



Date: 01/19/15

Greensea Systems, Inc.
10 East Main Street
PO Box 959
Richmond, Vermont 05477
802.434.6080
info@greenseainc.com

Company: MBARI
Contact: C Dawe
Project: Ventana Installation and Commissioning
Phone: 831 775 1910
Email: dacr@mbari.org

Special Instructions:

- Issuing a Purchase Order against this Quotation accepts these terms and conditions.
- This is a time and expenses quotation. Only actual time accrued and expenses + fee will be invoiced.
- Dates on site are planned for April 20-24 and May 14-20.
- Greensea will send at least one Sr. Engineer but is quoting this job as two Engineers to provide a discount.

Prepared	Quotation	RFQ	Delivery	Shipping Terms	Shipping Method	Payment Terms
Joel Richter	200215	Email on Jan 2, 2015	Per MBARI schedule	N/A	N/A	NET 5, invoiced per item

Item	Description	Quantity	Unit Price	Total
1	Support Ventana software integration and acceptance testing at MBARI test tank. 2 engineers on site for 5 days, 8 hours per day. 2 travel days. April 20-24 assumed.	1	\$22,304	\$22,304
2	Support Ventana commissioning day cruises on the Rachel Carson. Troubleshooting, bug fixes, real-time support. 2 engineers on site for 5 sea days, 10 hours per day, plus accommodations over weekend. 2 travel days. May 14-20 assumed.	1	\$26,657	\$26,657
Total				\$48,961



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Estimate Worksheet

Date: 2015-01-19

Customer: MBARI
Quotation: 200215
Project: Ventana Installation and Commissioning

Notes

- initial, jdr, 2015/01/12
- updated 2015/01/19 per feedback from C. Dawe

Task	Description	Sr. Engineer	Engineer	Materials	Shipping	Travel	Software Fees	Total
1	Support Ventana software integration and acceptance testing at MBARI test tank. 2 engineers on site for 5 days, 8 hours per day. 2 travel days. April 20-24 assumed.	\$0.00	\$14,560	\$0	\$0	\$7,744	\$0	\$22,304
2	Support Ventana commissioning day cruises on the Rachel Carson. Troubleshooting, bug fixes, real-time support. 2 engineers on site for 5 sea days, 10 hours per day, plus accommodations over weekend. 2 travel days. May 14-20 assumed.	\$0.00	\$17,160	\$0	\$0	\$9,497	\$0	\$26,657
Totals		\$0	\$31,720	\$0	\$0	\$17,241	\$0	\$48,961

Date:	19. January 2015
Company:	MBARI
Project:	Ventana Installation and Commissioning
Contact:	C Dawe
Email:	dacr@mbari.org
Phone:	831 775 1910
Prepared by:	Joel Richter
Terms:	NET 5, invoiced per item
RFQ:	Email on Jan 2, 2015
Delivery:	Per MBARI schedule
Duration:	Per MBARI schedule
Shipping terms:	N/A
Shipping method:	N/A
Quotation:	200215
ODC fee	15.00%



Task	Description
1	Support Ventana software integration and acceptance testing at MBARI test tank. 2 engineers on site for 5 days, 8 hours per day. 2 travel days. April 20-24 assumed.
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Rate Sheet



Item		Unit	Rate
1	Senior Engineer. Facility hourly rate.	Hour	\$150
2	Senior Engineer. Offshore or shipboard, out of facility rate.	Day	\$2,050
3	Engineer: Hourly rate.	Hour	\$130
4	Engineer: Offshore or shipboard, out of facility day rate.	Day	\$1,810
5	Fee applied to Other Direct Charges (Cost + fee)	Each	15%
6	ODCs are billed at actual cost plus fee and include any costs incurred outside of the standard labor rates above. ODCs typically include travel, meals, accommodations, materials, shipping, fares, communications, etc.		
7	Out-of-facility, non-offshore or shipboard, work is calculated using the standard hourly rate for the particular labor type and has an 8-hour minimum charge per day.		
8	Travel days are calculated using the standard hourly rate for the particular labor type and have an 8-hour minimum charge per day.		
9	Greensea Systems, Inc. uses the US Government published per diem rates based on the location the work is conducted for all meal allowances during travel.		
10	Payment and billing terms to be quoted per project.		

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