

**Quotation#:** PDS2300594

**Customer :**

**Funivie Monte Bianco S.p.A.  
Strada Statale 26 dir, n. 48 - Entrèves  
11013 Courmayeur (AO)**

**Project:** Raman DTS - Funivie del Monte Bianco

**Asset Monitoring Solution:** Services



## 1. About PRY-CAM

PRY-CAM is Prysmian Group's breakthrough technology for the **Monitoring, Condition Assessment and Asset Management** of electrical systems. It allows online, accurate and reliable measurements and defect localisation from remote of key project-specific parameters such as **Partial Discharge**, temperature (**Distributed Temperature Sensing**), noises generated in the surroundings of cables (**Distributed Acoustic Sensing**) and more (e.g. voltage surges, humidity, ozone concentration, etc.). Moving from a **pure cable manufacturer to cable system integrator**, Prysmian Group offers its customers turnkey solutions including combined and integrated asset monitoring systems.



Every day, our technologies may help customers increase **uptime and safety of electrical systems, enhance asset longevity, and significantly reduce maintenance costs and risks**. PRY-CAM allows for thorough and continuous monitoring and condition-based assessment of Medium and High Voltage cable systems and equipment, providing the **most integrated and most powerful diagnostic tools** for all electrical assets from 3 kV to 600 kV.



## 2. Value Proposition

### YOUR OPERATION CHALLENGES

- High power loss and repair in-/direct costs
- Downtime due to electrical failures and faults
- Unknown issues in electrical systems
- High expectations and electricity demand from end-customers
- Environmental and legal regulation



### WHY MONITORING SYSTEMS

- Real time data for efficient and safe operation
- Reliable power Transmission and Distribution grids
- Safe environment for operators
- Protection of all existing and future electrical assets
- Sustainable and smart power T&D grids
- Profitable T&D links



### HOW WE HELP SOLVE PROBLEMS

- Online testing and monitoring
- Automatic and remote diagnosis
- Remote smart A.I. data analysis
- Simple products for complex problems



### 3. PRICING

#### Installation support/ Services

#	Item	Description	QTY	Sales Price [EUR]	Total Sales Price [EUR]	Total Sales Price (CONVERTED) [EUR]
1	Training on site for 10 pers max	Training on site for 10 pers max (mob/demob not included)	1	10.628	10.628	10.628
2	On-site activity	Price per day of On-site activity: - training on site - installation	5	1.503	7.515	7.515
3	Mob/demob Italy	Mob/demob Italy <b>5 days max</b> (3 weeks anticipation)	1	1.812	1.812	1.812
4	Calibration tools	Calibration tools	1	900	900	900

**Subtotal: EUR 20.855 (EUR 20.855)**

#### **4. Scope of supply and work**

Prysmian Electronics will assist with the commissioning of the asset monitoring solution in order to ensure proper installation and operation. Below are steps to be performed by others (unless clearly included in Prysmian Electronics' SOW) and required prior to the commissioning of the PRY-CAM SYSTEM:

##### **LV Electrical Installation (Excluded of EOSS SoW)**

- Access to LV power supply (220 V for PRY-CAM GRIDS acquisition unit) within 5 m from PD monitoring point. Low Voltage cable supply and installation.

##### **Fibre Optic Cable Installation (Excluded of EOSS SoW)**

- Fibre optic cable supply and installation for sensing and telecommunication purposes.
- Fibre optic lead cable from MV/HV termination point to substation/control room (i.e. PRY-CAM local server location).
- Min. of 2 fibres per PRY-CAM GRIDS for communication purposes with PRY-CAM local server.

##### **Network Installation (Excluded of EOSS SoW)**

- Control room, substation, RTU and SCADA communication infrastructure for PRY-CAM asset management platform (PRY-CAM Brain, PRY-CAM Cloud) for combined + integrated monitoring systems.

##### **Civil Work (Excluded of EOSS SoW)**

- Civil work as relates to the PRY-CAM SYSTEM installation.

##### **Job Site Access**

- Prysmian Electronics will dispatch certified + trained operation engineers, technicians and supervisors.
- Prysmian Electronics will supply any relevant documentation required for site access given that it is provided with a 3-week advance notice detailing documents needed.
- Mandatory safety orientation and training that Prysmian Electronics will be required to attend is not taken into consideration in the work duration estimate.
- Unless performed during the pre-bid period, a job site visit upon receipt of the official P.O. and 3 months before delivery of the goods is mandatory to ensure and confirm Prysmian Electronics' scope of supply and scope of work.

##### **Control Room (Excluded of EOSS SoW)**

- All necessary fiber optic + LV power supply work for the PRY-CAM SYSTEM installation at the control room.
- Access to both sides of the cabinet solution / rack hosting the PRY-CAM SYSTEM is mandatory.

##### **Documentation**

- Prysmian Electronics will provide the following upon completion of the commissioning: operation and installation manuals, commissioning report, on site acceptance test report etc. Any additional documents may be provided (at extra costs) if/when required.

## 5. Terms and Conditions

The following terms and conditions form an integral part of our proposal and shall be included in any resulting Purchase Order. Prysmian Electronics' proposal is conditional upon mutually agreeable contract terms and conditions. This document contains privileged, private, proprietary and protected materials and has been submitted for the sole purpose of making a protected business proposal. Any other use or any other dissemination to any other party is strictly prohibited and as such, specific written permission must be received before the proposal or any part thereof can be shown to any third party or used in any way not necessary to the process by which this information is provided.

We kindly invite to carefully read the following commercial conditions before ordering your PRY-CAM PORTABLE device or associated optional services. By ordering your PRY-CAM device and/or associated optional services, as applicable, you are agreeing to be bound by the following terms:

- PRY-CAM Terms and Conditions;
- PRY-CAM Software License Agreement;
- PRY-CAM Privacy Policy.

### Payment Terms:

- Products... One hundred percent (100%) NET thirty (30) days upon delivery + invoice submission. Payment via bank transfer.
- Services... One hundred percent (100%) NET thirty (30) days upon completion of the work + invoice submission. Payment via bank transfer.

### Delivery Terms:

DAP, Courmayeur (AO), Italy, according to ICC Incoterms 2010. Max twelve (12) weeks DAP upon receipt of the official Purchase Order. Services: three (3) weeks minimum advance notice prior to mobilization and in accordance with PRY-CAM service schedule at the time of receipt of the Purchase Order.

### Offer Validity:

This offer is valid sixty (60) days from submission date.

### Warranty:

Prysmian Electronics warrants its work is free of all defects in materials or workmanship and is in compliance with the documentation submitted. It shall be obligated to correct defective or noncompliant work at no cost to the Contractor for a period of twenty-four (24) months from the date(s) of installation; or, twenty-six (26) months from shipment, whichever comes first. The Contractor must provide written notice of defective material(s) within ten (10) days of awareness of defective material(s). Prysmian Electronics does not assume responsibility for any damages to the product during transportation, nor any damages incurred as a result of mishandling, misuse, or third-party intrusion.