

TOTAL

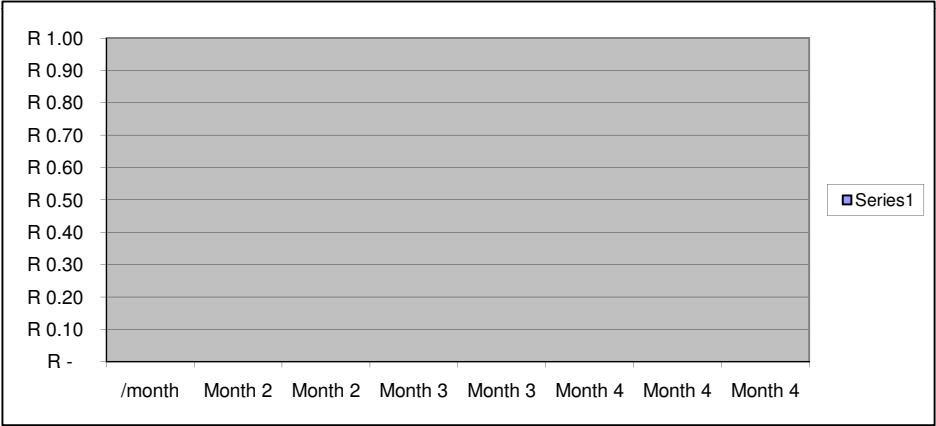
Note 1: Do not fill in any information as it is pulled from the source sheets												
Note 2: No additional contingency will be possible												
NO	EQUIPMENT	EXPLANATION	Server Room	Equipment Room	Cabling - Options	Clarification Deliverables	Design Deliverables	Documentation	Optimization	PM / Site Manage	Compliance Costs	TOTAL PRICE
1	Equipment (As per List)	Refer to individual schedules / scope	R 0.00	R 0.00	R 0.00	NA	NA	NA	NA	NA	NA	R 0.00
NO	LABOUR	EXPLANATION	Server Room	Equipment Room	Cabling - Options	Clarification Deliverables	Design Deliverables	Documentation	Optimization	PM / Site Manage	Compliance Costs	TOTAL PRICE
2	Labour (As per List)	Refer to individual schedules / scope	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00	NA	R 0.00
NO	OVERHEADS	EXPLANATION	Server Room	Equipment Room	Cabling - Options	Clarification Deliverables	Design Deliverables	Documentation	Optimization	PM / Site Manage	Compliance Costs	TOTAL PRICE
3	Overheads (As per List)	Refer to individual schedules / scope	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00
NO	SUB TOTALS	EXPLANATION	Server Room	Equipment Room	Cabling - Options	Clarification Deliverables	Design Deliverables	Documentation	Optimization	PM / Site Manage	Compliance Costs	SUB TOTAL
1	Equipment	Summary	R 0.00	R 0.00	R 0.00	NA	NA	NA	NA	NA	NA	R 0.00
2	Labour	Summary	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00	NA	R 0.00
3	Overheads	Summary	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00
	Estimated Time (Number of Weeks)	NOT Duration (Required Minimum Time)	0.00	0.00	0.00	0.00	0.00	0.00	1.00	0.00	NA	1.00
	SUB TOTAL		R 0.00	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00
NO	CONTINGENCY	EXPLANATION	Server Room	Equipment Room	Cabling - Options	Clarification Deliverables	Design Deliverables	Documentation	Optimization	PM / Site Manage	Compliance Costs	SUB TOTAL
1	Contingency / % to be fixed	Allowance to be made by board	10%	10%	10%	10%	10%	10%	10%	10%	10%	
	TOTAL		R 0.00	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00	R 0.00

Cash Flow

Note 1: Please indicate in which month the invoice should be expected

Note 2: Please note that orders are made on a line item basis and so too payments based on progress completed

NO	Area / Component	Notes	Month	Amount	Month 1	Month 2	Month 3	Month 4	Month 5
1	Upfront Deposit (Not Allowed)	Use No 2 below to run cash flow positive	NA						
2	Project & Site Management		/month	R -	R -				
3	Clarification Deliveables		Month 2	R -	R -				
4	Design Deliverables		Month 2	R -		R -			
5	Server Room		Month 3	R -			R -		
6	SUB TOTALS		Month 3	R -			R -		
7	Cabling - Options		Month 4	R -			R -		
8	Optimization		Month 4	R -					R -
9	Documentation		Month 4	R -					R -
	Total			R -	R -	R -	R -	R -	R -



