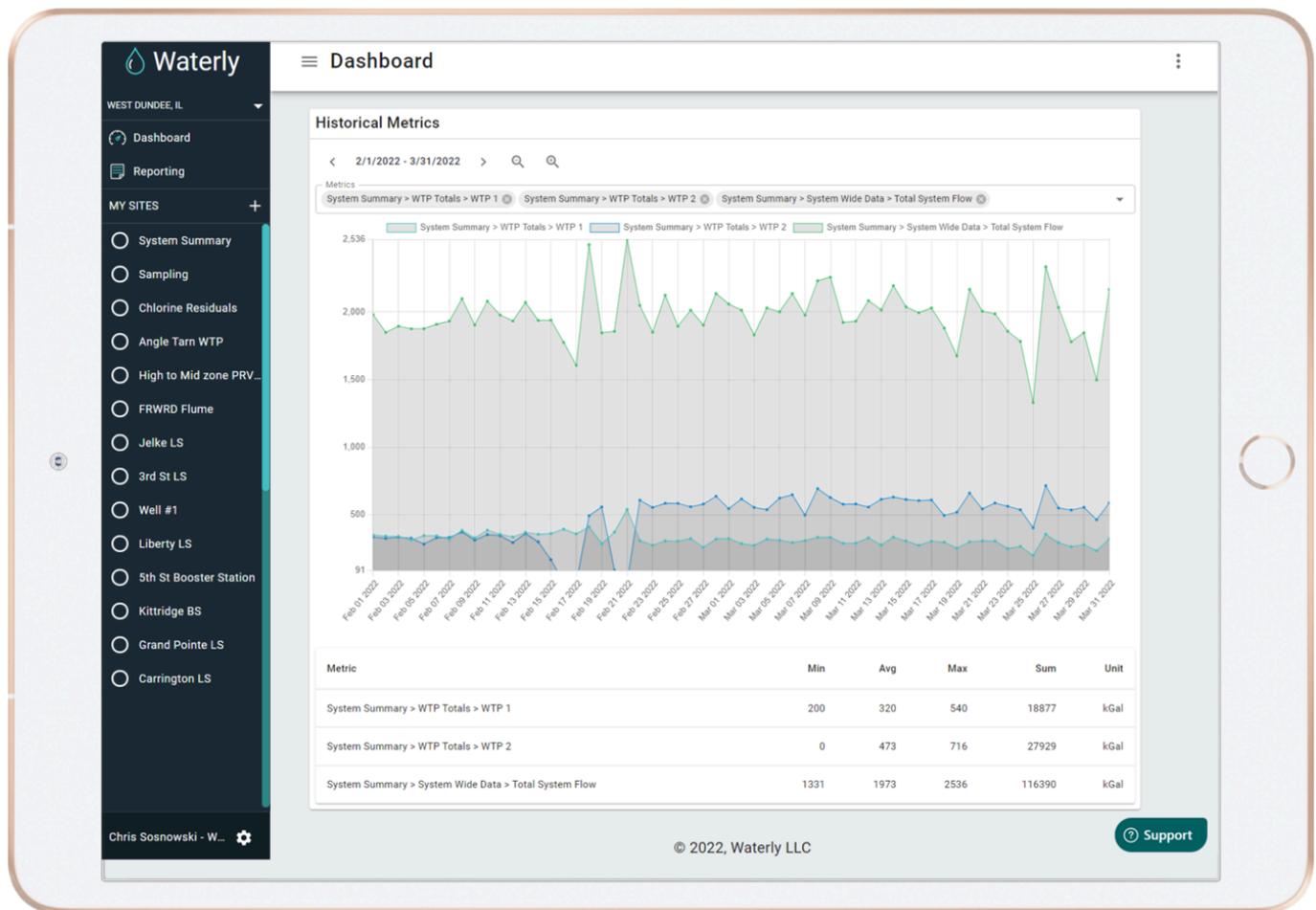# Waterly

A smarter way to manage your water & wastewater data.

Services Agreement prepared for: Village of Orland Park, IL
Delivered on: July 23, 2024
Submitted by: Mandy Sosnowski

WHY WATERLY?

