requirements.

Major Areas of Responsibility:

- Responsible for the design of control systems.
- Coordinate the creation of AutoCAD drawings for use by field technicians and subcontractors.
- Generate rough-in coordination drawings for use by electrical contractors.
- Request and properly receive all equipment submittals.
- Submit CCG submittal packages for approval.
- Work with operations administrator on parts discrepancies
- Develop bills of material.
- Insure material is delivered to job site when required.
- Track material from order status to delivery at job site.
- Communicate with vendors, contractors and subcontractors.
- Create databases using Site Builder program.
- Ability to create and modify system programs using Eikon software.
- Assemble and submit required graphic submittal package to manufacturer.
- Review, checkout and edit graphics based on control drawings.
- Software field support.
- Create all trends, alarms and reporting actions.
- Configure server for field installation.
- Coordinate completion of As-built drawings.
- Ensure Owner's Manuals are complete prior to customer training.

General Performance Criteria:

- Ability to write, edit and understand sequences of operations.
- Ability to read and understand blueprints.
- Knowledge of electrical wiring and schematics.
- Develop and maintain a cooperative working relationship with members of the company, clients and other outside contacts.
- Ability to work as team player, be flexible and maintain positive attitude.
- Anticipate and be able to meet short and/or unpredictable deadlines.
- Proactively look to continually improve processes and procedures.
- Understand and conform to company policies and procedures.
- Recognize and utilize the company's resources effectively and efficiently.
- Plan, organize and carry out assigned job responsibilities within established time parameters.
- Maintain confidentiality.
- Conducts self-study to improve knowledge of required job skills and stay abreast of industry changes.

Technical/Experience/Education Requirements:

- Competent working with AutoCAD, Microsoft Word, Excel, Outlook, Visio, Advanced Windows XP.
 - Front Page helpful but not required.
 - Self-motivated with the ability to work with minimal supervision.
 - Bachelor's degree in Engineering or Applied Sciences and two years experience or Certificate from a technical school and a minimum of 5 years experience.
 - Extensive overall computer experience.
 - Excellent organizational and oral/written communication skills.
 - Knowledge of HVAC/Mechanical systems.
 - Basic understanding of computer programming language.
-

Automated Logic

Position Description

Position Title: Project Engineer
Department: Operations
Reports to: President

Primary Objectives of Position:

To act as a resource for Account Managers in designing and estimating the initial layout of control systems. To work closely with Application Engineers to ensure design and drawings meet customer and specification requirements. To guide subcontractors and Control Technicians throughout the installation, checkout and commissioning phases of projects to make certain project requirements are obtained.

Major Areas of Responsibility:

- Review bid documentation, specifications and drawings to assist Sales with creation of project estimate and proposal.
- Attend pre-project meetings to ensure system design meets customer requirements.
- Participate in sales to operations project turnover meeting to re-estimate labor hour requirements and communicate design/installation needs.
- Responsible for leading the design of control systems.
- Review and approve all control drawings and rough-in drawings prior to start of installation.
- Review and approve graphics submittals prior to submitting to ALC for creation.
- Review and approve material requisition lists prior to purchasing.
- Design, review and test sequences of operation to minimize energy usage while maintaining occupant comfort.
- Create and modify system programs using Eikon software.
- Create databases using Site Builder program.
- Provide project startup information to all Control Technicians and subcontractors.
- Assist field technicians with daily tasks lists and communicate project deadlines.
- Act as technical liaison between owner/construction manager.
- Manage activities of subcontractors ensuring they are staying on task and meeting schedule requirements.
- Attend weekly job meetings to communicate progress and voice concerns.
- Coordinate network communication needs with owner/construction manager.
- Communicate with vendors, contractors and subcontractors.
- Responsible for proper commissioning of all systems.
- Perform final walkthrough with owner and construction manager to ensure all punchlist items are complete and job receives signoff of substantial completion.
- Provide training to end users.
- Participate in weekly Operations Meetings by providing project updates, forecasting manpower needs, communicating concerns and offering suggestions for improvement.
- Responsible for completing assigned projects according to project schedule and within budget.
- Document all communication.
- Identify new business opportunities through organization memberships, industry publications and other means of remaining abreast of industry changes.
- Submit weekly time sheet with a breakdown of hours spent on each project assignment to Administrative Assistant before noon each Monday.

