



Project Proposal **CONFIDENTIAL**

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Project Name:

Wayne State - Project 1

Date:

1/6/12

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Wayne State University Objectives

Based on our conversation we understand that Wayne State University has the following objectives for the Dashboard:

- **Monitor and display building resource use** for occupants and managers, and promote resource conservation
- **Host resource use reduction competitions** that save energy and money, and encourage occupants to change their behavior
- **Build a social platform for sustainability**, communicating internally to occupants and employees and externally to the public
- **Track progress toward sustainability goals** such as energy reduction and carbon neutrality
- **Improve collaboration and align stakeholders** by increasing the transparency of sustainability initiatives

Building Dashboard[®] – The Basics

- **Building Dashboard Network** is designed to be viewed on a personal computer
 - Each organization has its own Organization Homepage
 - Every monitored building has its own Building Profile page
- **Building Dashboard Kiosk** is designed to showcase content on publicly-accessible, touch-enabled displays
- All Lucid products can be fully customized to match your brand and colors

Timeframe

Earlier we discussed your evaluation and project timeframe and outlined it together as shown. We have made good progress in working together, with half of the steps already complete:

Event	Week of
Presentation/demo	Complete
Technical review	Complete
Proposal developed/sent	1/6/2012
Budget allocation approval	TBD
Contracts finalized	4/1/2012
Desired implementation start	5/1/2012
Desired dashboard fully operational	9/1/2012

Several good reasons to stay on this schedule include:

- You cannot manage what you don't monitor. The sooner you start monitoring the faster you can achieve savings.
- Join a growing network of innovative companies, colleges and universities, schools and governments who are using Building Dashboard to save energy and money sooner rather than later.
- Your dashboard will be up and running for the Spring 2013 Campus Conservation Nationals

Building Dashboard Framework & Design

Building Dashboard System Framework

Purchase of the Building Dashboard System Framework covers the cost of constructing and customizing the End User's Building Dashboard Network, including the creation of one custom Organization Homepage and one Building Profile layout template and the first year of service.* The Building Dashboard System Framework is a one-time cost.

Features and functionality included in the Building Dashboard System Framework include:

- Building Avatars, Directory, Navigation and Search
- Real-Time Graphs and Gauges
- Unit Conversions
- Custom Colors, Layout, and Theme
- Branding
- Included Apps and Widgets (see below)



Building Dashboard System Framework

Total
\$6,500.00

Building Dashboard Network Profile Layout Templates

Purchase of the Building Dashboard System Framework includes the creation of one custom Building Profile layout template. Additional unique layouts can also be created.



First Building Dashboard Network Building Profile layout template (can be used system-wide)

Additional Building Dashboard Network profile layout template - Includes custom branding and layout

Qty	Price EA	Total
-	-	Included
0	\$950.00	\$0.00

Building Dashboard Kiosk Layout Templates

A Building Dashboard Kiosk layout is required for each unique Kiosk view (collection and/or arrangement of Apps and Widgets).



Building Dashboard Kiosk campus/building layout template (one layout may be used on multiple kiosks)

Qty	Price EA	Total
1	\$950.00	\$950.00

Configuration

Data Integration Configuration

Building Dashboard is designed to be universally compatible with all building automation and energy management systems, including: Alerton, Andover, Automated Logic, Cisco, Honeywell, Johnson Controls, Siemens, Square D/Schneider Electric, Trane, and Tridium.

Lucid will utilize one or more of the protocols and methods listed below to communicate with the End User's local building automation system(s) or to gather metering data.



	Qty	System Wide Price EA	Total
XML or .CSV	0	\$3,950.00	\$0.00
Web Services	0	\$2,950.00	\$0.00
BACnet/IP or Lon	1	\$4,950.00	\$4,950.00
Pulse or Modbus TCP/RTU	0	\$2,950.00	\$0.00
OPC	0	\$4,950.00	\$0.00
Additional Hours for Integration	10	\$165.00	\$1,650.00
Custom Integration	0	TBD	\$0.00

Resource Monitoring Configuration

	Qty	Price EA	Total
Real-time resource monitoring configuration for one building	3	\$1,000.00	\$3,000.00
Real-time resource monitoring configuration for one resource in 1 bldg - Includes up to 5 data points	12	\$250.00	\$3,000.00

