March 12, 2009

Mayor Devine & Members of the Common Council
7525 W. Greenfield Ave.
West Allis, WI 53214

Honorable Mayor & Common Council Members:

The Department of Public Works would like to proceed with the upgrade of our Water Utility's
SCADA System. The SCADA System is used to control the water levels in the two water tanks and
the reservoir. Kamp/Synergy, LLC, developed and installed this system in 1993. The performance of
this system has been extremely reliable over that period of time and the Utility has enjoyed an
excellent working relationship and, most importantly, excellent customer service with Kamp since the
installation. The quality of the product and the service provided by Kamp was also reflected by a
number of our neighboring communities that have this same system.

Despite the reliability of the system, after 15 years, it is time to either upgrade or replace the existing
system with one provided by some other vender. Given the quality of the existing product and the
excellent service provided by Kamp, the Department recommends taking the far less expensive route
of upgrading the existing system rather than replacing it with a different system. The cost to upgrade
the system, as noted in the attached proposal, is $30,600. The cost of installing a new and different
system is estimated to be in excess of $250,000.

As part of the proposed upgrade, the existing analog phone line used for communications will be
replaced by radio communications. This one facet of the upgrade alone will save the utility $1400 per
month in costs associated with the existing dedicated phone line. In short, after two years, the cost
savings from the elimination of the phone line will more than pay for this entire upgrade.

The Department respectfully requests permission to proceed with the upgrade of the SCADA System
by this sole provider, Kamp/Synergy, as described in the attached proposal. Budgeted Water Utility
monies will be used to fund this upgrade.

Respectfully submitted,

Michael F. Pertmer
Director of Public Works

cc: Dan Schwebke, Gene Baietto, Gary Schmid