

PROFESSIONAL SERVICES CONTRACT BETWEEN
THE CITY OF HUNTINGTON BEACH AND
PARTNERS IN CONTROL, INC. DBA ENTERPRISE AUTOMATION
FOR
ON-CALL ENGINEERING SERVICES FOR WATER AND
WASTEWATER SCADA SYSTEMS

THIS AGREEMENT ("Agreement") is made and entered into by and between the City of Huntington Beach, a municipal corporation of the State of California, hereinafter referred to as "CITY," and PARTNERS IN CONTROL, INC., dba ENTERPRISE AUTOMATION, hereinafter referred to as "CONSULTANT."

WHEREAS, CITY desires to engage the services of a consultant to provide On-Call Engineering Services for Water and Wastewater Scada Systems; and

Pursuant to documentation on file in the office of the City Clerk, the provisions of the Huntington Beach Municipal Code, Chapter 3.03, relating to procurement of professional service contracts have been complied with; and

CONSULTANT has been selected to perform these services,

NOW, THEREFORE, it is agreed by CITY and CONSULTANT as follows:

1. SCOPE OF SERVICES

CONSULTANT shall provide all services as described in **Exhibit "A,"** which is attached hereto and incorporated into this Agreement by this reference. These services shall sometimes hereinafter be referred to as the "PROJECT."

CONSULTANT hereby designates Marshall McElroy who shall represent it and be its sole contact and agent in all consultations with CITY during the performance of this Agreement.

2. CITY STAFF ASSISTANCE

CITY shall assign a staff coordinator to work directly with CONSULTANT in the performance of this Agreement.

3. TERM; TIME OF PERFORMANCE

Time is of the essence of this Agreement. The services of CONSULTANT are to commence on JULY 1ST, 2026 (the "Commencement Date"). This Agreement shall automatically terminate three (3) years from the Commencement Date, unless extended or sooner terminated as provided herein. All tasks specified in **Exhibit "A"** shall be completed no later than three (3) years from the Commencement Date. The time for performance of the tasks identified in **Exhibit "A"** are generally to be shown in **Exhibit "A."** This schedule may be amended to benefit the PROJECT if mutually agreed to in writing by CITY and CONSULTANT.

In the event the Commencement Date precedes the Effective Date, CONSULTANT shall be bound by all terms and conditions as provided herein.

4. COMPENSATION

In consideration of the performance of the services described herein, CITY agrees to pay CONSULTANT on a time and materials basis at the rates specified in **Exhibit "B,"** which is attached hereto and incorporated by reference into this Agreement, a fee, including all costs and expenses, not to exceed Two Million Five Hundred Thousand Dollars (\$2,500,000.00).

5. EXTRA WORK

In the event CITY requires additional services not included in **Exhibit "A"** or changes in the scope of services described in **Exhibit "A,"** CONSULTANT will undertake such work only after receiving written authorization from CITY. Additional compensation for such extra work shall be allowed only if the prior written approval of CITY is obtained.

6. METHOD OF PAYMENT

CONSULTANT shall be paid pursuant to the terms of **Exhibit "B."**

7. DISPOSITION OF PLANS, ESTIMATES AND OTHER DOCUMENTS

CONSULTANT agrees that title to all materials prepared hereunder, including, without limitation, all original drawings, designs, reports, both field and office notices, calculations, computer code, language, data or programs, maps, memoranda, letters and other documents, shall belong to CITY, and CONSULTANT shall turn these materials over to CITY upon expiration or termination of this Agreement or upon PROJECT completion, whichever shall occur first. These materials may be used by CITY as it sees fit.

8. HOLD HARMLESS

A. CONSULTANT hereby agrees to protect, defend, indemnify and hold harmless CITY, its officers, elected or appointed officials, employees, agents and volunteers from and against any and all claims, damages, losses, expenses, judgments, demands and defense costs (including, without limitation, costs and fees of litigation of every nature or liability of any kind or nature) arising out of or in connection with CONSULTANT's (or CONSULTANT's subcontractors, if any) negligent (or alleged negligent) performance of this Agreement or its failure to comply with any of its obligations contained in this Agreement by CONSULTANT, its officers, agents or employees except such loss or damage which was caused by the sole negligence or willful misconduct of CITY. CONSULTANT will conduct all defense at its sole cost and expense and CITY shall approve selection of CONSULTANT's counsel. This indemnity shall apply to all claims and liability regardless of whether any insurance policies are applicable. The policy limits do not act as limitation upon the amount of indemnification to be provided by CONSULTANT.

B. To the extent that CONSULTANT performs "Design Professional Services" within the meaning of Civil Code Section 2782.8, then the following Hold Harmless provision applies in place of subsection A above:

“CONSULTANT hereby agrees to protect, defend, indemnify and hold harmless CITY and its officers, elected or appointed officials, employees, agents and volunteers, from and against any and all claims, damages, losses, expenses, demands and defense costs (including, without limitation, costs and fees of litigation of every nature or liability of any kind or nature) to the extent that the claims against CONSULTANT arise out of, pertain to, or relate to the negligence, recklessness, or willful misconduct of CONSULTANT. In no event shall the cost to defend charged to CONSULTANT exceed CONSULTANT’s proportionate percentage of fault. However, notwithstanding the previous sentence, in the event one or more other defendants to the claims and/or litigation is unable to pay its share of defense costs due to bankruptcy or dissolution of the business, CONSULTANT shall meet and confer with CITY and other defendants regarding unpaid defense costs. The duty to indemnify, including the duty and the cost to defend, is limited as provided in California Civil Code Section 2782.8.

C. Regardless of whether subparagraph A or B applies, CITY shall be reimbursed by CONSULTANT for all costs and attorney’s fees incurred by CITY in enforcing this obligation. This indemnity shall apply to all claims and liability regardless of whether any insurance policies are applicable. The policy limits do not act as a limitation upon the amount of indemnification to be provided by CONSULTANT.

9. PROFESSIONAL LIABILITY INSURANCE

CONSULTANT shall obtain and furnish to CITY a professional liability insurance policy covering the work performed by it hereunder. This policy shall provide coverage for CONSULTANT’s professional liability in an amount not less than One Million Dollars (\$1,000,000.00) per occurrence and in the aggregate. The above-mentioned insurance shall not contain a self-insured retention without the express written consent of CITY; however an insurance

policy "deductible" of Ten Thousand Dollars (\$10,000.00) or less is permitted. A claims-made policy shall be acceptable if the policy further provides that:

- A. The policy retroactive date coincides with or precedes the initiation of the scope of work (including subsequent policies purchased as renewals or replacements).
- B. CONSULTANT shall notify CITY of circumstances or incidents that might give rise to future claims.

CONSULTANT will make every effort to maintain similar insurance during the required extended period of coverage following PROJECT completion. If insurance is terminated for any reason, CONSULTANT agrees to purchase an extended reporting provision of at least two (2) years to report claims arising from work performed in connection with this Agreement.

If CONSULTANT fails or refuses to produce or maintain the insurance required by this section or fails or refuses to furnish the CITY with required proof that insurance has been procured and is in force and paid for, the CITY shall have the right, at the CITY's election, to forthwith terminate this Agreement. Such termination shall not effect Consultant's right to be paid for its time and materials expended prior to notification of termination. CONSULTANT waives the right to receive compensation and agrees to indemnify the CITY for any work performed prior to approval of insurance by the CITY.

10. CERTIFICATE OF INSURANCE

Prior to commencing performance of the work hereunder, CONSULTANT shall furnish to CITY a certificate of insurance subject to approval of the City Attorney evidencing the foregoing insurance coverage as required by this Agreement; the certificate shall:

- A. provide the name and policy number of each carrier and policy;
- B. state that the policy is currently in force; and

C. shall promise that such policy shall not be suspended, voided or canceled by either party, reduced in coverage or in limits except after thirty (30) days' prior written notice; however, ten (10) days' prior written notice in the event of cancellation for nonpayment of premium.

CONSULTANT shall maintain the foregoing insurance coverage in force until the work under this Agreement is fully completed and accepted by CITY.

The requirement for carrying the foregoing insurance coverage shall not derogate from CONSULTANT's defense, hold harmless and indemnification obligations as set forth in this Agreement. CITY or its representative shall at all times have the right to demand the original or a copy of the policy of insurance. CONSULTANT shall pay, in a prompt and timely manner, the premiums on the insurance hereinabove required.

