

**CITY OF BURLINGAME
FIRST AMENDMENT TO PROFESSIONAL SERVICES AGREEMENT BETWEEN THE CITY
OF BURLINGAME AND THIRKETTLE CORPORATION DBA AQUA-METRIC SALES
COMPANY FOR THE ADVANCED METER INFRASTRUCTURE UPGRADE AND
CUSTOMER ENGAGEMENT PROJECT**

CITY PROJECT NO. 86700

This First Amendment ("First Amendment") entered into and effective on _____, amends the Agreement dated February 28, 2025, between the City of Burlingame ("City") and Thirkettle Corporation dba Aqua-Metric Sales Company ("Consultant") (collectively, the "Parties") for implementation of the City's Advanced Metering Infrastructure (AMI) network and related software integration.

RECITALS

WHEREAS, on February 28, 2025, the City and Consultant entered into an Agreement, attached hereto as Exhibit A, for implementation of the City's Advanced Metering Infrastructure (AMI) network and related software integration (hereinafter referred to as "the Project").

WHEREAS, during the detailed design phase a refined propagation study was completed to validate signal coverage across the City's varied topography and building density. The updated analysis determined that two additional radio base stations would significantly improve signal performance throughout the service area.

WHEREAS, the Parties desire to amend the Agreement to further the Parties' interests.

NOW, THEREFORE, IT IS AGREED AS FOLLOWS:

1. Section 6 of the Agreement is hereby replaced to read as follows:

Compensation for Consultant's services shall not exceed \$483,265.76.
2. Exhibit A of the Agreement is hereby replaced, with Exhibit A-1, attached hereto.
3. Except as expressly amended in this First Amendment, all other terms and conditions contained in the Agreement shall remain in full force and effect.

IN WITNESS WHEREOF, the Parties have executed this [First Amendment to the Agreement as of the date first written above.

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CITY OF BURLINGAME

Approved By:

Lisa K. Goldman
City Manager

Date

Attested By:

City Clerk

Approved As To Form:

City Attorney

**THIRKETTLE CORPORATION DBA
AQUA-METRIC SALES COMPANY**

Signature

Name

Title

Date



EXHIBIT A-1

Aqua-Metric Sales Company

1060 National Drive, #5 | Sacramento, CA 95834
 Phone: (951) 637-1400 | Facsimile: (951) 637-1500

January 13, 2026

Client: City of Burlingame, CA
Address: 0501 Primrose Road
City, State, Zip: Burlingame, CA 94010
Project: RFP City Project No. 86700, AMI Upgrade and Customer Engagement Program
Due Date: September 24, 2024 at 2:00 PM

Line No.	Item	Quantity	Unit	Extended
Sensus FlexNet AMI System				
Network Infrastructure, Setup, and Configuration				
	M400B2 Basestation with SPM-900	4	\$37,800.00	\$151,200.00
	Communication Backhaul	4	\$1,000.00	\$4,000.00
	M420B2 Basestation Installation at Skyview	1	\$42,900.00	\$42,900.00
	M420B2 Basestation Installation at Murry Field	1	\$24,500.00	\$24,500.00
	M420B2 Basestation Installation at Alcazar Tank, Estimated Pricing	1	\$42,500.00	\$42,500.00
	M420B2 Basestation Installation at Public Works Yard, Estimated Pricing	1	\$50,500.00	\$50,500.00
	M402B2 Basestation Certification	4	\$1,750.00	\$7,000.00
FlexNet AMI Software Setup and Configuration				
	RNI SaaS Setup	1	\$9,400.00	\$9,400.00
	RNI Training	1	\$5,500.00	\$5,500.00
	Sensus Analytics System Setup	1	\$9,400.00	\$9,400.00
	Sensus Analytics Basic Integration	1	\$9,200.00	\$9,200.00
	Sensus Analytics Training	1	\$4,000.00	\$4,000.00
	Sensus Professional Services SOW for OTA Programming of 9,280 Water Meters, Estimated Pricing	1	\$17,600.00	\$17,600.00
	Network Implementation, Monthly Fee	3	\$10,000.00	\$30,000.00
Recurring Annual Fees: SaaS Software Hosting and Support				
	Annual Hosted RNI Software-as-a-Service, Water Only	1	\$19,850.00	\$19,850.00
	Annual Sensus Analytics Enhanced, Water Only	1	\$15,670.00	\$15,670.00
	Annual Sensus Analytics Text Messaging Fee (Optional)	1	\$1,500.00	\$1,500.00
	Annual M400 Basestation Extended Warranty	2	\$1,800.00	\$3,600.00
	Annual Aqua-Metric Support	1	\$20,000.00	\$20,000.00

This quote for the product and services named above is subject to the following terms:

- All quotes are subject to the Aqua-Metric Terms of Sale unless there is an executed agreement between the parties. Terms of Sale can be found online at www.aqua-metric.com
- Quote is valid for thirty days.
- If modifications in materials, labor, or processing are required to meet new regulations, the pricing submitted herein is subject to immediate change.
- Freight allowed on single Sensus Product orders exceeding \$80,000.00.
- Net Thirty Days to Pay
- Returned product may be subject to a 25% restocking fee. Additional details apply.
- Sales Tax and/or Freight charges are not included.
- Minimum 5 year term for SaaS Model with Annual 3% price increase
- Pricing based on 9,280 Water Services
- Customer to provide electricity to basestations and basestation mounting hardware
- Customer to provide static IP address and monthly data (SIM) for backhaul communication - Aqua-Metric suggests Verizon Wireless or AT&T
- Customer's Billing System will provide Billing System Integration pricing directly to the City; Aqua-Metric is unable to determine these costs
- Network Implementation Monthly Fee subject to change based on the actual months of implementation services.
- Pricing does not include staging, product storage, or consumer outreach program
- Pricing does not include bonding
- Any items beyond quote above subject to price negotiations

Subtotal:	\$468,320.00
Estimated Tax:	\$14,945.76
Total:	\$483,265.76