# Equipment Room BOM

Note 1: Please quantify all line items grouped into lots by making use of the template sheet and state reference to lot number						
Note 2: Please add part numbers to unit items						
NO	Description	Part Number	Quantity	Units	Unit Price	Total Price
	<b>SUB TOTAL</b>					<b>R 0.00</b>
1	Back Plate 1m x 1m		1	Unit	R 0.00	R 0.00
2	220Vac(in) 24vdc/10A (out) PSU		2	Unit	R 0.00	R 0.00
3	Hot Swappable Rail (530mm)		1	Unit	R 0.00	R 0.00
4	PS & IM Bus Module		1	Unit	R 0.00	R 0.00
5	SUB TOTALS		2	Unit	R 0.00	R 0.00
6	8 channel Analogue Input Module		1	Unit	R 0.00	R 0.00
7	32 channel Digital Input Module		1	Unit	R 0.00	R 0.00
8	32 channel Digital Output Module		1	Unit	R 0.00	R 0.00
9	Terminals (2.5mm)		80	Unit	R 0.00	R 0.00
10	G12 OLM		1	Unit	R 0.00	R 0.00
11	DP Plug (90 degrees)		2	Unit	R 0.00	R 0.00
12	IM153-2		1	Unit	R 0.00	R 0.00
13	Fused Type Indicating Terminals		8	Unit	R 0.00	R 0.00
14	Relays with base (24Vdc Coil / Potential free contact, 2A)		32	Unit	R 0.00	R 0.00
15	DP Cabling		2	Meter	R 0.00	R 0.00
16	Pre manufactured fiber optic fly leads (5m)		2	Unit	R 0.00	R 0.00
17	Breakers (5A) - Single Pole		6	Meter	R 0.00	R 0.00
18		Lot #D1	1	Lot	R 0.00	R 0.00
19	Labling		1	Lot	R 0.00	R 0.00

# Labour Rates Price VO Basis

Note 1: The form will be used to form the basis of all labour variations were per hour remuneration is agreed and hence all skill types proposed is to be reflected.							
NO	Description	Functions	Units	Rate 1	Rate 2	Rate 3	Travel Time
I.e.	PLC Software Engineer	Engineer PLC Software	Hr	Office Hours (8-5)	After Hours	Special Days	
	<b>Management</b>						
1	Project Manager	Overall responsible for management of project	Hr	R 0.00	R 0.00	R 0.00	R 0.00
2	Administrator	Assist project manager	Hr	R 0.00	R 0.00	R 0.00	R 0.00
3	Internal Quality Controller	Responsible for internal quality reviews	Hr	R 0.00	R 0.00	R 0.00	R 0.00
	<b>Drawing Office</b>						
1	SUB TOTALS	Document AS-BUILT / design drawings in CAD	Hr	R 0.00	R 0.00	R 0.00	R 0.00
	<b>Site Work</b>						
1	Site Manager	Manage Site Activities	Hr	R 0.00	R 0.00	R 0.00	R 0.00
2	Safety Officer	Legal Appointed responsible for safety	Hr	R 0.00	R 0.00	R 0.00	R 0.00
3	Installation Technician	Trace cables, redline, installation, cold commission	Hr	R 0.00	R 0.00	R 0.00	R 0.00
4	Boiler Maker	Installation of metal supporting structures					
5	Labourers	Assist staff	Hr	R 0.00	R 0.00	R 0.00	R 0.00
6	Cherry Picker Driver	Qualified Operator	Hr	R 0.00	R 0.00	R 0.00	R 0.00
	<b>Work Shop</b>						
1	Foreman	Manage Workshop Activities	Hr	R 0.00	R 0.00	R 0.00	R 0.00
2	Wire Man	Manufacture Panels	Hr	R 0.00	R 0.00	R 0.00	R 0.00
	<b>Engineering</b>						
1	OS Software Engineer	Design and Engineer SCADA Software	Hr	R 0.00	R 0.00	R 0.00	R 0.00
2		Design SCADA Graphics	Hr	R 0.00	R 0.00	R 0.00	R 0.00
3	Senior AS Software Engineer		Hr	R 0.00	R 0.00	R 0.00	R 0.00
4	Junior AS Software Engineer	Assist Senior Engineer	Hr	R 0.00	R 0.00	R 0.00	R 0.00
5	Instrument Technician	Specification of Instruments	Hr	R 0.00	R 0.00	R 0.00	R 0.00
6	Drive Technician		Hr	R 0.00	R 0.00	R 0.00	R 0.00
7	Support Engineer	2nd Line support engineer	Hr	R 0.00	R 0.00	R 0.00	R 0.00
	<b>Networking</b>						
1	Site Manager	Manage Network Activities	Hr	R 0.00	R 0.00	R 0.00	R 0.00
2	Installation Technician	Installation & Terminate of Network Cabling	Hr	R 0.00	R 0.00	R 0.00	R 0.00
3	Labourers	Assist staff	Hr	R 0.00	R 0.00	R 0.00	R 0.00
4	Splice Tester	Test Splicing	Hr	R 0.00	R 0.00	R 0.00	R 0.00
5	Certified Engineer - Ethernet	Certify Ethernet (May be 3rd party)	Hr	R 0.00	R 0.00	R 0.00	R 0.00
6	Certified Engineer - Profibus	Certify Profibus (May be 3rd party)	Hr	R 0.00	R 0.00	R 0.00	R 0.00