Building Resource Monitoring Matrix

	Electricity	Water	Gas	Steam	Heating	Cooling	PV	Solar Thermal	Wind	Geothermal	Grey Water	Rain Water	Chilled Water	Hot Water	Notes
Cohn Bldg	x1	x1	x1	x1											
Law	x1	x1	x1	x1											
Engineering	x1	x1	x1	x1											
Building 4															
Building 5															
Building 6															
Building 7															
Building 8															
Building 9															
Building 10															
Building 11															
Building 12															
Building 13															
Building 14															
Building 15															
Building 16															

Apps & Widgets

Apps are robust tools for understanding and effectively managing building energy consumption and production and water use. They are available on both Building Dashboard Network and Building Dashboard Kiosk.

Widgets are compact snapshots of building performance that are available Building Dashboard Network. Smaller versions of full-featured Apps, or unique mini-apps themselves, widgets are smartly integrated into the Organization Homepage and Building Profile pages of your Dashboard.

Included NETWORK Apps and Widgets



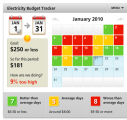
Comparisons Network App



Comparisons Widget



Discussions w/ Facebook Widget



Budget Widget



Green Tips Widget



Weather Widget

Included KIOSK Apps



Comparison App



Green Tips App



Weather App

	Available As				Qty	System Wide Price EA	Total
	Network App	Widget	Kiosk App	Portal			
DATA EXPLORATION & BUILDING MANAGEMENT							
Comparisons	✓	✓	✓		1	NA	Included
Budget		✓			1	NA	Included
End Use Breakdown		✓			0	\$500.00	\$0.00
Data Downloader				✓	0	\$1,950.00	\$0.00
Building Log		✓			0	\$500.00	\$0.00
SOCIAL MEDIA							
Discussions with Facebook		✓			1	NA	Included
Twitter Feed		✓			0	\$500.00	\$0.00
Conservation Commitments with Facebook		✓			0	\$500.00	\$0.00
COMPETITIONS							
Conservation Competitions	✓	✓	✓		0	\$1,950.00	\$0.00
CAMPUS/ORGANIZATION SUSTAINABILITY INITIATIVES							
Sustainability Initiatives - pack of 12	✓		✓		0	\$1,950.00	\$0.00
Additional Sustainability Initiatives - pack of 12	✓		✓		0	\$950.00	\$0.00
Additional Sustainability Initiatives - pack of 6	✓		✓		0	\$500.00	\$0.00
GREEN / LEED FEATURES							
Green/LEED Features - pack of 12	✓		✓		0	\$1,950.00	\$0.00
Additional Green/LEED Features - pack of 12	✓		✓		0	\$950.00	\$0.00
Additional Green/LEED Features - pack of 6	✓		✓		0	\$500.00	\$0.00
BUILDING HISTORY FEATURES							
Building History Features - pack of 12	✓		✓		0	\$1,950.00	\$0.00
Additional Building History Features - pack of 12	✓		✓		0	\$950.00	\$0.00
Additional Building History Features - pack of 6	✓		✓		0	\$500.00	\$0.00

	Available As				Qty	System Wide Price EA	Total
	Network App	Widget	Kiosk App	Portal			
USER EDUCATION							
Introduction			✓		1	NA	Included
Green Tips		✓	✓		1	NA	Included
Building Systems: PV	✓		✓		0	\$950.00	\$0.00
Building Systems: Solar Thermal	✓				0	\$950.00	\$0.00
Building Systems: Geothermal			✓		0	\$950.00	\$0.00
EXTERNAL CONTENT							
Weather		✓	✓		1	NA	Included
Video via YouTube		✓	✓		0	\$500.00	\$0.00
Events Calendar (from XML data feed via Google Calendar)			✓		0	\$1,950.00	\$0.00
External Links		✓			0	\$500.00	\$0.00
Customer Generated Content			✓		0	\$1,950.00	\$0.00
Third Party HTML Content (Lightbox)		✓	✓		0	\$500.00	\$0.00

Hardware

Integration Hardware

Hardware is often required to act as a bridge between the End User's building automation system (BAS) and/or meters and Lucid's hosted back-end.

If the End User has a BAS, Lucid will work with them to configure it to securely and automatically push data to Building Dashboard. If the End User does not have a BAS, Lucid will ship them a plug-and-play, Internet-enabled Lucid Data Logger to connect with their existing metering infrastructure. If the End User has no existing metering, Lucid can provide the End User with easy-to-install electrical meters that interface with Lucid's Data Logger.