11. INDEPENDENT CONTRACTOR

CONSULTANT is, and shall be, acting at all times in the performance of this Agreement as an independent contractor herein and not as an employee of CITY. CONSULTANT shall secure at its own cost and expense, and be responsible for any and all payment of all taxes, social security, state disability insurance compensation, unemployment compensation and other payroll deductions for CONSULTANT and its officers, agents and employees and all business licenses, if any, in connection with the PROJECT and/or the services to be performed hereunder.

12. TERMINATION OF AGREEMENT

All work required hereunder shall be performed in a good and workmanlike manner. CITY may terminate CONSULTANT's services hereunder at any time with or without cause, and whether or not the PROJECT is fully complete. Any termination of this Agreement by CITY shall be made in writing, notice of which shall be delivered to CONSULTANT as provided herein. In the

event of termination, all finished and unfinished documents, exhibits, report, and evidence shall, at the option of CITY, become its property and shall be promptly delivered to it by CONSULTANT.

13. ASSIGNMENT AND DELEGATION

This Agreement is a personal service contract and the work hereunder shall not be assigned, delegated or subcontracted by CONSULTANT to any other person or entity without the prior express written consent of CITY. If an assignment, delegation or subcontract is approved, all approved assignees, delegates and subconsultants must satisfy the insurance requirements as set forth in Sections 9 and 10 hereinabove.

14. COPYRIGHTS/PATENTS

CITY shall own all rights to any patent or copyright on any work, item or material produced as a result of this Agreement.

15. CITY EMPLOYEES AND OFFICIALS

CONSULTANT shall employ no CITY official nor any regular CITY employee in the work performed pursuant to this Agreement. No officer or employee of CITY shall have any financial interest in this Agreement in violation of the applicable provisions of the California Government Code.

16. NOTICES

Any notices, certificates, or other communications hereunder shall be given either by personal delivery to CONSULTANT's agent (as designated in Section 1 hereinabove) or to CITY as the situation shall warrant, or by enclosing the same in a sealed envelope, postage prepaid, and depositing the same in the United States Postal Service, to the addresses specified below. CITY and CONSULTANT may designate different addresses to which subsequent notices, certificates or other communications will be sent by notifying the other party via personal delivery, a reputable overnight carrier or U. S. certified mail-return receipt requested:

TO CITY:

City of Huntington Beach
ATTN: Director of Public Works
2000 Main Street
Huntington Beach, CA 92648

TO CONSULTANT:

Partners In Control, Inc., dba Enterprise
Automation
ATTN: Marshall McElroy
9050 Irvine Center Drive, Suite 200
Irvine, CA 92618

17. CONSENT

When CITY's consent/approval is required under this Agreement, its consent/approval for one transaction or event shall not be deemed to be a consent/approval to any subsequent occurrence of the same or any other transaction or event.

18. MODIFICATION

No waiver or modification of any language in this Agreement shall be valid unless in writing and duly executed by both parties.

19. SECTION HEADINGS

The titles, captions, section, paragraph and subject headings, and descriptive phrases at the beginning of the various sections in this Agreement are merely descriptive and are included solely for convenience of reference only and are not representative of matters included or excluded from such provisions, and do not interpret, define, limit or describe, or construe the intent of the parties or affect the construction or interpretation of any provision of this Agreement.

20. INTERPRETATION OF THIS AGREEMENT

The language of all parts of this Agreement shall in all cases be construed as a whole, according to its fair meaning, and not strictly for or against any of the parties. If any provision of this Agreement is held by an arbitrator or court of competent jurisdiction to be unenforceable, void, illegal or invalid, such holding shall not invalidate or affect the remaining covenants and provisions of this Agreement. No covenant or provision shall be deemed dependent upon any other unless so expressly provided here. As used in this Agreement, the masculine or

neuter gender and singular or plural number shall be deemed to include the other whenever the context so indicates or requires. Nothing contained herein shall be construed so as to require the commission of any act contrary to law, and wherever there is any conflict between any provision contained herein and any present or future statute, law, ordinance or regulation contrary to which the parties have no right to contract, then the latter shall prevail, and the provision of this Agreement which is hereby affected shall be curtailed and limited only to the extent necessary to bring it within the requirements of the law.

21. DUPLICATE ORIGINAL

The original of this Agreement and one or more copies hereto have been prepared and signed in counterparts as duplicate originals, each of which so executed shall, irrespective of the date of its execution and delivery, be deemed an original. Each duplicate original shall be deemed an original instrument as against any party who has signed it.

22. IMMIGRATION

CONSULTANT shall be responsible for full compliance with the immigration and naturalization laws of the United States and shall, in particular, comply with the provisions of the United States Code regarding employment verification.

23. LEGAL SERVICES SUBCONTRACTING PROHIBITED

CONSULTANT and CITY agree that CITY is not liable for payment of any subcontractor work involving legal services, and that such legal services are expressly outside the scope of services contemplated hereunder. CONSULTANT understands that pursuant to *Huntington Beach City Charter* Section 309, the City Attorney is the exclusive legal counsel for CITY; and CITY shall not be liable for payment of any legal services expenses incurred by CONSULTANT.

24. ATTORNEY'S FEES

In the event suit is brought by either party to construe, interpret and/or enforce the terms and/or provisions of this Agreement or to secure the performance hereof, each party shall bear its own attorney's fees, such that the prevailing party shall not be entitled to recover its attorney's fees from the nonprevailing party.

25. SURVIVAL

Terms and conditions of this Agreement, which by their sense and context survive the expiration or termination of this Agreement, shall so survive.

26. GOVERNING LAW

This Agreement shall be governed and construed in accordance with the laws of the State of California.

27. SIGNATORIES

Each undersigned represents and warrants that its signature hereinbelow has the power, authority and right to bind their respective parties to each of the terms of this Agreement, and shall indemnify CITY fully for any injuries or damages to CITY in the event that such authority or power is not, in fact, held by the signatory or is withdrawn.

28. ENTIRETY

The parties acknowledge and agree that they are entering into this Agreement freely and voluntarily following extensive arm's length negotiation, and that each has had the opportunity to consult with legal counsel prior to executing this Agreement. The parties also acknowledge and agree that no representations, inducements, promises, agreements or warranties, oral or otherwise, have been made by that party or anyone acting on that party's behalf, which are not embodied in this Agreement, and that that party has not executed this Agreement in reliance on any representation, inducement, promise, agreement, warranty, fact or circumstance not expressly set forth in this

Agreement. This Agreement, and the attached exhibits, contain the entire agreement between the parties respecting the subject matter of this Agreement, and supersede all prior understandings and agreements whether oral or in writing between the parties respecting the subject matter hereof.

29. EFFECTIVE DATE

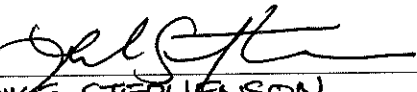
This Agreement shall be effective on the date of its approval by the City Council.
This Agreement shall expire when terminated as provided herein.

IN WITNESS WHEREOF, the parties hereto have caused this Agreement to be executed by and through their authorized officers.

CONSULTANT,

PARTNERS IN CONTROL, INC, dba
ENTERPRISE AUTOMATION

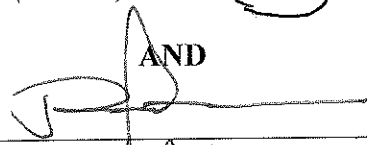
CITY OF HUNTINGTON BEACH, a
municipal corporation of the State of
California

By: 
LUKE STEPHENSON

print name

ITS: (circle one) Chairman President Vice President

AND

By: 
Richard A. Lemmon

print name

ITS: (circle one) Secretary Chief Financial Officer/Asst.
Secretary - Treasurer Vice President

Mayor

City Clerk

INITIATED AND APPROVED:



Director of Public Works

REVIEWED AND APPROVED:

City Manager

APPROVED AS TO FORM:



City Attorney

EXHIBIT "A"

- A. STATEMENT OF WORK: (Narrative of work to be performed)
SEE ATTACHED EXHIBIT A
- B. CONSULTANT'S DUTIES AND RESPONSIBILITIES:
- C. CITY'S DUTIES AND RESPONSIBILITIES:
- D. WORK PROGRAM/PROJECT SCHEDULE:



**ENTERPRISE
AUTOMATION**
A TETRA TECH COMPANY

"Nothing Leaves Untested"

Proposal Response for:

On-Call Engineering Services for Water and Wastewater SCADA Systems

v.1.0.0

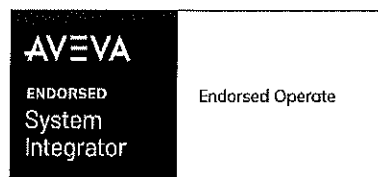
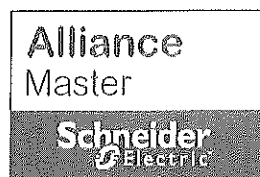
EA PROJECT NUMBER: EA26CHB154

Prepared for: City of Huntington Beach
On: April 27, 2026

Prepared by:

Marshall McElroy
Client Account Manager

McKenna Anderson
Automation Sales Associate



City of Huntington Beach
19001 Huntington St.
Huntington Beach, CA 92648



Attention: Stewart Griffin
Utilities Technology Supervisor

Subject: On-Call Engineering Services for Water and Wastewater SCADA Systems

Thank you for this opportunity to present the following Proposal for On-Call SCADA Services for the City of Huntington Beach (the City). As we understand it, the City is seeking the services of a qualified control systems integrator to provide as-needed design, integration, and programming assistance with all aspects of their SCADA system.