Waterly is the only affordable cloud-based software solution built specifically for the unique needs of water and wastewater operators. No fluff. No useless features. Just simple and reliable software designed to **stay out of the way and just make your life easier**. We're on a mission to assist Operators and Managers as you shift into the crazy world of managing your data digitally. We are not a replacement for SCADA, but a relational database that "speaks lab, SCADA and operator," in that we recognize the irreplaceable value of a human being alongside the value of smart instruments and devices. Bottom line is that Waterly provides a smarter way to manage water and wastewater data. We do this by providing you the following benefits:

- **Simplified Regulatory reporting:** Create monthly operating and discharge monitoring reports with ONE CLICK. We compile the report automatically. Make yourself and your regulators happy.

- **Single source of truth:** Utilize an always visible, single source for your data. No more pouring through dozens and dozens (hundreds?) of spreadsheets to compile and then analyze data. Make informed decisions with a live dataset that you own.

- **Manage water-related water business goals:** Easily compare total water produced to total water billed. See what your max and minimums are for your fiscal year in <10 seconds. Save massive amounts of time during inspections.

- **Defensible & Cybersecure Data**: Waterly's Audit Log helps organizations and regulators see who did what, when, and here, helping operators to shine as good stewards of information. No more "who erased that number? Data is encrypted in transit, encrypted at rest, and is continuously backed up in a Microsoft Azure data center with a location diverse warm spare. Sleep better at night.

- **Data accuracy:** Eliminate paper and clipboards forever, as well as double data entry. Identify potential issues in the field instead of waiting to enter data later with normal operating ranges and email-based notification of issues.

- **Dashboard and trending:** Summary flow, chemical, and permitted parameter trends make it easy to see details on flow rate and total flow over various time periods.

- **Feed data from your PLCs or SCADA automatically:** Waterly supports most PLC and Internet-based metering and chemical systems. No more copying and pasting from SCADA into your reports.

"I can't believe I was using pencils and clipboards for so long. There is no way I would ever go back now that we're using Waterly."

\- Adam Peters, Superintendent for West Dundee, IL

"I don't love technology, but I love Waterly. Anyone can use it"

\- Dave Brown, Wastewater Supervisor for Mukwonago, WI

FUTURE PROOF

Expand your utility's water data capabilities integrations with *WaterClick®* vetted partners. Waterly takes care of your rounds, reports and regulatory issues. WaterClick partners can help with power, tank levels, lab data, cyber security, GIS and asset management, and SCADA connectivity at this time. All our partners are vetted to be compatible, provide direct customer support to Waterly customers, and are easy to implement and affordable. We are constantly working on vetting new potential partners so you will be able to do as much with your data as you might want.

IPAD TABLET WITH CASE

We also optionally offer managed at-cost Apple 5G iPads and Industrial (MIL-810H specification) cases to lease. These come configured for Verizon through a joint purchasing agreement with the rest of WaterClick's customers, making the data plan part of a large, government-focused *shared plan* with other utilities.   While the tablets cannot be used for personal use, we encourage our customers to use the tablets for other apps that are useful, such as GIS from Diamond Maps, Ziptility, Esri and many other mapping, email, contacts, Microsoft 365, Google Cloud, and other apps. The Garage (Waterly support) team is available to help you select other apps that are designed for water/wastewater.

NEXT STEPS

1. Please read the Terms and Conditions linked below.

2. Click the 'Sign here' button below and digitally sign in the box that pops up. You'll get a copy of the contract emailed after it is executed that you can print out or save.

3. You'll then get a "Welcome to Waterly" email within a few days with a link to a form that collects additional details and will request copies of your existing monthly operating reports.

4. We partner with you to onboard. In order for us to stay so affordable, **we require your help in setting up the app**. You will be asked to provide information about your facilities and answer questions in a timely manner. We also will require that you engage in the onboarding process with us!