	Qty	Price EA	Total
Lucid Data Logger (up to 32 external Modbus RTU and/or TCP devices; up to 8 pulse inputs)	0	\$1,850.00	\$0.00
AcquiSuite EMB (up to 32 external Modbus RTU and/or TCP devices)	0	\$1,200.00	\$0.00
AcquiLite EMB (up to 32 external Modbus TCP devices; up to 4 pulse inputs)	0	\$850.00	\$0.00
Modhopper (up to 32 external Modbus RTU inputs; up to 2 pulse inputs)	0	\$950.00	\$0.00
High Density Pulse Module (up to 23 pulse inputs converted to Modbus RTU)	0	\$850.00	\$0.00
Flex I/O Module (up to 8 pulse inputs converted to Modbus RTU)	0	\$650.00	\$0.00
Veris Meters (800 amps or less)	0	\$850.00	\$0.00
Veris Meters (800 amps to 2000 amps)	0	\$1,050.00	\$0.00
Larger Meters (2000 amps to 4000 amps)	0	\$1,850.00	\$0.00
CSV Driver (customer provides hardware JACE)	0	\$1,500.00	\$0.00
Hardware JACE-200	2	\$3,950.00	\$7,900.00
Software JACE	0	\$5,950.00	\$0.00

Touchscreen Packages

Lucid's touchscreen units are housed in rugged enclosures and can be mounted on walls or stands. Every touchscreen package includes a touchscreen monitor, wall mount, small form factor PC and all necessary display cables.

	Qty	Price EA	Total
32"-inch ELO LCD Touchscreen Package	3	\$3,950.00	\$11,850.00
42"-inch ELO LCD Touchscreen Package	0	\$4,950.00	\$0.00
46"-inch ELO LCD Touchscreen Package	0	\$5,950.00	\$0.00

Service and Support

A 1 year Service Package is included with the Building Dashboard System Framework.¹

Our Service Packages include:

- Hosting of all collected consumption data
- Technical support from our Support Engineering team
- Ongoing maintenance and Dashboard diagnostics
- Upgrades to the Dashboard software upon new releases of purchased modules or features and functionality
- Ongoing utilization and programming assistance from your Lucid Client Consultant
- Touchscreen troubleshooting and support (when applicable)

One Year Service Package Price Calculator

	Qty	Price EA	Total
Base Service Package - includes first building	1	-	\$750.00
2 to 5 additional buildings, each	2	\$300.00	\$600.00
6 to 10 additional buildings, each	0	\$250.00	\$0.00
11 to 20 additional buildings, each	0	\$200.00	\$0.00
20+ additional buildings, each	0	\$100.00	\$0.00
Touchscreen Service Fee, each	3	\$50.00	\$150.00
TOTAL			\$1,500.00

Service Packages (include all components selected above)

	Qty	Price EA	Total
First year Service Package ¹	-	-	Included
Additional 1 year Service Package - for service beyond the first year	0	\$1,500.00	\$0.00
Additional 3 year Service Package - for service beyond the first year - receive 20% incentive	0	\$3,600.00	\$0.00

Pre-Paid Service Package	\$0.00
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Future Service Packages	1 year Package	\$1,500.00
- Lucid will invoice the End User for Service Packages beginning on the 1st anniversary of the Independent Contract Agreement Effective Date. ^{1,2}	OR	OR
- End User picks then whether to purchase a 1 year or a 3 year Service Package	3 year Package (20% off)	\$3,600.00

Total Due Upon Signing

SOFTWARE & SETUP SUBTOTAL	\$20,050.00
SOFTWARE & SETUP TOTAL	\$20,050.00
HARDWARE SUBTOTAL	\$19,750.00
PRE-PAID SERVICE PACKAGE SUBTOTAL	\$0.00
Sales Tax	Estimated at Time of Invoice
Shipping & Handling	\$400.00
TOTAL	\$40,200.00

¹ Existing Clients will receive free service only up until the anniversary of their previously established service date

² Client must provide written notice to Lucid of its intent to discontinue Service not less than thirty (30) days before the anniversary of the Independent Contractor Agreement Effective Date or Purchase Order (P.O.)

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