Enterprise Automation (EA) is the City's current on-call SCADA Systems Integrator and has delivered exceptional value and state-of-the-art solutions to the City since 2012. Over the course of our relationship, we have acted as an extension of the City's staff to implement protocols, best practices, and standards that have **reduce operating costs, eliminated SCADA system failures, increased cybersecurity, and significantly enhanced visibility and control** over the City's water and wastewater assets.

Our history with the City, and the fact that we surpass the City's desired qualifications and critical vendor certifications with AVEVA, VTScada, and Schneider Electric, makes us an ideal candidate to provide the City with on-call SCADA services. Additionally:

- Our understanding of the City's vision for their SCADA assets will allow us to continue implementing projects that will strengthen system resiliency and emergency readiness (see B.2.3 for more details).
- We have consistently demonstrated an ability to complete projects on or under budget, only having exceeded project budgets 4 times (totaling \$2,931) over the course of 14 years and 109 projects.
- We enjoy working with the City, as your team's focus on uncompromising quality and progress makes the City of Huntington Beach a leader in water systems technology in Southern California and strongly aligns with our values as an integrator.

We are excited to compete for your business once again and hope to continue providing best-in-class service with a commitment to fiscal responsibility and efficiency. As Enterprise Automation's Client Account Manager, I hereby submit our proposal which includes this cover letter, our vendor application form, required proposal sections, and fee proposal. This proposal is valid for a 180-day period from the date of submittal.

Sincerely,

On behalf of,

Marshall McElroy
Client Account Manager

Luke Stephenson, PE, PMP, MBA
President

PROPOSAL CONTACT

Marshall McElroy
Client Account Manager
(803) 640-3788
marshall.mcelroy@eaintegrator.com

Vendor Application Form

REQUEST FOR PROPOSAL

VENDOR APPLICATION FORM

TYPE OF APPLICANT: ☐ NEW ☒ CURRENT VENDOR

Legal Contractual Name of Corporation: Partners in Control, Inc.

Contact Person for Agreement: Luke Stephenson

Corporate Mailing Address: 9050 Irvine Center Dr., Suite 200

City, State and Zip Code: Irvine, CA 92618

E-Mail Address: luke.stephenson@eaintegrator.com

Phone: (949) 769-6000 Fax: (949) 769-6005

Contact Person for Proposals: Marshall McElroy

Title: Client Account Manager E-Mail Address: marshall.mcelroy@eaintegrator.com

Business Telephone: (949) 769-6000 Business Fax: (949) 769-6005

Year Business was Established: 1998

Is your business: (check one)

☐ NON PROFIT CORPORATION ☒ FOR PROFIT CORPORATION

Is your business: (check one)

☒ CORPORATION	☐ LIMITED LIABILITY PARTNERSHIP
☐ INDIVIDUAL	☐ SOLE PROPRIETORSHIP
☐ PARTNERSHIP	☐ UNINCORPORATED ASSOCIATION

Names & Titles of Corporate Board Members

(Also list Names & Titles of persons with written authorization/resolution to sign contracts)

Names	Title	Phone
Luke Stephenson	President	(949) 769-6000 x 118
Derrick Malcolm	Finance Director	(949) 769-6000 x 103

Federal Tax Identification Number: 20-5546755

City of Huntington Beach Business License Number: A286224

(If none, you must obtain a Huntington Beach Business License upon award of contract.)

City of Huntington Beach Business License Expiration Date: 03/31/2027

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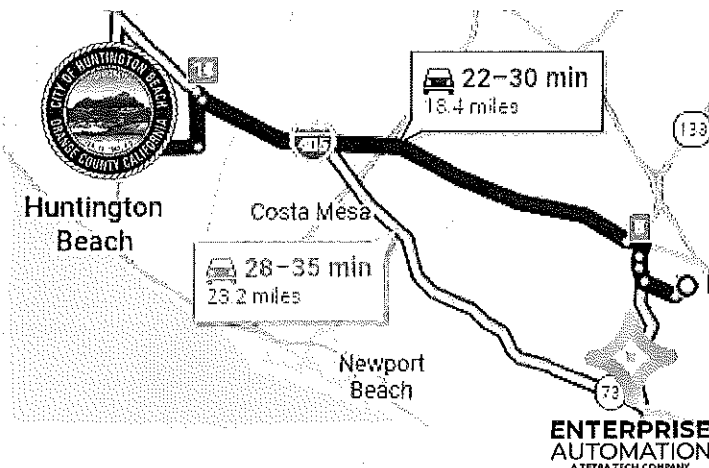
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B. Background and Project Summary

Enterprise Automation (EA) is a full-service integration and automation consulting firm located in Irvine, California, **less than 30 minutes from the City**. Over the past 28 years, our staff has grown to 67 individuals, the majority of whom are full-time, degreed engineers. EA serves a variety of process-driven industries but specializes in systems that monitor and control the treatment, distribution, and storage of water and wastewater.

EA focuses on providing relationship-based and client-centric integration and on call services, and our traditional systems integration services (including upgrading, maintaining, and replacing SCADA and PLC systems) are complemented by a suite of consulting services including but not limited to on call services, SCADA and OT network audits, master planning, cybersecurity, and budget management.

Our experience, project management systems, and bandwidth to complete multiple projects or task orders in parallel on an as-needed, on-call basis. We also have a long history of providing reliable, timely services and designing and implementing SCADA platforms and PLC hardware that deliver lasting value, are easy to maintain, and experience minimal unexpected downtime.



Our Irvine headquarters, the primary office location for EA's staff members, is approximately 19 miles from the City's facilities, allowing our engineers to **respond to emergency support calls quickly**.

Additionally, this proximity allows EA and the City to have more frequent in-person meetings which, in our experience, significantly improves rapport and builds trust, two essential factors in maintaining a long-term and successful consultant-client partnership.

B.1 Tetra Tech

Tetra Tech is a global leading provider of water-focused consultant and engineering services that has 60 years of experience in the engineering industry. EA was acquired by Tetra Tech in 2021 and is a leader Tetra Tech's Digital Systems Group (DSX), an operating unit dedicated to providing integration and automation consulting services to clients with complex control systems across the nation.



Tetra Tech strengthens our suite of services with their global presence and turnkey engineering services. Backed by Tetra Tech's 25,000 employees across 500 offices and 7 continents, we can provide our clients with unmatched expertise and have unprecedented access to specialists in cybersecurity, water and wastewater design, renewable energy, and hundreds of other disciplines.

We leverage the combined strength of the DSX group to deliver high quality projects in any industry and in any location. Within Tetra Tech and DSX, EA still operates as our own brand with independent management, and we maintain our focus on personal relationships that create long term value for our clients.

B.2 Project Summary

The City of Huntington Beach is a core city in Orange County and has an renowned stretch of beach. Home to over 200,000 Americans (including some of our engineers), the City has an enormous responsibility to effectively operate the water utility, flood control, and wastewater collection system serving its citizens.

Understanding the importance of the City's responsibilities, EA has provided on-call services that have allowed the City serve their citizens to the fullest capacity, and **we have reliably done so for 14 years**. EA will support the City and their wells, reservoirs, booster stations, feeder facilities, flood control facilities, and lift stations by continuing to provide the following services:

1. As-needed SCADA integration and general ongoing, and 24x7 emergency support through a support contract
 - a. To ensure the City has access to 24/7 emergency support, we developed a virtualized test platform for the City and host it at our office (see Section C.1.5 for more information). Though the City is only 20-30 minutes from our headquarters in Irvine, **we understand immediate response is crucial to maintain system operations and leverage the test platform to provide that support**.
2. Collection, planning, and execution of non-urgent change requests (CRs)
 - a. We developed the City's change request process. We want to make sure the City is well equipped to make requests, receive support and maintain their SCADA system.
3. SCADA platform maintenance and upgrades
 - a. We created the City's controls system standards and have regularly maintained them during project work and routine maintenance. We have proceduralized the routine maintenance we conduct for the City to ensure their systems remain reliable and optimized (see Section C.2.5 for more information).
4. Design, implementation, and commissioning for CIP projects for new Sewer Lift Stations & Flood Station upgrades
 - a. EA is aware of the City's ongoing and planned projects, which are described in B.3.

**EA staff have
spent 24,000+
hours becoming
experts with the
City's SCADA
System**

B.3 Known Future Projects

Because the RFP does not detail specific tasks or projects, this proposal does not contain a defined “project schedule” or “description of specific tasks [EA] will require from City staff” as requested in section 4.C of the RFP. Instead, we will review the some of City’s upcoming projects to demonstrate our understanding of the City’s needs and goals.

Through our most recent master planning conversations with City staff and several ongoing upgrades, EA anticipates the City will pursue the following projects (and more) over the course of this upcoming on call engineering professional services agreement.

B.3.1 Critical Site Upgrades and PLC Standardizations

The City has sites with aging PLC infrastructure that have continued to pose reliability issues. To proactively avoid full controller failure and to standardize the PLC programs and technologies across their sites, the City will continue implementing new PLCs and programs at each of their sites, including lift stations, flood stations, and turnout sites. The City will additionally upgrade their reservoir booster station sites in the same way.

EA has successfully completed the legacy Murphy controller replacements with Modicon M340s at many of the City’s sites. Through the lift station, turnout, and flood station upgrade projects, we have a streamlined an efficient approach to the design and implementation of new PLCs at each of the City’s sites. This approach has proven a reduction in risk through rigorous hardware and software testing and standardized deployment procedures.

B.3.2 Well 07/13/04 On-Site Chlorine Generation Construction

The City has moved forward with the design and implementation of on-site chlorine generation (OSG) at various water wells and booster pump stations. The City is actively implementing OSG as Wells 7, 13, and 4, which are the first sites to host this system. EA is playing a critical role in this implementation, as we are designing and integrating the OSG systems into the City’s SCADA system to provide them with monitoring and control abilities.

The City will need an integrator who can cost effectively implement OSG across their sites, as they are going to continue adding OSGs. EA is an advantageous partner because we can use our specific experience with the City’s system as well as our template designs and programs to minimize the effort needed to complete this process for future sites, thus reducing costs and enabling the City to utilize budget for other projects.

B.3.3 Well 03A PFAS Design and Implementation

The City is hiring an engineering design consultant to design a PFAS treatment system at Well 03A and will need an integrator with proven experience integrating PFAS controls into SCADA. EA has integrated PFAS treatment for several other municipalities, including neighboring Santa Ana, and we will leverage our experiences from those projects to work more efficiently for the City. EA will be involved throughout the project, including designing how the PFAS treatment system will operate from a controls standpoint, developing program updates based on the new signals coming from the PFAS system, and aiding contractors during commissioning to ensure the site’s control system is operating as intended.

C. Methodology

C.1 Project Methodology

EA will leverage the project methodology that we have successfully used with the City for over a decade. This methodology, established and honed since 1998, has consistently led to successful projects that meet or improve our clients' budgets, schedules, and satisfaction.

C.1.1 Project Proposal

The project proposal is a cornerstone of the project that sets expectations for both EA engineers and the City through a detailed description of deliverables and the proposed path to accomplish those deliverables. This document also includes initial design requirements, project assumptions, and risks. It is critically reviewed to ensure the highest probability of project success and customer satisfaction.

C.1.2 Project Management

Enterprise Automation assigns a dedicated project manager (PM) for each client, enhancing continuity for our clients and visibility over all ongoing projects.

For every project, the project manager develops a detailed schedule based on the tasks identified in the project proposal and then assigns tasks to engineers on the project team. The PM will also coordinate a project kickoff meeting for the internal team that will execute the project and a subsequent kickoff with the City.

During the kickoffs, EA and the City will establish project expectations and coordinate the execution plan for the project (e.g. assumptions, responsibilities, risks, key team members, etc.) Kickoff meetings are key factors in establishing and maintaining trust as well as ensuring open communications between all team members (City and EA).

Throughout the project, the PM routinely tracks progress against the project schedule and prepares project status reports. The project manager also ensures that all hardware, software, and other services, as may be required for the project, are procured to meet project scheduling deadlines. The PM will contact the City's main point of contact a minimum of once every two weeks for project status updates.

C.1.3 Comprehensive Design

For each project, Enterprise Automation typically conducts an analysis of clients systems and conducts workshops with them to ensure we have a thorough understanding of their needs before we start designing their controls system. EA then develops the designs and proposed solutions, which may be in the form of functional specifications, network design documents, panel designs, flowcharts, standards, and sample screens and object templates as needed.

C.1.4 Workshops

As necessary, and often on a weekly or bi-weekly basis, EA facilitates workshops with the City to review and discuss open deliverables and project progress. These workshops ensure the final deliverables are approved by the City and meet their unique needs.

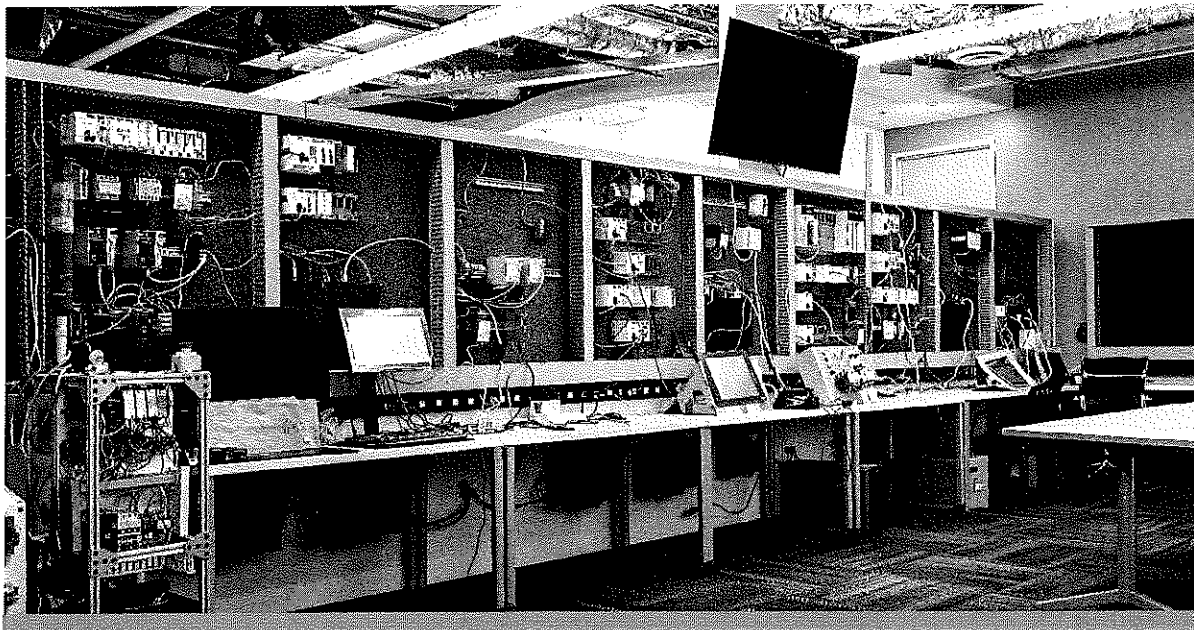
The general goals of the workshops are to:

- Transfer knowledge between EA and the City
- Demonstrate product feature sets to the City
- Present designs to the City and solicit feedback
- Review and document significant decisions
- Collaborate on the design of system elements where both Enterprise Automation and City expertise is required
- Plan project testing or deployments

C.1.5 Test platform

Enterprise Automation currently hosts a City of Huntington Beach test platform in our office in Irvine, which we developed in 2014 and have upgraded and maintained since. It consists of a City owned server and miscellaneous PLC hardware along with all software required to replicate the City's on-site configured SCADA system.

The test platform is a vital tool that we use to mitigate risk and support the City. The test platform enables us to provide faster and more effective remote support when the City requires it, and the primary advantage is that with a replica of the City's on-site SCADA platform, we can implement changes in a controlled environment where issues cannot affect safety or production.



C.1.6 In-house Testing and Factory Acceptance Testing (FAT)

While most integrators just provide clients with an FAT, we conduct internal testing first. Where immediate FATs result in numerous errors and waste client time, we conduct internal testing to catch over 90% of errors beforehand. That way, clients can focus on the look and feel of the system during FAT rather than be constantly interrupted by errors.

Internal testing ensures that the programs, configurations, and panel designs are thoroughly validated prior to deployment. We take testing seriously, as experience has taught us that the success or failure of an industrial automation project directly correlates with the amount and quality of testing performed during that project.

Before we conduct internal testing, we develop a detailed set of ITCs (Inspection Test Checklist) that we send to the clients for approval. Once approved, two engineers conducting testing to ensure accountability and thoroughness. Any non-conformances are documented, corrected, and then re-tested. The testing engineers, Lead Engineer, and Project Manager assigned to that project must sign off on internal testing before deployment can begin. All test results are available to the City on a per-request basis.

As required, Enterprise Automation will also host a Factory Acceptance Test (FAT) with the clients at our office, which the City has attended many times. The FAT is designed to provide our clients the opportunity to review EA's testing process and get valuable hands-on experience with the final product prior to deployment. Once the FAT is complete, our clients must sign off on the FAT before deployment can begin.

C.1.7 Commissioning and Site Acceptance Testing

After testing is complete, EA will schedule the deployment, Site Acceptance Testing (SAT), and final commissioning with the City. As with testing, the team will develop a highly detailed set of procedures and checklists to guide the deployment process. We are meticulous with deployment planning, as years of experience have proven that change orders, deployment delays, and commissioning mistakes are guaranteed to happen when planning is not emphasized. When necessary, EA will develop work orders so that City employees or subcontracted parties can execute work according to our and the City's standards.

C.1.8 Training

As necessary, Enterprise Automation will conduct operator training. This will include preparing training laptops, presentations, and training manuals as needed to provide the training, either in-house or on-site as may be required. EA can accommodate a variety of shift schedules and personnel experience to provide highly customized courses.

C.1.9 Final closeout

During this phase, Enterprise Automation will compile all relevant documentation and present it to the City. Enterprise Automation will hold a project closeout meeting with the customer to review the deliverables, discuss the final project, and ensure the City's satisfaction.

C.2 Support Contract

The City's SCADA system occasionally presents alerts, notifications, and bugs that require troubleshooting. The City currently averages about one call per month for mostly minor issues. The quantity of support calls has greatly reduced over the course of our relationship with the City.

The following deliverables and services will be provided under an annual maintenance and support contract. We've included a detailed draft version of the FY26-27 support contract in **Appendix D**.

C.2.1 Server software updates and audits

EA established a Windows Server Update Services (WSUS) server during the virtualization project we completed for the City in 2013. WSUS enables a more efficient management of the distribution of updates and hotfixes released by Microsoft for their operating systems. Since implementing WSUS, EA has executed updates for it no less than twice a year.

C.2.2 SCADA software upgrades

EA routinely monitors the City's SCADA software vendors for new version releases, patches, and service packs. EA will conduct an evaluation of these updates on EA's test platform before they are deployed to the City's live system.

The upgrade procedure EA developed for the City also requires EA to develop a fallback plan for the system during upgrades. This way, the system can be recovered to a stable condition if an update has unexpected effects on the system.

C.2.3 Manufacturer support renewal

The City's SCADA platform consists of a wide variety of hardware and software components that should be tracked, maintained, and supported by the manufacturers due to the mission critical nature of the City's system. If selected, EA will continue to maintain and update the electronic 'Mantis' tracking system EA implemented to automatically track the City's software and hardware support renewals.

The City maintains support contracts for the following software. **Green** checks indicate that EA manages the support contracts for the City.

- Dell server next day business support
- Schneider Electric EcoStruxure Control Expert support
- VMware vCenter Server technical support
- ✓ VTScada technical support
- Veeam technical support
- ✓ AVEVA Reports technical support

This wide variety of components and manufacturers results in a complex annual renewal schedule, which requires a systematic schedule and reminder system to manage successfully. **The City should ensure the selected SCADA consultant is willing and able to track their software and support contracts.**

A critical component of the City's support system is their formal change control system that EA implemented. This system tracks change requests and work orders, which are typically non-urgent and smaller projects that do not require significant coordination or budgets.

When implemented correctly, as EA and the City have done, change control allows engineers to log requests, develop a proposed solution, obtain authorization to implement the change, and log notes, all within a single interface. The database also includes features to assign tasks, log notes, and send automated notifications, making it **extremely valuable for tracking and organizing complex work order backlogs.**

EA will continue to maintain the City's Mantis BT based Source Control database and address CRs through ongoing collection, routine check-ins, and annual planning meetings.

9050 Irvine Center Drive, Irvine, CA 92618 USA
Tel 949-769-6000 Fax 949-769-6005
www.eaintegrator.com

C.2.5 Scheduled maintenance

EA will continue providing routine scheduled maintenance for the City's SCADA system to ensure its components—PLCs, OITs, servers, virtualization software, networking devices, etc.—are properly maintained. This includes inspecting alarm and event logs, confirming correct component operation, installing firmware updates, and updating system documentation as required.

EA developed and leverages five maintenance procedures, customized for the City's Assets:

1. "CHB Master Maintenance Procedure"
2. "CHB Computer Maintenance Procedure"
3. "CHB PLC Maintenance Procedure"
4. "CHB Server Maintenance Procedure"
5. "CHB Test Platform WSUS Procedure"

Over the past six years, EA has performed these services at least twice a year.

CHB Master Maintenance Procedure

Project No.:	Project Name:	Start Date:
Engineers:		Completion Date:

✓ CHECK LIST:

(The Engineer initials the appropriate box after the item has been correctly completed)

The EA engineer is responsible for initiating and progress is made.

CHB Server Maintenance Procedure

Server:	CHBESX01	Date:
Facility:	Utility Yard	Inspected By:

1	In Office Preparation	Inspection	Notes
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1.1	If this maintenance visit will be up the test platform (Wonderware and procedure): 1. Download the latest Dell a. needed 2. Install firmware on the te 3. Use Update Manager In 4. Remediate the test plat	☐ CPU (note total and used in vCenter Server) ☐ Memory (note total and used in vCenter Server) ☐ Disk (note datastore, total space, and free space)	CHB PLC Maintenance Procedure
-----	--	--	--------------------------------------

1.2	Complete the "CHB Test Platform"	Inspection (go online with current PLC program)	Notes						
1.3	Remote into the production system: VTScaada) on going updates and approve needed up; update files successfully download NOTE: Production WSUS synchron test platform synchronization to av	☐ Scan Time (note period and current duration) (Navigate to Tools->PLC Screen) ☐ Memory (note free program and data memory) (Navigate to PLC->Memory Consumption)	<table border="1"> <tr> <td>PLC:</td> <td>Master PLC (M560)</td> <td>Date:</td> </tr> <tr> <td>Facility:</td> <td>Utility Yard</td> <td>Inspected By:</td> </tr> </table>	PLC:	Master PLC (M560)	Date:	Facility:	Utility Yard	Inspected By:
PLC:	Master PLC (M560)	Date:							
Facility:	Utility Yard	Inspected By:							

1.4	Packing list: 1. Printed maintenance pro 2. Extra copies of Compute 3. Electronic documentation a. Network draw b. IP address list c. Passwords 4. Controlled PLC program 5. USB cable for PLC conn 6. Utility 7. Dell server firmware (if a 8. Tools 9. Electric duster and clear 10. Camera	☐ ESXi Event Logs (note abnormalities) ☐ DRAC Event Logs (note abnormalities)	☐ Diagnostic Log (note abnormalities, acknowledge any active) (Navigate to Tools->Diagnostic Viewer) ☐ Local/EIO/RIO Bus Status (open Local/EIO/RIO bus configuration, note bus communication module errors)
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	Maintenance ☐ Install Firmware Updates (if applicable for this maintenance visit) ☐ Install ESXi Updates (if applicable for this maintenance visit) ☐ Hardware Checkout (exterior and interior, blow out dust)	☐ NOE/NOC Module Status/Log (open NOE in bus configuration, go to debug tab, note abnormalities) (connect to NOC in DTM Browser, right click and go to Device Menu -> Diagnosis, note abnormalities) ☐ SCADA Alarm Log (filter history for PLC, note abnormalities) ☐ Hot Standby Status (if applicable, both controllers running and equal)
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Other Notes	Maintenance	Notes
	☐ Program Match (controlled version matches online version, upload program if mismatch for backup) ☐ Memory Backup (upload data to file for se(point backup)	
Other Notes		

C.2.6 Urgent Support

24x7 urgent support has, and will continue to be provided as follows:



Phone Support

First tier of support.