General Performance Criteria:

- Ability to provide effective instructions and share information with team members, subcontractors, owners and other trades.
 - Ability to write, edit and understand sequences of operations.
 - Ability to read and understand blueprints.
 - Knowledge of electrical wiring and schematics.
 - Ability to develop and maintain a cooperative working relationship with members of the company, clients and other outside contacts.
 - Ability to work as team player, be flexible and maintain positive attitude.
 - Anticipate and be able to meet short and/or unpredictable deadlines.
 - Proactively looks to continually improve processes and procedures.
 - Understand and conform to company policies and procedures.
-

Automated Logic

Position Description

- Recognize and utilize the company's resources effectively and efficiently.
- Plan, organize and carry out assigned job responsibilities within established time parameters.
- Maintain confidentiality.
- Conduct self-study to improve knowledge of required job skills and stay abreast of industry changes.

Technical/Experience/Education Requirements:

- Competent working with AutoCAD, Microsoft Word, Excel, Outlook and Front Page.
- Self-motivated with the ability to work with minimal supervision.
- Bachelor's degree in Engineering or Applied Sciences and a minimum of 5 years experience in the HVAC industry.
- Extensive overall computer experience.
- Excellent organizational and oral/written communication skills.

~~3554 Brecksville Road - Suite 300, Richfield, OH 44286~~
~~Tel: (330) 659-5082 Fax: (330) 659-5083~~
www.comfortcontrol.net

Automated Logic, Inc.

Position Description

Position Title: Project Manager
Department: Operations
Reports to: President

Primary Objectives of Position:

To be responsible for the overall management of installation, retrofit and energy projects from inception through final completion and close-out process with focus on working within predetermined estimates and timelines. To control the flow of information on each project to ensure the owner, construction manager, architect, subcontractors and company personnel understand the quality and schedule requirements of the project.

Major Areas of Responsibility:

- Plan, coordinate, and direct team members, subcontractors and vendors working on each project to ensure clear understanding of scope, timelines and budget requirements.
- Review construction and temperature control drawings with team members and subcontracts to ensure all responsible parties have a clear understanding of proper installation requirements.
- Establish and track overall project schedules and budgets.
- Schedule engineers and technicians as required to complete quality installations on-time and within budget.
- Request bids and negotiate contracts with subcontractors.
- Make or enforce required decisions to ensure objectives are met.
- Monitor and assist project engineer with material procurement, drawing preparation and overall implementation strategy.
- Coordinate all paperwork and documentation required for each project including Schedules of Values, AIA documents, pay applications, change orders and subcontractor contracts.
- Monitor all projects to ensure compliance with contract documents.
- Attend weekly on-site job progress meetings and compile meeting notes for distribution to team members as needed.
- Develop and document standards of operation.
- Communicate frequently and effectively with owners, construction managers and architects.
- Continuously identify areas needing improvement and implement changes to increase effectiveness and productivity.
- Identify new business opportunities through add-on sales, organizational memberships, industry publications and other means of remaining abreast of industry changes.
- Facilitate internal training classes.
- Submit weekly time sheet with a breakdown of hours spent on each project assignment to Administrative Assistant before noon each Monday.
- Submit project status reports to President on a weekly basis including labor usage, budget projections and schedule requirements.
- Assume additional responsibilities as needed and approved by management.

General Performance Criteria:

- Manage multiple projects and tasks while remaining very organized.
 - Ability to write, edit and understand sequences of operations.
 - Ability to read and understand project drawings and specifications.
 - Strong planning, scheduling and negotiating skills.
 - Knowledge of electrical wiring and schematics.
 - Develop and maintain a cooperative working relationship with members of the company, clients and other contacts.
 - Ability to work as team player, be flexible and maintain positive attitude.
 - Anticipate and be able to meet short and/or unpredictable deadlines.
 - Understand and conform to company policies and procedures.
 - Recognize and utilize the company's resources effectively and efficiently.
 - Plan, organize and carry out assigned job responsibilities within established time parameters.
 - Maintain confidentiality.
 - Conducts self-study to improve knowledge of required job skills and stay abreast of industry changes.
-

Automated Logic, Inc.

Position Description

Technical/Experience/Education Requirements:

- Competent working with AutoCAD, Microsoft Word, Excel, Outlook, and Project.
- Self-motivated with the ability to work with minimal supervision.
- Bachelor's degree with a minimum of 5 years project management experience or equivalent industry experience.
- Thorough understanding of the construction process.
- Demonstrated track record of completing projects on schedule and within budget.
- Superior decision making and problem solving skills.
- Extensive overall computer experience.
- Excellent organizational and oral/written communication skills.
- Strong customer service skills.

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