## Documentation Deliverables

Note 1: Please state estimated time frame required (in man weeks)						
Note 2: Detail required for deliverable is specified in specification						
Note 3: Documentation phase outcome will be a hold point to be signed off by client allotted person						
NO	Deliverable	Notes	Reviews	Sets	Estimated Duration (weeks)	Total Price
	<b>SUB TOTAL</b>				<b>0.00</b>	<b>R 0.00</b>
1	Up dated Design Documents to AS-BUILT Status	Modification of Design AS-BUILT	Two	Two		R 0.00
2	Recovery Document	Not Only OEM manual	Two	Two		R 0.00
3	Operator Manual	Modification of Final AS-BUILT FDS	Two	Two		R 0.00
4	SUB TOTALS	Specification of procedures for maintainable items	Two	Two		R 0.00
5	Recommended Spares List	Rules used to compile list to be provided also	Two	Two		R 0.00

## Overhead Unit Price VO Basis

Note 1: The form will be used to form the basis of all overhead variations were unit based remuneration has been agreed to.				
Note 2: Please state fixed Km to be travelled as a round trip				
Note 3: Please state mark up on flight / car hire costs				
NO	Category	Explanation	Units	Unit Cost
I.e.	Accommodation	3 Star or better	Day	R 350.00
	<b>Unit Prices</b>			
1	Travel Rate	Fixed Distance in Km between Site / Office / Site: <b>300</b>	Km	R 0.00
2	Living out allowance per person	Allowance for food, etc...	Day	R 0.00
3	SUB TOTALS	3 Star or better	Night	R 0.00
4	Flight / Car Hire	Cost plus <b>10%</b> handling fee	Day	R 0.00
5	Entry Medical	Medical at site entry	Unit	R 0.00
6	Exit Medical	Medical at site exit	Unit	R 0.00

## ROE & Escallation Analysis

Note 1: This form is used to try and predict affect of ROE over next quarter						
NO	Description	Sub Total	Exp. Variance	Affect	Low	High
	<b>SUB TOTAL</b>				<b>R 0.00</b>	<b>R 0.00</b>
<b>1</b>	ROE Exposure - Equipment	R 0.00	10%	R -	R 0.00	R 0.00
<b>2</b>	ROE Exposure - Labour	R 0.00	10%	R -	R 0.00	R 0.00
<b>3</b>	Increase Exposure - Equipment	R 0.00	Incl	Incl	NA	R 0.00
<b>4</b>	Increase Exposure - Labour	R 0.00	Incl	Incl	NA	R 0.00

SUB TOTALS