The City can call staff listed in the support contract or use our dedicated after-hours call services.



Remote Support

Second tier of support.

EA will remote into the City's system to resolve issues that could not be resolved by phone.



Onsite Support

Third tier of support.

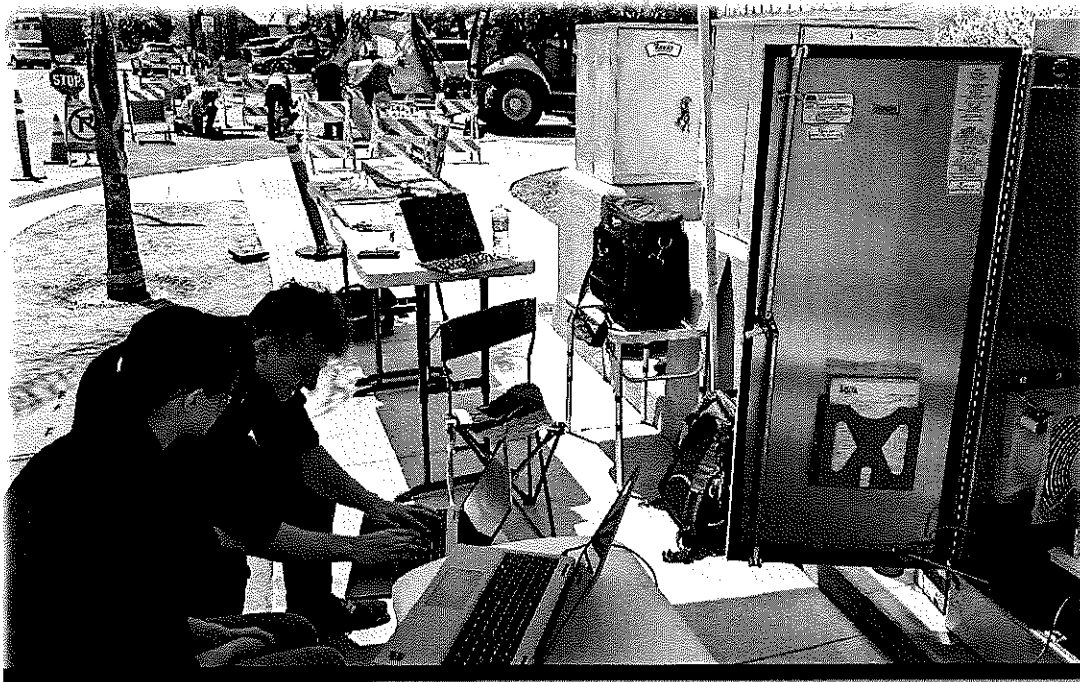
EA will arrive onsite to support the City if phone and remote support do not resolve the issue.

C.2.7 Long term planning

Enterprise Automation believes that the best approach to ensure our clients' needs are met is to establish a multi-year master plan that provides a clear, actionable roadmap to achieving their desired results. This master plan also sets long term financial expectations and ensures that each project undertaken is consistent with the overall goals.

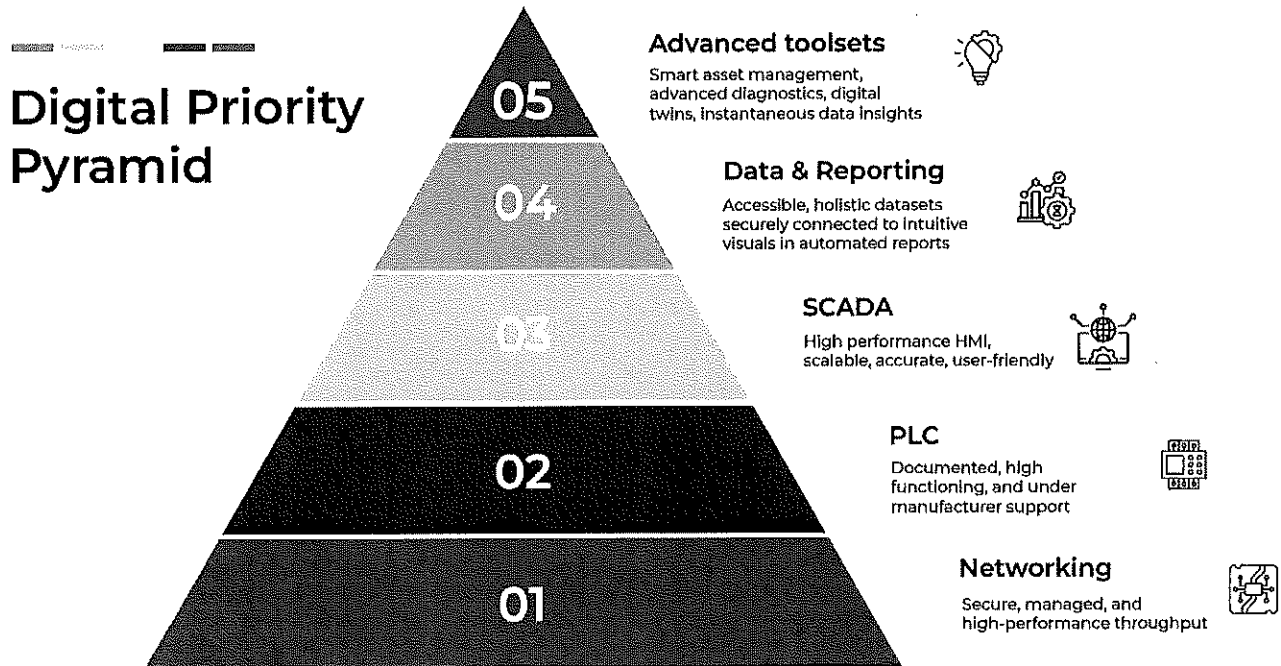
Annually, EA has conducted one or more planning meetings with the City to review scheduled and suggested projects on a five-year timeline.

This process has been a critical component of the City's gradual progression towards a standardized and reliable SCADA platform without budget or schedule over runs.



C.3 Digital Transformation

Over the past decade, the City has continually moved towards stability, security, and standardization with its SCADA assets. Because of this long-term commitment, the City is in ideally positioned to advance to the next level of their Industrial Automation Digital Transformation.



Based on our knowledge of and experience with the City's system, the City is well suited for tiers 4 and 5. The City's progression to universal standardization through efficient and paced investments has given the City an opportunity to expand their capabilities, as AI can be used more effectively now than ever before. There are many new tools that can bring immense value with minimal effort. For example,

- New artificial intelligence (AI) systems can be used to analyze the historical data being collected to predict future issues before they happen
- Paperless rounds systems can allow operators to perform maintenance rounds, transmit the data automatically to the SCADA historian, and be presented with SOPs and drawings in case they find an issue, all from a mobile device in the field
- Machine learning engines can analyze equipment operational data (e.g. pump runtimes, pump start stops, power usage, flow, pressure) to better predict maintenance intervals and prevent equipment failures

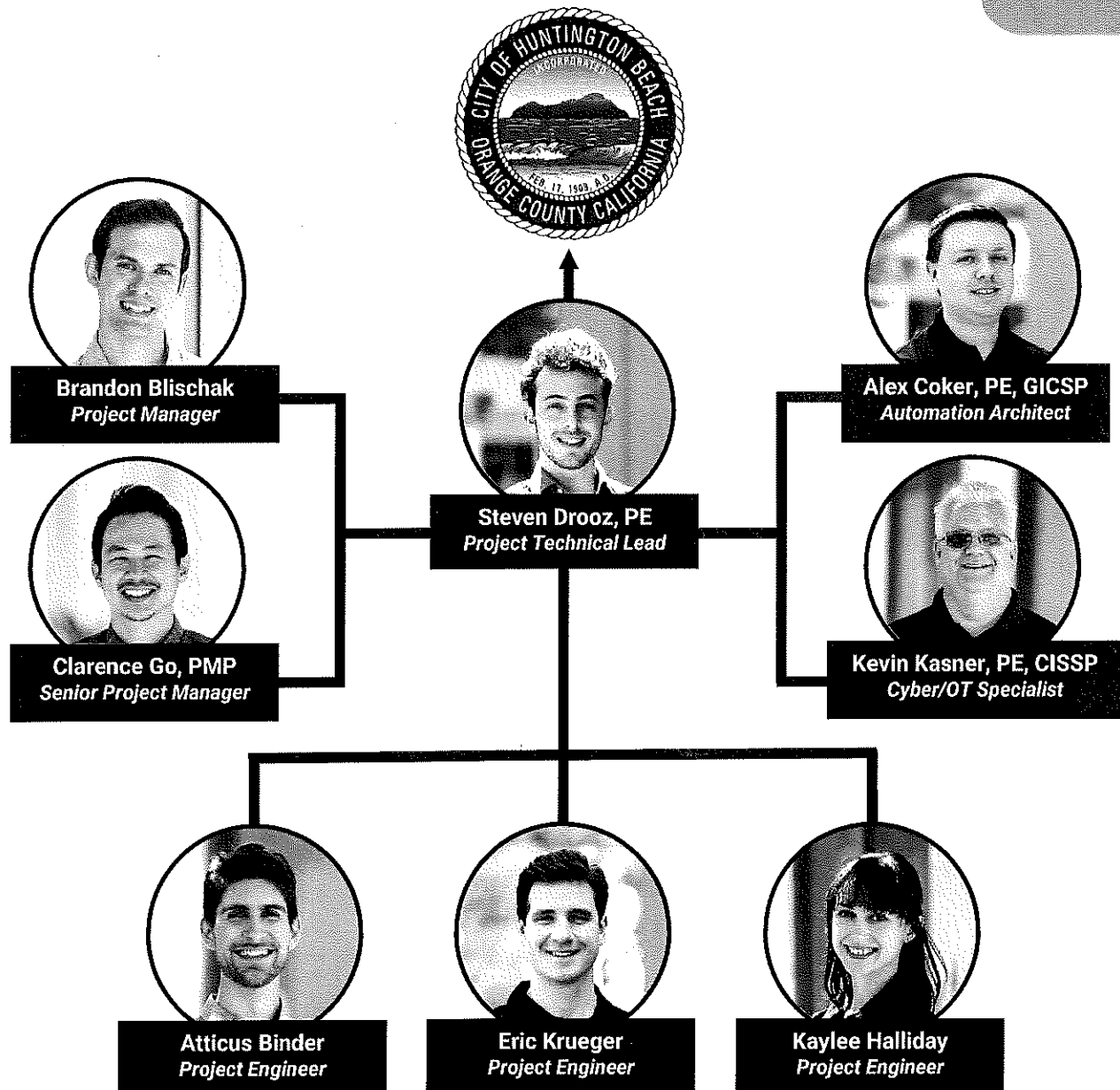
The tools described above, and many more, are meant to show a direct return on investment. They should give City staff better information to make smarter operation decisions. Staff should get time back which can be used to complete other projects the City needs to accomplish.

D. Staffing

Enterprise Automation has experienced, highly motivated staff available to ensure project tasks are executed consistently and meet our quality standards.

The following personnel will be assigned to the City's projects as required. Additional staff are available and can be allocated if needed. EA will contact the City for approval of any staff augmentations.

**100% of
proposed
staff have
completed
work for
the City**



Detailed resumes are provided in **Appendix A Resumes**.

D.1 Key Personnel

The key personnel assigned to Huntington Beach have all completed numerous projects for the City. Below is a snapshot into their qualifications and experience.



Clarence Go, PMP
Senior Project Manager



Alex Coker, PE, GICSP
Automation Architect



Steven Drooz, PE
Proj. Technical Lead



Eric Krueger
Project Engineer

Qualifications

- ▶ 9 years of experience
- ▶ PMP certified
- ▶ BS, Chemical Eng. UC San Diego

- ▶ 12 years of experience
- ▶ Professional Eng.
- ▶ BS, Chemical Eng. Cal Poly Pomona
- ▶ GICSP certified
- ▶ DHS ICS Cybersecurity

- ▶ 5 years of experience
- ▶ Professional Eng.
- ▶ BS, Chemical Eng. UCLA
- ▶ EcoStruxure Control Expert
- ▶ VTScada trained

- ▶ 3 years of experience
- ▶ BS, Mechanical Eng, UC Irvine
- ▶ EcoStruxure Control Expert certified

Experience with the City of Huntington Beach

- ▶ 4 years with the City
- ▶ 38 projects managed for the City, all on or under budget
- ▶ Clarence has been the City of Huntington Beach project manager for everyone on the team

- ▶ 12 years with the City
- ▶ PTL for 12 City projects and the architect for many more
- ▶ 2,060 hours on City projects
- ▶ Platform virtualization
- ▶ Tech. selection & VTScada upgrade
- ▶ Cybersecurity enhancements

- ▶ 5 years with the City
- ▶ PTL for 32 of the City's projects
- ▶ 3,348 hours on City projects
- ▶ Murphy controller replacements with M340s
- ▶ Platform upgrade
- ▶ Reporting enhancements

- ▶ 3 years with the City
- ▶ PTL for 2 recent City projects
- ▶ Project engineer for 7 other City projects
- ▶ 1,247 hours on City projects.
- ▶ Slater M340 upgrade
- ▶ DK OC 35 M340 upgrade

E. Qualifications

Enterprise Automation currently provides services similar to that described in the City's RFP to the following clients. Please see **Appendix B** for a set of detailed project profiles .

SCADA Professional Services Agreement

Sweetwater Authority

Term: 2005 – 2026: 4x 5-year contracts & 1-year extension

EA provides 24x7 on-call support, bi-annual maintenance, software support renewals, as-needed integration services (SCADA + PLC), SCADA consultant, SCADA master planning, test platform management, extension of staff, emergency support, and annual budgeting and planning.

Client Contact:

Justin Brazil
(619) 409-6802
jbrazil@sweetwater.org

EA Personnel

- ✦ Alex Coker, PE, GICSP
- ✦ Steven Drooz, PE
- ✦ Kevin Kasner, PE, CISSP
- ✦ Brandon Blischak

SCADA Master Services Agreement

Encina Wastewater Authority

Term: 2017 – 2030: 5-year contract + 2-year extension, just re-awarded another 5 year contract

EA provides 24x7 on-call support, bi-annual maintenance, software support renewals, as needed integration services (SCADA + PLC), SCADA consultant, SCADA master planning, test platform management, extension of staff, emergency support, and annual budgeting and planning.

Client Contact:

Scott McClelland
(619) 929-9977
smcclelland@encinajpa.com

EA Personnel

- ✦ Alex Coker, PE, GICSP
- ✦ Steven Drooz, PE
- ✦ Kevin Kasner, PE, CISSP
- ✦ Brandon Blischak
- ✦ Atticus Binder

SCADA Professional Services Agreement

City of Newport Beach

Term: 2019 – 2029: 2x 5-year contract

EA provides bi-annual maintenance, software support renewals, as-needed integration services, test platform management, extension of staff, emergency support, and annual budgeting and planning.

Client Contact:

Brent Millard
(949) 714-3414
bmillard@newportbeachca.gov

EA Personnel

- ✦ Alex Coker, PE, GICSP
- ✦ Steven Drooz, PE

SCADA Professional Services Agreement

City of Fresno

Term: 2010 – 2026: 4x 5-year contracts & 1-year extension

EA provides annual as needed support, CIP design and integration projects, three facility SCADA overhauls, test platform management, and hardware and software evaluations.

Client Contact:

Michael Treas
(559) 621-5342
michael.treas@fresno.gov

EA Personnel

- ✦ Alex Coker, PE, GICSP
- ✦ Kevin Kasner, PE, CISSP
- ✦ Clarence Go, PMP
- ✦ Atticus Binder
- ✦ Kaylee Halliday

SCADA Professional Services Agreement

City of Compton

Term: 2010 – 2026: 4x 5-year contracts & 1-year extension

EA provides 10x5 emergency on-call support, annual as needed support, SCADA Master Plan project implementation, CIP design and integration projects, test platform management, and hardware and software evaluations.

Client Contact:

Christian Fuentes

(424) 486-2783

cfuentes@comptoncity.org

EA Personnel

- Alex Coker, PE, GICSP
- Kevin Kasner, PE, CISSP
- Steven Drooz, PE
- Clarence Go, PMP

SCADA Master Services Agreement

Sentinel Peak Resources

Term: 2019 – 2026: 7x 1-year contract

EA has provided SCADA audit and master planning, SCADA platform design and implementation, well site controls upgrades, standards development, change requests, and as needed support.

Client Contact:

Sean Sullivan

(661) 395-5489

ssullivan@sentinelpeakresources.com

EA Personnel

- Alex Coker, PE, GICSP
- Steven Drooz, PE

E.1 Company Certifications

E.1.1 VTScada Advanced Certified Solution Provider

EA was the first integrator in California to receive the VTScada Advanced Certified Solution Provider title and is the **only** Southern California integrator with this certification, which is the highest certification available. EA designed and implemented the City's VTScada system and can offer the highest tiers of technical support due to our close relationship with Trihedral.



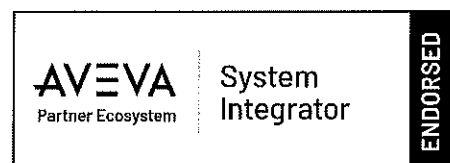
E.1.2 Schneider Electric Alliance Master Partner

Enterprise Automation is proud to be the first and one of only two Schneider Electric Master Alliance Integration Partner in the USA and **one of only 14 in the world**. The Master Alliance Partner status is the highest Schneider Electric offers and validates our significant experience with Modicon M340 and M580 PLCs.



E.1.3 AVEVA Reports

EA has worked with a wide range of AVEVA / Wonderware products for over 25 years. In 2020, AVEVA awarded EA the exclusive Endorsed System Integrator title, placing us in the **top 1% of AVEVA systems integrators** in the world. In 2021, EA completed a project to implement AVEVA Reports to replace the City's legacy and largely manual Excel-based tool. The new system allows staff to produce 13 fully automated reports with key metrics for the water and wastewater systems.



E.2 Required Vendor Certifications

Enterprise Automation currently *meets or exceeds* all the City's required vendor credentials:

Description	City Requirement	EA Certifications
VTScada – Advanced Configuration Certified	1	6
Schneider Networking Certified Professionals	1	6
Palo Alto Accredited Configuration Engineer (ACE)	1	1
VMware Certified Professional 5 - Data Center Virtualization	1	1
EcoStruxure Control Expert Certified Professionals	4	11
Control System Engineer PE in the State of California	1	11
Electrical Engineer PE in the State of California	0	1
Global Industrial Cybersecurity Professional (GICSP) certification	1	1
Certified Information Systems Security Professional (CISSP)	0	1
AVEVA Reports	0	4

Copies of every certification listed above are available in **Appendix D Certifications**.

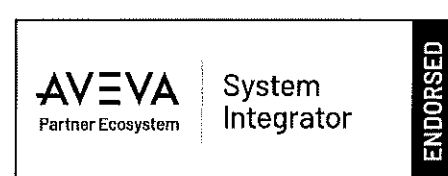
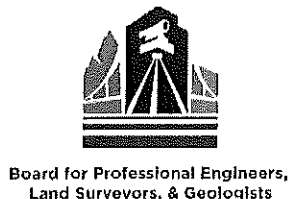
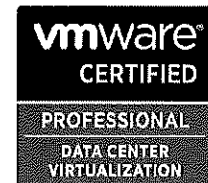
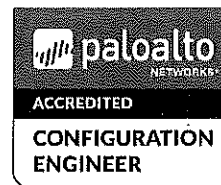


EXHIBIT "B"

Payment Schedule (Hourly Payment)

A. Hourly Rate

CONSULTANT'S fees for such services shall be based upon the following hourly rate and cost schedule:

B. Travel. Charges for time during travel are not reimbursable

C. Billing

1. All billing shall be done monthly in fifteen (15) minute increments and matched to an appropriate breakdown of the time that was taken to perform that work and who performed it.
2. Each month's bill should include a total to date. That total should provide, at a glance, the total fees and costs incurred to date for the project.
3. A copy of memoranda, letters, reports, calculations and other documentation prepared by CONSULTANT may be required to be submitted to CITY to demonstrate progress toward completion of tasks. In the event CITY rejects or has comments on any such product, CITY shall identify specific requirements for satisfactory completion.
4. CONSULTANT shall submit to CITY an invoice for each monthly payment due. Such invoice shall:
 - A) Reference this Agreement;
 - B) Describe the services performed;
 - C) Show the total amount of the payment due;
 - D) Include a certification by a principal member of CONSULTANT's firm that the work has been performed in accordance with the provisions of this Agreement; and
 - E) For all payments include an estimate of the percentage of work completed.

Upon submission of any such invoice, if CITY is satisfied that CONSULTANT is making satisfactory progress toward completion of tasks in accordance with this Agreement, CITY shall approve the invoice, in which event payment shall be made within thirty (30) days of receipt of the invoice by CITY. Such approval shall not be unreasonably withheld. If CITY does not approve an invoice, CITY shall notify CONSULTANT in writing of the reasons for non-approval and the schedule of performance set forth in **Exhibit "A"** may at the option of CITY be suspended until the parties agree that past performance by CONSULTANT is in, or has been brought into compliance, or until this Agreement has expired or is terminated as provided herein.

5. Any billings for extra work or additional services authorized in advance and in writing by CITY shall be invoiced separately to CITY. Such invoice shall contain all of the information required above, and in addition shall list the hours expended and hourly rate charged for such time. Such invoices shall be approved by CITY if the work performed is in accordance with the extra work or additional services requested, and if CITY is satisfied that the statement of hours worked and costs incurred is accurate. Such approval shall not be unreasonably withheld. Any dispute between the parties concerning payment of such an invoice shall be treated as separate and apart from the ongoing performance of the remainder of this Agreement.



**ENTERPRISE
AUTOMATION**
A TETRA TECH COMPANY

"Nothing Leaves Untested"

Proposal Response for:

On-Call Engineering Services for Water and Wastewater SCADA Systems

v.1.0.0

EA PROJECT NUMBER: EA26CHB154

Prepared for: City of Huntington Beach
On: April 27, 2026



FEE PROPOSAL

Prepared by:

Marshall McElroy

Client Account Manager

McKenna Anderson
Automation Sales Associate

VTScada
Software for Monitoring & Control
**ADVANCED
CERTIFIED SOLUTION
PROVIDER**

**Alliance
Master**
**Schneider
Electric**

AVEVA
**ENDORSED
System
Integrator**

Endorsed Operate

csia 
CERTIFIED

FY26 CHB Engineering Rates



**ENTERPRISE
AUTOMATION**
A TETRA TECH COMPANY

Engineering Rates

<i>Rate Classification¹</i>	<i>Standard Rate</i>
<i>Admin</i>	\$105.00 / hr.
<i>Engineering Intern</i>	\$105.00 / hr.
<i>I&C Technician 1*</i>	\$150.00 / hr.
<i>I&C Technician 2*</i>	\$190.00 / hr.
<i>Electrical Engineer 2*</i>	\$190.00 / hr.
<i>Electrical Engineer 3*</i>	\$225.00 / hr.
<i>Drafting</i>	\$161.00 / hr.
<i>Automation Specialist 1</i>	\$206.00 / hr.
<i>Automation Specialist 2</i>	\$232.00 / hr.
<i>Automation Specialist 3</i>	\$266.00 / hr.
<i>Project Technical Lead</i>	\$281.00 / hr.
<i>Project Manager 1</i>	\$231.00 / hr.
<i>Project Manager 2</i>	\$281.00 / hr.
<i>Automation Architect</i>	\$288.00 / hr.
<i>Principal</i>	\$345.00 / hr.

**Through Tetra Tech*

¹ Rate classifications charged are based on a project role/responsibility basis, not title, and could be adjusted during a project's duration if meaningful staff changes occur with prior notification.

Service Calls

Service calls covered by an Enterprise Automation service contract are prioritized while all other service requests are dependent on existing schedules and the availability of engineering staff.

Overtime

<i>Item</i>	<i>Description</i>
<i>Time and a half</i>	Outside of normal business hours (8am-5pm) or time in excess of 10 hours per day (unless otherwise arranged)
<i>Double time</i>	Saturday, Sunday, and holidays (unless otherwise arranged)

General

<i>Item</i>	<i>Description</i>
<i>Travel time</i>	Charged at engineering rates
<i>Vehicle mileage</i>	As per the published IRS mileage rate (if applicable)
<i>Travel expenses</i>	At cost (if applicable)
<i>Meals and incidentals</i>	GSA established per diem rate (if applicable)
<i>Payment terms</i>	Net 30 days
<i>Materials, Subcontractors, Etc.</i>	20% markup (if applicable, unless otherwise arranged)

Note- All jobs will be billed at EA's standard municipal rates for a given year. Note that rates are subject to standard yearly escalations, which go into effect on January 1st of each year. Rate escalations are projected to be between 3-5% yearly.

Rates effective 1/1/2026 through 12/31/2026