TERMS AND CONDITIONS

The following documents are incorporated by reference to this Services Agreement and can be viewed by clicking the text below:
1.0 Standard Terms and Conditions
2.0 Description of Services
3.0 Support Policy

PRICING

Waterly is delivered as a service. You pay annually and we take care of the details so you can focus on water. There's nothing to install on your computer and no IT expertise required; all you need is an Internet connection. Waterly is priced according to the average daily flow per system. See the table below for details on how we are pricing your usage; you may use up to 50 users and up to 2000 metrics, so feel free to ask us to add to it as you see fit. Note items that are OPTIONAL require that you click the box next to them and indicate quantity.   You can expect to receive your first invoice within a month of signing your contract. Upon receiving a signed contract, our OPS Team begins to invest time and resources into building your Waterly site. Please see the disclaimers below for how you can help move your onboarding process along smoothly.

INITIAL
George Koczwara   I have read the above information.

Waterly

PRODUCT PRICING TABLE (PRICING GOOD THROUGH 7-31-2027 WITH OPTION TO EXTEND TO 2029)

Description		Quantity	Price
2024-25 Waterly Base Subscription - 5.5 MGD Avg Water 25% Discount for Purchased Water	$7,400/year	1	$7,400/year $5,550/year Discount (%) -25
2025-26 Waterly Base Subscription - 5.5 MGD Avg Water 25% Discount for Purchased Water/3% annual price increase	$7,700/year	1	$7,700/year $5,775/year Discount (%) -25
2026-27 Waterly Base Subscription - 5.5 MGD Avg Water 25% Discount for Purchased Water/3% annual price increase	$8,000/year	1	$8,000/year $6,000/year Discount (%) -25
2027-28 Waterly Base Subscription - 5.5 MGD Avg Water 25% Discount for Purchased Water/3% annual price increase	$8,300/year	1	$8,300/year $6,225/year Discount (%) -25
2028-29 Waterly Base Subscription - 5.5 MGD Avg Water 25% Discount for Purchased Water/3% annual price increase	$8,600/year	1	$8,600/year $6,450/year Discount (%) -25
2024-25 WaterClick for SCADA Connect up to 3 compatible PLCs or SCADA servers. Push to Waterly	$1,300/year	1	$1,300/year
2025-26 WaterClick for SCADA - 3% price increase Connect up to 3 compatible PLCs or SCADA servers. Push to Waterly	$1,350/year	1	$1,350/year
2026-27 WaterClick for SCADA - 3% price increase Connect up to 3 compatible PLCs or SCADA servers. Push to Waterly	$1,400/year	1	$1,400/year
2027-28 WaterClick for SCADA - 3% price increase Connect up to 3 compatible PLCs or SCADA servers. Push to Waterly	$1,450/year	1	$1,450/year
2028-29 WaterClick for SCADA - 3% price increase Connect up to 3 compatible PLCs or SCADA servers. Push to Waterly	$1,500/year	1	$1,500/year
Waterly for Lift Stations	$0/year	1	$0/year
☑ **OPTIONAL Enterprise Single Sign-On & Enterprise Onboarding** Allows you to use your community's email/password to sign on (one-time setup fee)			$1,000
☑ **OPTIONAL Onsite Customized Operator & Supervisor Training** Two 1-2 hour training classes: One for Supervisors and Admins and One for Operators. Reimbursement for customary travel expenses will also be disclosed & charged at 1.0x cost prior to training.			$1,000 $0 (%) -100
Total Fee for 5 years (billed annually as outlined above)			$37,000
Total One-Time Implementation Fees			$1,000

IMPORTANT DISCLAIMERS (please initial after reading.)

You and your operators' participation in this service is essential. Waterly maintains our affordability because our customers share in the configuration of system(s) in our platform. You agree to actively support the transition in the following ways:

1. Provide **system diagrams** (hand-written if needed) showing processes, meters, chemical addition & instrument locations, Excel **or PDF copies of handwritten log sheets**, **spreadsheets**, and reports. Please provide filled out data **with units**.

2. Respond to requests in a timely manner (approximately within 5 business days).

   INITIAL
   Ken Dado

3. Complete the online Supervisor and Operator training courses (<1 hour of YouTube videos).

4. Complete your evaluation period and provide feedback of each site **within one month** of gaining access to the Waterly site(s).

By signing below, you recognize that not performing the above responsibilities may require additional labor from Waterly, that is available at $150/hr to support system onboarding beyond the expectations above.

Chris Sosnowski, CEO
Waterly, LLC

George Koczwara
Village of Orland Park, IL

SIGNATURE
George Koczwara

Date: