

RESOLUTION NO. 14-144

A RESOLUTION OF THE CITY COMMISSION OF THE CITY OF KEY WEST, FLORIDA, APPROVING THE MIGRATION OF THE CITY'S FINANCIAL SYSTEM SOFTWARE TO THE SUNGARD ONESOLUTION PLATFORM; AUTHORIZING ON A SOLE SOURCE BASIS IN ACCORDANCE WITH CITY CODE SECTION 2-797(1), AND SECTION 2-797(4)(b), BEST INTERESTS OF THE CITY, THE PURCHASE OF SUNGUARD ONESOLUTION FINANCIAL SYSTEM SOFTWARE WITH ADDITIONAL COMMUNITY DEVELOPMENT SOFTWARE MODULES IN AN INITIAL AMOUNT NOT TO EXCEED \$780,252.00; PROVIDING FOR AN EFFECTIVE DATE

WHEREAS, City staff has identified a need to replace/migrate the software applications used for accounting, permitting, plan review, public works and related purposes; and

WHEREAS, staff researched several vendors, hosted demonstration sessions and obtained price quotes from three vendors, and determined that the package offered by SunGard ONESolution is the most responsive, accessible and user-friendly software platform for the staff and residents of the City of Key West; and

WHEREAS, Key West Code of Ordinances section 2-797(1) permits the purchase of goods and services without competition on a sole source basis under certain specified conditions; and

WHEREAS, Key West Code of Ordinances section 2-797(4)(b) further provides "If in the opinion of the city manager exceptional circumstances exist to exempt a purchase from the

competitive bid requirements of this subdivision for the best interests of the city, he shall place a resolution before the city commission for approval of such exemption."; and

WHEREAS, the City Manager has recommended the waiver of formal bidding procedures pursuant to section 2-797(4) of the Code of Ordinances;

NOW, THEREFORE, BE IT RESOLVED BY THE CITY COMMISSION OF THE CITY OF KEY WEST, FLORIDA, AS FOLLOWS:

Section 1: That the purchase of the Sungard ONESolution Platform at an initial cost not to exceed \$780,252.00 (exclusive of the annual maintenance fee), is hereby approved on a sole source basis, and in the best interest of the City, pursuant to sections 2-797(1) and 2-797(4), of the Code of Ordinances is hereby authorized.

Section 2: That this purchase is budgeted for FY 13-14, as project GN1402.

Section 3: That this Resolution shall go into effect immediately upon its passage and adoption and authentication by the signature of the presiding officer and the Clerk of the Commission.

Passed and adopted by the City Commission at a meeting held
this 20 day of May, 2014.

Authenticated by the Presiding Officer and Clerk of the
Commission on 21 day of May, 2014.

Filed with the Clerk on May 21, 2014.

Mayor Craig Cates	<u>Yes</u>
Vice Mayor Mark Rossi	<u>Yes</u>
Commissioner Teri Johnston	<u>Yes</u>
Commissioner Clayton Lopez	<u>Yes</u>
Commissioner Billy Wardlow	<u>Yes</u>
Commissioner Jimmy Weekley	<u>Absent</u>
Commissioner Tony Yaniz	<u>Yes</u>

ATTEST:


CHERYL SMITH, CITY CLERK


CRAIG CATES, MAYOR



TO: Bob Vitas, City Manager

FROM: Patti McLauchlin, Information Technology Director

DATE: 5/15/2014

SUBJECT: H.T.E. Financial System Software Migration to ONE Solution

ACTION:

This is a request to migrate all existing applications to SunGard's ONESolution platform and purchase additional Community Development software modules.

BACKGROUND:

The City of Key West currently uses the SunGard Public Sector, Inc. AS/400 software system. The software is utilized throughout the City in every department for normal day-to-day services.

In 1996 the City issued an RFP for an integrated financial system. Through the RFP process the City selected the H.T.E. financial system. The SunGard Public Sector, Inc. AS/400 software went live in 1997. The City has maintained the AS/400 system with software upgrades and added software modules for past 20+ years.

The technology is old and has a number of weaknesses, including: limited management reporting capabilities, inability to evolve software system to hardware with open architecture, limited payroll reporting capabilities, limited ability to integrate searchable database, limited or no e-access for citizens, inability to process receipts/disbursements electronically, and limited ability to move toward a paperless system.

SunGard Public Sector realizes the limitations of the H.T.E. financial system and has been working on a replacement product for several years. SunGard announced their next generation financial system, ONE Solution, a few years ago. ONE Solution is an Enterprise Resource Planning (ERP) software suite that was written from the ground up in Microsoft.Net. The system uses Service Oriented Architecture (SOA). The new system also uses Microsoft Windows Presentation Foundation (WPF) features which help to deliver a common look and feel to all users. ONE Solution integrates seamlessly with Microsoft Office (Excel, Word, PowerPoint, etc). The new system will also include an e-Portal that will allow citizens & employees access to all the City public financial records. Citizens will have the ability to search vendor payments, contract payments, receipts, etc.

OPTIONS:

1.) Continue utilizing H.T.E. financial system.

- Staff does not recommend this option as the current I-Series platform is not a windows based platform.

2.) Migrate to ONE Solution.

Staff recommends migrating to the OneSolution for the following reasons:

- Technology Upgrade – moving from an iSeries solution written in RPG Programming language to current Windows Technology. This should allow the City to be well prepared for the next 30 years.
- Key West IT Staff will be more able to provide infrastructure assistance with newer technology and tools that ONESolution leverages – both from a hardware (Virtual Environment) and software (SQL).
- Ability to upgrade end users in City remotely or via Click Once technology thus eliminating extra work for Support Staff.
- SunGard Public Sector has provided client-loyalty incentives to all existing clients migrating to ONESolution from one of its existing platforms/solutions. Please note that ONESolution is a viable option for agencies pursuing change, etc.
- While the legacy software is still being updated and supported, the architecture that the product was built around was not easily adaptable. ONESolution is built with “open architecture” in mind.
- Allows Key West to return to premise-based solution while Sungard will still manage our “hosted” offerings during the transition.
- Drastically decreases ongoing annual maintenance costs for Key West.
- Same vendor performing conversion of your SunGard Public Sector NaviLine software into ONESolution.
- Interaction with GIS or ESRI.
- Leverages Business Intelligence for ONE Solution products. Allows agency to create dashboards/scorecards for desktops to customize their individual (or Group) experiences.
- Uses workflow to automate and gain efficiencies that older legacy solutions did not always have available.
- Has many built-in items that legacy products would have charged or needed to be customized (i.e., Mobiles, Excel Exporting, Attachments, Time Entry, etc.).
- ONESolution will provide an interface that is similar for multiple departments/divisions at your agency. ONESolution Community will look and “act” as the Finance, Work Management, and eventually Utility Programs. Users having to cross into other functional areas will not require re-training.
- End User experience can be customized. Windows can be re-sized. Multiple browsers open, etc. Users can gain efficiencies by determining what they want or need and then saving that profile (or multiple profiles).
- Users can access non-SunGard applications, web-sites, etc. from within ONESolution Desktop.
- Users can choose to “see” their data in different formats; grids, geo-spatially, or other settings.
- Security is tied to Active Directory (in addition to your ONESolution database security settings). Pushing out individual user rights or group rights should be more user friendly.

- Integrate the existing solutions with OneSolution
- Individual customization
- E-Government Portal for citizens and employees

FINANCIAL IMPACT:

Staff researched various software vendors and held demos with the following vendors:

SunGard One Solution
Tyler Technologies,
New World Software Systems

Sungard ONESolution

The cost to migrate existing applications to ONESolution Software is - \$498,092.00
Additional Community Development Software
(Electronic Plan Review, OS Mobiles, Applicant on Line, Employee Online)– \$282,160.00
Total \$780,252.00

*Travel Expenses are not included

Recurring Annual maintenance \$77,000.00

Tyler Software

The cost to purchase Tyler Software \$765,215.00
Additional Community Development Software \$480,224
Total \$1,245,439.00

*Data conversion costs not included

*Travel Expenses are not included

Recurring Annual Maintenance \$139,928.00

New World Software

The cost to purchase New World Software \$656,000.00
Additional Community Software \$
Has not provided a cost for Fleet or Parking Citations

*Data conversion costs \$1200.00 daily rate

*Travel Expenses \$52,500

Recurring Annual Maintenance \$65,600.00
Does not include a cost for Fleet, Parking, e-Plan review

\$760,000 is currently budgeted in project number GN1402 for new City software. Current funding is sufficient for the migration conversion

RECOMMENDATION:

Staff recommends that the City of Key West migrate all existing applications to the OneSolution platform and purchase additional Community Development software modules.



TO: Bob Vitas, City Manager

FROM: Patti McLauchlin, Information Technology Director

DATE: 5/15/2014

SUBJECT: H.T.E. Financial System Software Migration to ONE Solution

ACTION:

This is a request to migrate all existing applications to SunGard's ONESolution platform and purchase additional Community Development software modules.

BACKGROUND:

The City of Key West currently uses the SunGard Public Sector, Inc. AS/400 software system. The software is utilized throughout the City in every department for normal day-to-day services.

In 1996 the City issued an RFP for an integrated financial system. Through the RFP process the City selected the H.T.E. financial system. The SunGard Public Sector, Inc. AS/400 software went live in 1997. The City has maintained the AS/400 system with software upgrades and added software modules for past 20+ years.

The technology is old and has a number of weaknesses, including: limited management reporting capabilities, inability to evolve software system to hardware with open architecture, limited payroll reporting capabilities, limited ability to integrate searchable database, limited or no e-access for citizens, inability to process receipts/disbursements electronically, and limited ability to move toward a paperless system.

SunGard Public Sector realizes the limitations of the H.T.E. financial system and has been working on a replacement product for several years. SunGard announced their next generation financial system, ONE Solution, a few years ago. ONE Solution is an Enterprise Resource Planning (ERP) software suite that was written from the ground up in Microsoft.Net. The system uses Service Oriented Architecture (SOA). The new system also uses Microsoft Windows Presentation Foundation (WPF) features which help to deliver a common look and feel to all users. ONE Solution integrates seamlessly with Microsoft Office (Excel, Word, PowerPoint, etc). The new system will also include an e-Portal that will allow citizens & employees access to all the City public financial records. Citizens will have the ability to search vendor payments, contract payments, receipts, etc.

OPTIONS:

1.) Continue utilizing H.T.E. financial system.

- Staff does not recommend this option as the current I-Series platform is not a windows based platform.

2.) Migrate to ONE Solution.

Staff recommends migrating to the OneSolution for the following reasons:

- Technology Upgrade – moving from an iSeries solution written in RPG Programming language to current Windows Technology. This should allow the City to be well prepared for the next 30 years.
- Key West IT Staff will be more able to provide infrastructure assistance with newer technology and tools that ONESolution leverages – both from a hardware (Virtual Environment) and software (SQL).
- Ability to upgrade end users in City remotely or via Click Once technology thus eliminating extra work for Support Staff.
- SunGard Public Sector has provided client-loyalty incentives to all existing clients migrating to ONESolution from one of its existing platforms/solutions. Please note that ONESolution is a viable option for agencies pursuing change, etc.
- While the legacy software is still being updated and supported, the architecture that the product was built around was not easily adaptable. ONESolution is built with “open architecture” in mind.
- Allows Key West to return to premise-based solution while Sungard will still manage our “hosted” offerings during the transition.
- Drastically decreases ongoing annual maintenance costs for Key West.
- Same vendor performing conversion of your SunGard Public Sector NaviLine software into ONESolution.
- Interaction with GIS or ESRI.
- Leverages Business Intelligence for ONE Solution products. Allows agency to create dashboards/scorecards for desktops to customize their individual (or Group) experiences.
- Uses workflow to automate and gain efficiencies that older legacy solutions did not always have available.
- Has many built-in items that legacy products would have charged or needed to be customized (i.e., Mobiles, Excel Exporting, Attachments, Time Entry, etc.).
- ONESolution will provide an interface that is similar for multiple departments/divisions at your agency. ONESolution Community will look and “act” as the Finance, Work Management, and eventually Utility Programs. Users having to cross into other functional areas will not require re-training.
- End User experience can be customized. Windows can be re-sized. Multiple browsers open, etc. Users can gain efficiencies by determining what they want or need and then saving that profile (or multiple profiles).
- Users can access non-SunGard applications, web-sites, etc. from within ONESolution Desktop.
- Users can choose to “see” their data in different formats; grids, geo-spatially, or other settings.
- Security is tied to Active Directory (in addition to your ONESolution database security settings). Pushing out individual user rights or group rights should be more user friendly.

- Integrate the existing solutions with OneSolution
- Individual customization
- E-Government Portal for citizens and employees

FINANCIAL IMPACT:

Staff researched various software vendors and held demos with the following vendors:

SunGard One Solution
Tyler Technologies,
New World Software Systems

Sungard ONESolution

The cost to migrate existing applications to ONESolution Software is - \$498,092.00
Additional Community Development Software
(Electronic Plan Review, OS Mobiles, Applicant on Line, Employee Online)– \$282,160.00
Total \$780,252.00

*Travel Expenses are not included

Recurring Annual maintenance \$77,000.00

Tyler Software

The cost to purchase Tyler Software \$765,215.00
Additional Community Development Software \$480,224
Total \$1,245,439.00

*Data conversion costs not included

*Travel Expenses are not included

Recurring Annual Maintenance \$139,928.00

New World Software

The cost to purchase New World Software \$656,000.00
Additional Community Software \$
Has not provided a cost for Fleet or Parking Citations

*Data conversion costs \$1200.00 daily rate

*Travel Expenses \$52,500

Recurring Annual Maintenance \$65,600.00
Does not include a cost for Fleet, Parking, e-Plan review

\$760,000 is currently budgeted in project number GN1402 for new City software. Current funding is sufficient for the migration conversion

RECOMMENDATION:

Staff recommends that the City of Key West migrate all existing applications to the OneSolution platform and purchase additional Community Development software modules.

Quote Prepared By:

Scott Christensen
1000 Business Center Drive, Lake Mary, FL 32746
Phone: (407) 304-3486 **Fax:** (407) 304-3301
Email: scott.christensen@sungardps.com

THIS DOCUMENT IS A PRELIMINARY QUOTE PENDING SUNGARD INTERNAL REVIEW & APPROVAL. CUSTOMER SIGNATURE/ACCEPTANCE DOES NOT CONSTITUTE A FINAL PURCHASE AGREEMENT OR CONTRACT.

Quote #

Presented Date

Valid Until

Q-00003862

4/16/2014

6/30/2014

Quote Prepared for:

Account: Key West, FL KEYW
Contact: Patti McLaughlin
Address: 525 Angela Street
Key West, FL 33040
Phone: (305) 809-3944

License Fees

Qty	Product Code	Product Name	Extended Price	Net Price	Maintenance
1	OS-OSEC	ONESolution SPSONE Security	0.00	0.00	0
1	OS-DESKTOP	ONESolution Desktop	0.00	0.00	0
1	OS-BPMT	ONESolution Building Permits	0.00	0.00	4,210
1	OS-COMN	ONESolution Common Features	0.00	0.00	0
1	OS-FIN-PY	ONESolution Payroll	0.00	0.00	2,900
1	OS-FIN-GL	ONESolution General Ledger	0.00	0.00	3,790
1	OS-FIN-CDD	ONESolution Click, Drag, and Drill	0.00	0.00	670
1	OS-FIN-DO	ONESolution Documents Online	0.00	0.00	1,630
1	OS-FIN-HR	ONESolution Human Resources	0.00	0.00	2,620
1	OS-CMMS	ONESolution CMMS: Work Orders/Task Management	0.00	0.00	2,560
1	OS-ASSET	ONESolution Asset Maintenance	0.00	0.00	1,230
1	OS-FLEET	ONESolution CMMS: Work Orders/Task Management w/Fleet	0.00	0.00	400
1	OS-K0	ONESolution GovNOW Code Compliance	0.00	0.00	470
1	OS-FIN-FA	ONESolution Fixed Assets	0.00	0.00	1,340
1	OS-FIN-AR	ONESolution Accounts Receivable	0.00	0.00	1,340
1	OS-CRCPT	ONESolution Cash Receipts	0.00	0.00	1,070
1	OS-BILLING	ONESolution Central Billing	0.00	0.00	0
1	OS-BAM	ONESolution Business Account Management	0.00	0.00	2,260
1	OS-PEZ	ONESolution Planning & Engineering	0.00	0.00	2,260

Qty	Product Code	Product Name	Extended Price	Net Price	Maintenance
1	OS-FIN-AP_OS-FIN-BK	ONESolution Accounts Payable w/ Bank Reconciliation	0.00	0.00	1,570
1	OS-K3	ONESolution GovNOW Permitting	0.00	0.00	580
1	K8G	NaviLine GovNOW Parking Tickets	0.00	0.00	240
1	K2G	NaviLine GovNOW Customer Information System	0.00	0.00	1,160
1	OS-FIN-PO	ONESolution Purchasing	0.00	0.00	1,900
1	OS-CRM	ONESolution Customer Relationship Management (CRM)	0.00	0.00	1,520
1	OS-FIN-WORKFLOW	ONESolution Workflow	0.00	0.00	0
1	OS-FIN-ELF	ONESolution Easy Laser Forms	0.00	0.00	510
1	OS-FIN-BD	ONESolution Budgeting w/ Budget Item Detail	0.00	0.00	560
1	OS-FIN-PB	ONESolution Position Budgeting	0.00	0.00	560
1	OS-LAND	ONESolution Land Management	0.00	0.00	1,410
1	OS-CCMP	ONESolution Code Compliance	0.00	0.00	2,110
Total:				0.00	40,870

Other Fees

Qty	Product Code	Product Name	Charge Type	Extended Price	Net Price
1	OS-KX	ONESolution GovNOW Map Access Fee	Annual Subscription Fees	1,000.00	1,000.00
Total:				1,000.00	1,000.00

Professional Services

Product Code	Product Name	Service Type	Extended Price	Net Price
SP6	Blended Web Learning+40 Subscription Plan	Annual Subscription	11,300.00	11,300.00
OS-FIN-PY	ONESolution Payroll	Auditing	6,400.00	6,400.00
OS-FIN-PB	ONESolution Position Budgeting	Auditing	2,560.00	2,560.00
OS-FIN-GL	ONESolution General Ledger	Auditing	6,400.00	6,400.00
OS-FIN-AP_OS-FIN-BK	ONESolution Accounts Payable w/ Bank Reconciliation	Auditing	1,280.00	1,280.00
OS-FIN-PO	ONESolution Purchasing	Auditing	1,280.00	1,280.00
OS-FIN-FA	ONESolution Fixed Assets	Auditing	640.00	640.00
OS-FIN-AR	ONESolution Accounts Receivable	Auditing	1,280.00	1,280.00
OS-FIN-HR	ONESolution Human Resources	Auditing	6,400.00	6,400.00
OS-FIN-DO	ONESolution Documents Online	Auditing	320.00	320.00
OS-FIN-ELF	ONESolution Easy Laser Forms	Auditing	320.00	320.00
OS-FIN-JL	ONESolution Job/Project Ledger	Auditing	640.00	640.00
OS-FIN-BD	ONESolution Budgeting w/ Budget Item Detail	Auditing	640.00	640.00
OS-FIN-PY	ONESolution Payroll	Configuration Mapping	9,600.00	9,600.00
OS-FIN-GL	ONESolution General Ledger	Configuration Mapping	6,400.00	6,400.00
OS-FIN-AP_OS-FIN-BK	ONESolution Accounts Payable w/ Bank Reconciliation	Configuration Mapping	4,480.00	4,480.00
OS-FIN-PO	ONESolution Purchasing	Configuration Mapping	2,560.00	2,560.00
OS-CRM	ONESolution Customer Relationship Management (CRM)	Configuration Mapping	12,800.00	12,800.00

Product Code	Product Name	Service Type	Extended Price	Net Price
OS-CMMS	ONESolution CMMS: Work Orders/Task Management	Configuration Mapping	1,280.00	1,280.00
OS-ASSET	ONESolution Asset Maintenance	Configuration Mapping	3,840.00	3,840.00
OS-FLEET	ONESolution CMMS: Work Orders/Task Management w/Fleet	Configuration Mapping	1,280.00	1,280.00
OS-FIN-FA	ONESolution Fixed Assets	Configuration Mapping	960.00	960.00
OS-FIN-AR	ONESolution Accounts Receivable	Configuration Mapping	2,560.00	2,560.00
OS-FIN-HR	ONESolution Human Resources	Configuration Mapping	9,600.00	9,600.00
OS-FIN-WORKFLOW	ONESolution Workflow	Configuration Mapping	640.00	640.00
OS-FIN-DO	ONESolution Documents Online	Configuration Mapping	960.00	960.00
OS-FIN-CDD	ONESolution Click, Drag, and Drill	Configuration Mapping	640.00	640.00
OS-FIN-JL	ONESolution Job/Project Ledger	Configuration Mapping	640.00	640.00
OS-FIN-BD	ONESolution Budgeting w/ Budget Item Detail	Configuration Mapping	640.00	640.00
OS-FIN-PB	ONESolution Position Budgeting	Configuration Mapping	2,560.00	2,560.00
OS-BPMT	ONESolution Building Permits	Consulting Services	1,040.00	1,040.00
BPR-OS-FIN-HR	ONESolution Finance & Human Resources Business Process Review	Consulting Services	18,000.00	18,000.00
BPR-OS-WM	ONESolution Work Management Business Process Review	Consulting Services	9,000.00	9,000.00
BPR-OS-CD	ONESolution Community Services Business Process Review	Consulting Services	8,100.00	8,100.00
OS-CCMP	ONESolution Code Compliance	Consulting Services	1,040.00	1,040.00
OS-PEZ	ONESolution Planning & Engineering	Consulting Services	1,040.00	1,040.00
OS-BAM	ONESolution Business Account Management	Consulting Services	1,040.00	1,040.00
OS-BPMT	ONESolution Building Permits	Conversion	2,080.00	2,080.00
OS-LAND	ONESolution Land Management	Conversion	2,080.00	2,080.00
OS-BAM	ONESolution Business Account Management	Conversion	2,080.00	2,080.00
OS-PEZ	ONESolution Planning & Engineering	Conversion	2,080.00	2,080.00
OS-FIN-AP_OS-FIN-BK	ONESolution Accounts Payable w/ Bank Reconciliation	Conversion	800.00	800.00
OS-FIN-AR	ONESolution Accounts Receivable	Conversion	800.00	800.00
OS-FIN-PO	ONESolution Purchasing	Conversion	800.00	800.00
OS-CMMS	ONESolution CMMS: Work Orders/Task Management	Conversion	3,200.00	3,200.00
OS-FIN-FA	ONESolution Fixed Assets	Conversion	800.00	800.00
OS-FIN-HR	ONESolution Human Resources	Conversion	8,000.00	8,000.00
OS-FIN-GL	ONESolution General Ledger	Conversion	3,200.00	3,200.00
OS-FIN-PY	ONESolution Payroll	Conversion	3,200.00	3,200.00
OS-CCMP	ONESolution Code Compliance	Conversion	2,080.00	2,080.00
OS-LANDFILE	ONESolution Land File Cleanse	Conversion	16,000.00	16,000.00
OS-ASSET	ONESolution Asset Maintenance	Conversion	3,200.00	3,200.00
OS-FLEET	ONESolution CMMS: Work Orders/Task Management w/Fleet	Conversion	3,200.00	3,200.00
OS-BPMT	ONESolution Building Permits	Development	1,040.00	1,040.00
OS-FIN-ELF	ONESolution Easy Laser Forms	Development	4,800.00	4,800.00
OS-BAM	ONESolution Business Account Management	Development	1,040.00	1,040.00
OS-PEZ	ONESolution Planning & Engineering	Development	2,080.00	2,080.00

Product Code	Product Name	Service Type	Extended Price	Net Price
OS-BPMT	ONESolution Building Permits	Installation	520.00	520.00
OS-K0	ONESolution GovNOW Code Compliance	Installation	1,400.00	1,400.00
OS-CMMS	ONESolution CMMS: Work Orders/Task Management	Installation	700.00	700.00
K2G	NaviLine GovNOW Customer Information System	Installation	1,400.00	1,400.00
OS-BAM	ONESolution Business Account Management	Installation	520.00	520.00
OS-PEZ	ONESolution Planning & Engineering	Installation	520.00	520.00
OS-K3	ONESolution GovNOW Permitting	Installation	1,400.00	1,400.00
K8G	NaviLine GovNOW Parking Tickets	Installation	1,400.00	1,400.00
OS-CRM	ONESolution Customer Relationship Management (CRM)	Installation	700.00	700.00
OS-ASSET	ONESolution Asset Maintenance	Installation	700.00	700.00
KT	SunGard Transaction Manager	Installation	2,800.00	2,800.00
OS-LAND	ONESolution Land Management	Installation	7,280.00	7,280.00
OS-FIN-GL	ONESolution General Ledger	Installation	8,400.00	8,400.00
OS-CCMP	ONESolution Code Compliance	Installation	520.00	520.00
K8G	NaviLine GovNOW Parking Tickets	Project Management	640.00	640.00
OS-BPMT	ONESolution Building Permits	Project Management	4,160.00	4,160.00
OS-PEZ	ONESolution Planning & Engineering	Project Management	4,160.00	4,160.00
OS-K3	ONESolution GovNOW Permitting	Project Management	640.00	640.00
K2G	NaviLine GovNOW Customer Information System	Project Management	640.00	640.00
OS-CRM	ONESolution Customer Relationship Management (CRM)	Project Management	3,840.00	3,840.00
OS-CMMS	ONESolution CMMS: Work Orders/Task Management	Project Management	1,280.00	1,280.00
OS-K0	ONESolution GovNOW Code Compliance	Project Management	640.00	640.00
BPR-OS-FIN-HR	ONESolution Finance & Human Resources Business Process Review	Project Management	640.00	640.00
OS-BAM	ONESolution Business Account Management	Project Management	3,120.00	3,120.00
OS-ASSET	ONESolution Asset Maintenance	Project Management	1,280.00	1,280.00
OS-FLEET	ONESolution CMMS: Work Orders/Task Management w/Fleet	Project Management	640.00	640.00
KT	SunGard Transaction Manager	Project Management	640.00	640.00
OS-FIN-GL	ONESolution General Ledger	Project Management	14,400.00	14,400.00
OS-LAND	ONESolution Land Management	Project Management	7,280.00	7,280.00
OS-FIN-PB	ONESolution Position Budgeting	Report Development	1,600.00	1,600.00
OS-FIN-PY	ONESolution Payroll	Project Management	12,800.00	12,800.00
OS-CCMP	ONESolution Code Compliance	Project Management	3,120.00	3,120.00
OS-FIN-PY	ONESolution Payroll	Report Development	1,600.00	1,600.00
OS-FIN-GL	ONESolution General Ledger	Report Development	1,600.00	1,600.00
OS-FIN-PO	ONESolution Purchasing	Report Development	1,600.00	1,600.00
OS-FIN-HR	ONESolution Human Resources	Report Development	1,600.00	1,600.00
OS-BPMT	ONESolution Building Permits	Training	19,760.00	19,760.00
OS-LAND	ONESolution Land Management	Training	11,440.00	11,440.00
OS-FIN-PY	ONESolution Payroll	Training	5,120.00	5,120.00

Product Code	Product Name	Service Type	Extended Price	Net Price
OS-FIN-CDD	ONESolution Click, Drag, and Drill	Training	1,280.00	1,280.00
OS-CMMS	ONESolution CMMS: Work Orders/Task Management	Training	2,560.00	2,560.00
OS-ASSET	ONESolution Asset Maintenance	Training	2,560.00	2,560.00
OS-FLEET	ONESolution CMMS: Work Orders/Task Management w/Fleet	Training	2,560.00	2,560.00
OS-K0	ONESolution GovNOW Code Compliance	Training	640.00	640.00
OS-FIN-FA	ONESolution Fixed Assets	Training	640.00	640.00
OS-FIN-AR	ONESolution Accounts Receivable	Training	5,120.00	5,120.00
OS-FIN-HR	ONESolution Human Resources	Training	5,120.00	5,120.00
OS-FIN-WORKFLOW	ONESolution Workflow	Training	1,280.00	1,280.00
OS-BAM	ONESolution Business Account Management	Training	17,680.00	17,680.00
K8G	NaviLine GovNOW Parking Tickets	Training	640.00	640.00
OS-PEZ	ONESolution Planning & Engineering	Training	17,680.00	17,680.00
OS-FIN-AP_OS-FIN-BK	ONESolution Accounts Payable w/ Bank Reconciliation	Training	1,920.00	1,920.00
OS-K3	ONESolution GovNOW Permitting	Training	640.00	640.00
K2G	NaviLine GovNOW Customer Information System	Training	640.00	640.00
OS-FIN-PO	ONESolution Purchasing	Training	2,560.00	2,560.00
OS-CRM	ONESolution Customer Relationship Management (CRM)	Training	10,240.00	10,240.00
OS-FIN-DO	ONESolution Documents Online	Training	320.00	320.00
OS-FIN-JL	ONESolution Job/Project Ledger	Training	640.00	640.00
OS-FIN-BD	ONESolution Budgeting w/ Budget Item Detail	Training	640.00	640.00
OS-FIN-GL	ONESolution General Ledger	Training	2,560.00	2,560.00
OS-FIN-PB	ONESolution Position Budgeting	Training	1,920.00	1,920.00
OS-FIN-TO	ONESolution Time Card Online	Training	1,920.00	1,920.00
OS-CCMP	ONESolution Code Compliance	Training	9,360.00	9,360.00
OS-FIN-PO	ONESolution Purchasing	Workflow Development	3,200.00	3,200.00
OS-FIN-HR	ONESolution Human Resources	Workflow Development	4,800.00	4,800.00
Total:			434,340.00	434,340.00

Third Party

Qty	Product Code	Product Name	Service Type	Extended Price	Net Price
1	DC	VeriSign Global Digital Certificate	License Fee	1,250.00	1,250.00
1	OS-K1-Upgrade	ONESolution GovNOW Core-Upgrade	License Fee	6,816.00	6,816.00
1	BICORE	Cognos BI: Base Bundle Multi-Data Source	License Fee	11,990.00	11,990.00
1	OS-GCORENV	ONESolution Global Core-NaviLine	License Fee	7,006.00	7,006.00
1	OS-FCORENV	ONESolution Financials Core-NaviLine	License Fee	14,170.00	14,170.00
1	OS-K1-Upgrade	ONESolution GovNOW Core-Upgrade	Maintenance	1,920.00	1,920.00
1	BICORE	Cognos BI: Base Bundle Multi-Data Source	Maintenance	1,920.00	1,920.00

Qty	Product Code	Product Name	Service Type	Extended Price	Net Price
1	OS-GCORENV	ONESolution Global Core-NaviLine	Maintenance	1,120.00	1,120.00
1	OS-FCORENV	ONESolution Financials Core-NaviLine	Maintenance	2,270.00	2,270.00
1	OS-PACORE	ONESolution Public Administration Core	Annual Subscription Fees	1,200.00	1,200.00
1	BICORE	Cognos BI: Base Bundle Multi-Data Source	Installation	1,400.00	1,400.00
1	OS-K1-Upgrade	ONESolution GovNOW Core-Upgrade	Installation	2,800.00	2,800.00
1	BICORE	Cognos BI: Base Bundle Multi-Data Source	Project Management	640.00	640.00
1	OS-K1-Upgrade	ONESolution GovNOW Core-Upgrade	Project Management	1,280.00	1,280.00
1	OS-K1-Upgrade	ONESolution GovNOW Core-Upgrade	Training	640.00	640.00
1	COGNOS-TRAIN-MAX	Cognos BI: Onsite Training Package Bundle (MAX)	Training	12,600.00	12,600.00
1	COGNOS-TRAIN-ADMIN	Cognos BI: Administrator ONLY Online Training Package	Training	960.00	960.00
Total:				62,752.00	62,752.00

Product Notes

DC: Subsequent years of licensing is handled by Symantic.

OS-K1-Upgrade: a. It shall be the responsibility of the Customer to provide a Web server to run the applicable Licensed Programs herein. b. Customer shall be responsible for obtaining a valid registered domain name and IP address from an appropriate ISP service. c. Core Module includes Oracle (BEA) Weblogic Express for up to 2 processors. For more than 2 processors additional licenses are required. d. VeriSign requires an annual renewal of its Digital Encryption Module. e. The License Fee includes the license for Oracle (BEA) Weblogic Express (up to 2 processors).

OS-K0: a. It shall be the responsibility of the Customer to provide a Web server to run the applicable Licensed Programs herein. b. Customer shall be responsible for obtaining a valid registered domain name and IP address from an appropriate ISP service. c. Core Module includes Oracle (BEA) Weblogic Express for up to 2 processors. For more than 2 processors additional licenses are required. d. VeriSign requires an annual renewal of its Digital Encryption Module. e. The License Fee includes the license for Oracle (BEA) Weblogic Express (up to 2 processors).

OS-CRCPT: If over the counter credit cards are to be processed, a subscription to SunGard Transaction Manager (KT) is required.

OS-K3: a. It shall be the responsibility of the Customer to provide a Web server to run the applicable Licensed Programs herein. b. Customer shall be responsible for obtaining a valid registered domain name and IP address from an appropriate ISP service. c. Core Module includes Oracle (BEA) Weblogic Express for up to 2 processors. For more than 2 processors additional licenses are required. d. VeriSign requires an annual renewal of its Digital Encryption Module. e. The License Fee includes the license for Oracle (BEA) Weblogic Express (up to 2 processors).

K8G: a. It shall be the responsibility of the Customer to provide a Web server to run the applicable Licensed Programs herein. b. Customer shall be responsible for obtaining a valid registered domain name and IP address from an appropriate ISP service. c. Core Module includes Oracle (BEA) Weblogic Express for up to 2

processors. For more than 2 processors additional licenses are required. d. VeriSign requires an annual renewal of its Digital Encryption Module. e. The License Fee includes the license for Oracle (BEA) Weblogic Express (up to 2 processors).

K2G: a. It shall be the responsibility of the Customer to provide a Web server to run the applicable Licensed Programs herein. b. Customer shall be responsible for obtaining a valid registered domain name and IP address from an appropriate ISP service. c. Core Module includes Oracle (BEA) Weblogic Express for up to 2 processors. For more than 2 processors additional licenses are required. d. VeriSign requires an annual renewal of its Digital Encryption Module. e. The License Fee includes the license for Oracle (BEA) Weblogic Express (up to 2 processors).

BICORE: Includes 1 BI Administrator, 1 Anonymous BI Enhanced Consumer, and Framework Manager.

OS-KX: a. Customer will additionally be responsible for payment of a usage fee, due upon execution of this Agreement, in the amount as described on the quote relating to the GovNow M.A.F. (Map Access Fee) for the initial annual period commencing on the Execution Date of the Quote. Thereafter, for the subsequent annual period(s), the then-current fee will be specified by SunGard Public Sector in an annual invoice to Customer thirty (30) days prior to the expiration of then-current annual period.

SP6: Covers: Allows access to any of the live group web classes offered for the annual period of coverage. T&D offers over 500 live group web classes per year. Live group web classes are listed on the T&D web site (<http://custtrain.sungardps.com>). This plan allows access to any of the fee-based on demand (recorded classes and extended learning classes) classes for the annual period of coverage. Currently the T&D web site has over 1,200 on demand classes. This plan allows 40 hours (5 days) of instructor-led training. The training method can be blended which means it can be done on site, over the phone, or over the web. The 40 hours can be used in pieces. This plan saves \$3,400 off standard training prices. By taking advantage of web-based and telephone training, travel expenses are not incurred.

Does Not Cover: Implementation classes for new applications or expenses related to on-site training.

NOTE: If your organization purchases the Blended Web Learning+40 Plan as part of a green screen to NaviLine user interface migration contract, you get what is covered under the plan and up to 3 hours of one-on-one navigation training for each application. This training is only conducted over the web. Unused hours cannot be transferred to other training needs. The training is only on navigating using the NaviLine user interface and not other application training topics.

If your organization purchases the Blended Web Learning+40 Plan and is migrating to the new HR .NET application, the 40 hours can be used toward the migration if the migration occurs during the subscription period.

KT: Special Terms Relating to the SunGard Transaction Manager: In addition to any SunGard Transaction Manager configuration and/or setup fee(s) listed above, Customer will be responsible for payment of a monthly usage fee on a monthly basis relating to the SunGard Transaction Manager. Upon the conclusion of each month following installation of the SunGard Transaction Manager (KT), SunGard Public Sector will invoice Customer a monthly usage fee equal to the following:

- i. Eight point five cents (\$0.085) for each transaction processed by the SunGard Transaction Manager during the prior month;
or
- ii. Five point five cents (\$0.055) for each transaction processed by the SunGard Transaction Manager during the prior month provided that Customer utilizes a SunGard Public Sector approved payment partner for that transaction's related merchant services;
or
- iii. One hundred Fifty dollars (\$150.00) if the applicable transaction-based monthly usage fee is not greater than One hundred Fifty dollars (\$150.00).

The per transaction rates that are used to calculate each monthly usage fee are subject to change with 90 days notice. Other changes to these special terms relating to the SunGard Transaction Manager may occur at any time as may be required and such changes will be effective upon SunGard Public Sector's written notice to each Customer who utilizes the SunGard Transaction Manager services.

For the purpose of the SunGard Transaction Manager, the term "transaction" means a transaction that is submitted to the SunGard Transaction Manager whether such transaction be a credit card, signature debit card, online electronic check transaction, or otherwise. Upon ninety (90) days prior written notice to SunGard Public Sector, Customer may terminate usage of the SunGard Transaction Manager subscription effective upon the last day of the month in which the notice period concludes. The SunGard Transaction Manager is the only solution for real-time, online transaction processing within the SunGard Public Sector suite of internet and core products.

The SunGard Transaction Manager solution is available 24 hours/7 days per week except when the service is off-line for support and maintenance. Maintenance is scheduled to be performed each Sunday starting at 12:00AM to be completed as soon as possible but no later than 5:00AM.

Upon installation of the SunGard Transaction Manager, Customer's license to use the OnePoint Payment Engine-KL (if applicable) shall terminate.

Rights of Cancellation - Subscription/Transaction Based Services: For any breach of Customer's obligation to remit payment(s) hereunder, SunGard Public Sector reserves the right to cancel any subscription/transaction based service(s) if the breach of payment is more than sixty (60) days in arrears. Customer may cancel any subscription/transaction based service(s) for convenience by providing ninety (90) days prior written notice to SunGard Public Sector of its intent and such cancellation will be effective upon completion of the ninety (90) day notice period. All subscription/transaction fees prior to the effective date of any cancellation will be due and payable in full. Thereafter, if Customer desires to reinstate any subscription/transaction based service(s) which are cancelled hereunder, Customer will be responsible for payment of SunGard Public Sector's then-current reconnect fee plus any subscription/transaction based service fees that would have been payable for the period subsequent to the cancellation of such services if the cancellation had never occurred.

COGNOS-TRAIN-MAX: Training is performed by Data Clarity. Cognos student fee for training material is included in base price.

License Role	Training Title	Delivery	Duration	Cost (1,2)
BI Professional/BI Advanced Business Author	IBM Cognos BI Overview (including Cognos Connection)/IBM Cognos BI Business Insight			Onsite
	1 day-			
	IBM Cognos BI Business Insight Advanced			Onsite 2 days-
	IBM Cognos BI Report Studio Essentials			Onsite 2 days-
BI Enhanced Consumer	IBM Cognos BI Overview (including Cognos Connection)/IBM Cognos BI Business Insight			Onsite
	1 day-			

TOTAL\$12,600 (Max of 12 students)

COGNOS-TRAIN-ADMIN: Additional BI Administrator. Training is performed by Data Clarity. Cognos student

fee for training material is included in base price.

License Role	Training Title	Delivery	Duration	Cost (1)
BI Administrator	IBM Cognos BI Administration		Online 2 days	\$960
TOTAL \$960				

Third Party License Fees
41,232.00
Professional Services
434,340.00
Third Party Professional Services
20,320.00
Annual Subscription
1,000.00
Third Party Annual Subscription
1,200.00
Annual Maintenance (Starting Year Two)
40,870
Third Party Annual Maintenance (Starting Year Two)
7,230

Total License Fees and Professional Services (Excludes Maintenance)
498,092.00
Total Amount
498,092.00

Comments:

Payment Terms:

License, Project Planning, Project Management, Consulting, Conversion, Custom Modification, Third Party Product Software and Hardware Fees are due upon execution of this Quote. Training fees and Travel & Living expenses are due as incurred monthly. Installation is due upon completion. Implementation and Third Party Product Services fees are due 50% on execution of this Quote and 50% due upon invoice, upon completion. Unless otherwise provided, other Professional Services are due monthly, as such services are delivered. Additional services, if requested, will be invoiced at then-current rates. Any shipping charges shown are estimated only and actual shipping charges will be due upon invoice, upon delivery.

Annual Subscription Fee(s): Initial annual subscription fees are due 100% on the Execution Date. The initial annual subscription term for any subscription product(s) listed above shall commence on the Execution Date of this Agreement and extend for a period of one (1) year. Thereafter, the subscription terms shall automatically renew for successive one (1) year terms, unless either party gives the other party written notice of non-renewal at least sixty (60) days prior to expiration of the then-current term. The then-current fee will be specified by SunGard Public Sector in an annual invoice to Customer thirty (30) days prior to the expiration of then-current annual period.

SunGard Public Sector Application Annual Support: Customer is committed to the initial term of Maintenance and Support Services for which the support fee is included in the License fee(s) and begins upon execution of this Quote and extends for a twelve (12) month period. Subsequent terms of support will be for twelve (12) month periods, commencing at the end of the prior support period. Support fees shown are for the second term of support for which SunGard Public Sector is committed and which shall be due prior to the start of that term. Fees for subsequent terms of support will be due prior to the start of each term at the then-prevailing rate. Subsequent terms will renew automatically until such time SunGard Public Sector receives written notice from the Customer thirty (30) days prior to the expiration of the then current term. Notification of non-renewal is required prior to the start of the renewal term. Customer will be invoiced, and payment is due, upon renewal.

Third Party Product Annual Support Fees: The support fee for the initial annual period is included in the applicable Third Party Product License fees(s) unless otherwise stated. Subsequent terms invoiced by SunGard Public Sector will renew automatically at then-prevailing rates until such time SunGard Public Sector receives written notice of non-renewal from the Customer ninety (90) days in advance of the expiration of the then-current term. Notification of non-renewal is required prior to the start of the renewal term. Customer will be invoiced, and payment is due, upon renewal. As applicable for certain Third Party Products that are invoiced directly by the third party to Customer, payment terms for any renewal term(s) of support shall be as provided by the third party to Customer.

THIS DOCUMENT IS A PRELIMINARY QUOTE PENDING SUNGARD INTERNAL REVIEW & APPROVAL. CUSTOMER SIGNATURE/ACCEPTANCE DOES NOT CONSTITUTE A FINAL PURCHASE AGREEMENT OR CONTRACT.

Quote Prepared By:

Scott Christensen
 1000 Business Center Drive, Lake Mary, FL 32746
Phone: (407) 304-3486 **Fax:** (407) 304-3301
Email: scott.christensen@sungardps.com

Quote #
Presented Date
Valid Until

Q-00002212

4/16/2014

6/30/2014

Quote Prepared for:

Account: Key West, FL KEYW
Contact: Patti McLaughlin
Address: 525 Angela Street
 Key West, FL 33040
Phone: (305) 809-3944

License Fees

Qty	Product Code	Product Name	Extended Price	Net Price	Maintenance
1	EU	Building Permits Electronic Plan Review Interface	5,000.00	3,500.00	800
1	OS-FIN-AO	ONESolution Applicant Online	7,400.00	5,180.00	1,180
1	FT	NaviLine Mobile Field Inspections BP Interface	5,000.00	5,000.00	800
1	OS-FIN-EO	ONESolution Employee Online	8,400.00	5,880.00	1,340
Total:				19,560.00	4,120

Professional Services

Product Code	Product Name	Service Type	Extended Price	Net Price
OS-FIN-AO	ONESolution Applicant Online	Auditing	1,920.00	1,920.00
OS-FIN-EO	ONESolution Employee Online	Auditing	1,280.00	1,280.00
EC	BP/OS-BPMT Electronic Plan Review Base Plan Check & Review Business Process	Configuration Mapping	20,480.00	20,480.00
ED	PZ/OS-PEZ Electronic Plan Review Base Plan Check & Review Business Process	Configuration Mapping	20,480.00	20,480.00
OS-FIN-AO	ONESolution Applicant Online	Development	18,400.00	18,400.00
OS-FIN-EO	ONESolution Employee Online	Development	8,000.00	8,000.00
EC	BP/OS-BPMT Electronic Plan Review Base Plan Check & Review Business Process	Installation	4,200.00	4,200.00
ED	PZ/OS-PEZ Electronic Plan Review Base Plan Check & Review Business Process	Installation	4,200.00	4,200.00
EC	BP/OS-BPMT Electronic Plan Review Base Plan Check & Review Business Process	Project Management	7,680.00	7,680.00

Product Code	Product Name	Service Type	Extended Price	Net Price
ED	PZ/OS-PEZ Electronic Plan Review Base Plan Check & Review Business Process	Project Management	7,680.00	7,680.00
OS-FIN-AO	ONESolution Applicant Online	Training	1,280.00	1,280.00
OS-FIN-EO	ONESolution Employee Online	Training	1,280.00	1,280.00
Total:			96,880.00	96,880.00

Third Party

Qty	Product Code	Product Name	Service Type	Extended Price	Net Price
1	EP	Electronic Plan Review	License Fee	83,160.00	83,160.00
1	FJ	NaviLine Mobile Field Inspections Server BP	License Fee	24,000.00	24,000.00
1	FZ	NaviLine Mobile Field Inspections Route Builder with Maps	License Fee	6,000.00	6,000.00
1	FY	NaviLine Mobile Field Inspections (CAL) BP	License Fee	12,000.00	12,000.00
1	EP	Electronic Plan Review	Maintenance	13,310.00	13,310.00
1	FZ	NaviLine Mobile Field Inspections Route Builder with Maps	Maintenance	960.00	960.00
1	FY	NaviLine Mobile Field Inspections (CAL) BP	Maintenance	1,920.00	1,920.00
1	FJ	NaviLine Mobile Field Inspections Server BP	Maintenance	3,840.00	3,840.00
1	FJ	NaviLine Mobile Field Inspections Server BP	Installation	14,000.00	14,000.00
1	FJ	NaviLine Mobile Field Inspections Server BP	Project Management	7,000.00	7,000.00
12	EP	Electronic Plan Review	Training	15,360.00	15,360.00
1	FJ	NaviLine Mobile Field Inspections Server BP	Training	4,200.00	4,200.00
Total:				165,720.00	165,720.00

Product Notes

EP: Electronic Plan Review is licensed for both PZ/OS-PEZ and BP/OS-BPMT; pricing is based on # of permits per year, per jurisdiction. Requires BP/OS-BPMT Electronic Plan Review Base Plan Check & Review Business Process (EC) and/or PZ/OS-PEZ Electronic Plan Review Base Plan Check & Review Business Process (ED). Building Permits Electronic Plan Review Interface (EU) is required when interfacing to NaviLine Building Permits. Customer pricing tier levels are monitored annually at maintenance renewal time. If a customer has exceeded the permit tier pricing level for which they purchased Electronic Plan Review by 10% or more, they will be required to pay the tier price level upgrade fee to move up to the next "permits per year" tier level plus the annual maintenance for that tier level. Example: Customer purchases Electronic Plan Review for the 1,001-4,999 permits per year tier level and at annual maintenance renewal time Electronic Plan Review shows that the customer has actually processed 5,800 permits, they will be required to pay the difference in license fees to upgrade to the correct/current price tier plus the 16% annual maintenance for the new tier level. If a customer's "permits per year" drop more than 10% as monitored annually at their maintenance renewal time, the customer will be charged annual maintenance based on the next level down pricing tier. Training is required for Electronic Plan Review (EP). Training listed covers basic training on the product and includes two days of

business analysis. Training is required for BP/OS-BPMT Electronic Plan Review Base Plan Check & Review Business Process (EC) and PZ/OS-PEZ Electronic Plan Review Base Plan Check & Review Business Process (ED). Load Balance/Failover License, Configuration and Implementation: requires the customer to buy two Electronic Plan Review licenses and customized Statement of Work to determine services pricing.

FZ: Sold in packs of 5 named users.

FY: Sold in packs of 5 concurrent users.

EC: Remote configuration fee is represented as Prof Svc-Training: \$20,480.00.

ED: Remote configuration fee is represented as Prof Svc-Training: \$20,480.00.

License Fees
25,800.00
Third Party License Fees
125,160.00
Professional Services
96,880.00
Third Party Professional Services
40,560.00
Annual Maintenance (Starting Year Two)
4,120
Third Party Annual Maintenance (Starting Year Two)
20,030

License Fee Discount Amount
6,240.00

Total Discount Amount
6,240.00

Total License Fees and Professional Services (Excludes Maintenance)
288,400.00
Discount Amount
-6,240.00
Total
282,160.00

Comments:

The City of Key West, FL has been provided budgetary numbers for OS Migration projects for both OS Finance, Payroll & HR, and OS Community Services (Q-1907 for POWER or Q-2080 for RMP). Patti McLaughlin also requested a proposal Phase II type project if they considered adding modules they do not currently have licensed. This proposal includes those additional products with an EXPRESS Service Type.

Payment Terms:

License, Project Planning, Project Management, Consulting, Conversion, Custom Modification, Third Party Product Software and Hardware Fees are due upon execution of this Quote. Training fees and Travel & Living expenses are due as incurred monthly. Installation is due upon completion. Implementation and Third Party Product Services fees are due 50% on execution of this Quote and 50% due upon invoice, upon completion. Unless otherwise provided, other Professional Services are due monthly, as such services are delivered. Additional services, if requested, will be invoiced at then-current rates. Any shipping charges shown are estimated only and actual shipping charges will be due upon invoice, upon delivery.

Annual Subscription Fee(s): Initial annual subscription fees are due 100% on the Execution Date. The initial annual subscription term for any subscription product(s) listed above shall commence on the Execution Date of this Agreement and extend for a period of one (1) year. Thereafter, the subscription terms shall automatically renew for successive one (1) year terms, unless either party gives the other party written notice of non-renewal at least sixty (60) days prior to expiration of the then-current term. The then-current fee will be specified by SunGard Public Sector in an annual invoice to Customer thirty (30) days prior to the expiration of then-current annual period.

SunGard Public Sector Application Annual Support: Customer is committed to the initial term of Maintenance and Support Services for which the support fee is included in the License fee(s) and begins upon execution of this Quote and extends for a twelve (12) month period. Subsequent terms of support will be for twelve (12) month periods, commencing at the end of the prior support period. Support fees shown are for the second term of support for which SunGard Public Sector is committed and which shall be due prior to the start of that term. Fees for subsequent terms of support will be due prior to the start of each term at the then-prevailing rate. Subsequent terms will renew automatically until such time SunGard Public Sector receives written notice from the Customer thirty (30) days prior to the expiration of the then current term. Notification of non-renewal is required prior to the start of the renewal term. Customer will be invoiced, and payment is due, upon renewal.

Third Party Product Annual Support Fees: The support fee for the initial annual period is included in the applicable Third Party Product License fees(s) unless otherwise stated. Subsequent terms invoiced by SunGard Public Sector will renew automatically at then-prevailing rates until such time SunGard Public Sector receives written notice of non-renewal from the Customer ninety (90) days in advance of the expiration of the then-current term. Notification of non-renewal is required prior to the start of the renewal term. Customer will be invoiced, and payment is due, upon renewal. As applicable for certain Third Party Products that are invoiced directly by the third party to Customer, payment terms for any renewal term(s) of support shall be as provided by the third party to Customer.

Additional Terms:

This Quote constitutes an Amendment to the Software License & Services Agreement and the Maintenance/Support Agreement (together, the "Contract and Agreement") by and between the parties hereto. The product and pricing information detailed above comprises the "Exhibit 1" schedule or "Supplement" attached to this Amendment. Except as otherwise provided herein, all terms and conditions of the Contract and Agreement shall remain in full force and effect.

Any interfaces listed above are interfaces only. Customer shall be responsible for obtaining the applicable software, hardware and system software from the appropriate third party vendor.

The Component Systems identified above are "Licensed Programs" or "Licensed Systems" licensed by SunGard Public Sector and are provided in and may be used in machine-readable object code form only.

Applicable taxes are not included, and, if applicable, will be added to the amount in the payment of invoice(s) being sent separately. Travel and living expenses are in addition to the prices quoted above and shall be governed by the SunGard Public Sector Corporate Travel and Expense Reimbursement Policy.

The date of delivery is the date on which SunGard Public Sector delivers, F.O.B. SunGard Public Sector's place of shipment, the Component Systems to Customer.

The SunGard Public Sector application software warranty shall be for a period of one (1) year after delivery. There is no Testing and

Acceptance period on the Licensed System(s) herein.

Preprinted conditions and all other terms not included in this Quote or in the Contract and Agreement, stated on any purchase order or other document submitted hereafter by Customer are of no force or effect, and the terms and conditions of the Contract and Agreement and any amendments thereto shall control unless expressly accepted in writing by SunGard Public Sector to Customer.

Third party hardware/software maintenance and/or warranty will be provided by the third party hardware and software manufacturer(s). SunGard Public Sector makes no representations as to expected performance, suitability, or the satisfaction of Customer's requirements with respect to the hardware or other third party products specified in this Quote. The return and refund policy of each individual third party hardware/software supplier shall apply.

This Agreement is based on the current licensing policies of each third party software manufacturer as well as all hardware manufacturers. In the event that a manufacturer changes any of these respective policies or prices, SunGard Public Sector reserves the right to adjust this proposal to reflect those changes.

Should Customer terminate this agreement per any "Term of Contract" Section of the Contract and Agreement, as may be applicable for certain customers, Customer agrees to pay, immediately upon termination, the remaining balance for all hardware, software, and services delivered prior to the termination date together with travel reimbursements, if any, related to the foregoing. Notwithstanding any language in the Contract and Agreement to the contrary, the purchase of support services is NOT necessary for the continuation of Customer's License.

Pricing for professional services provided under this quote is a good faith estimate based on the information available to SunGard Public Sector at the time of execution of this Quote. The total amount that Customer will pay for these services will vary based on the actual number of hours of services required to complete the services. If required, additional services will be provided on a time and materials basis at hourly rates equal to SunGard Public Sector's then-current rates for the services at issue.

For training and on-site project management sessions which are cancelled at the request of Customer within fourteen (14) days of the scheduled start date, Customer is responsible for entire price of the training or on-site project management plus incurred expenses.

Key West, FL

Signature: _____ **Date:** _____

Printed Name : _____



Quoted By: Tim Vickers
 Quote Expiration: 11/21/2014
 Quote Name: City of Key West-ERP-Munis
 Quote Number: 2013-4716
 Quote Description: City of Key West Budgetary Quote May 4 2014

Sales Quotation For

City of Key West
 P.O. Box 1409
 Key West, Florida 33041-1409
 Phone 3052928200

Tyler Software and Related Services

Description	License	Impl. Days	Impl. Cost	Data Conversion	Module Total	Year One Maintenance
Financials:						
Accounting/GL/BG/AP	\$52,250.00	15 @ \$1,175.00	\$17,625.00	\$10,600.00	\$80,475.00	\$9,405.00
Work Orders, Fleet & Facilities Management	\$13,800.00	15 @ \$1,175.00	\$17,625.00	\$7,500.00	\$38,925.00	\$2,484.00
Purchasing	\$22,000.00	10 @ \$1,175.00	\$11,750.00	\$2,700.00	\$36,450.00	\$3,960.00
Fixed Assets	\$12,000.00	5 @ \$1,175.00	\$5,875.00	\$4,800.00	\$22,675.00	\$2,160.00
Inventory	\$11,000.00	5 @ \$1,175.00	\$5,875.00	\$4,700.00	\$21,575.00	\$1,980.00
Project & Grant Accounting	\$10,000.00	4 @ \$1,175.00	\$4,700.00	\$5,000.00	\$19,700.00	\$1,800.00
Risk Management	\$10,000.00	4 @ \$1,175.00	\$4,700.00	\$0.00	\$14,700.00	\$1,800.00
Cash Management	\$10,000.00	4 @ \$1,175.00	\$4,700.00	\$0.00	\$14,700.00	\$1,800.00
Employee Expense Reimbursement	\$6,000.00	4 @ \$1,175.00	\$4,700.00	\$0.00	\$10,700.00	\$1,080.00
Bid Management	\$6,000.00	3 @ \$1,175.00	\$3,525.00	\$0.00	\$9,525.00	\$1,080.00
Contract Management	\$5,900.00	3 @ \$1,175.00	\$3,525.00	\$0.00	\$9,425.00	\$1,062.00
BMI Asset Track Interface	\$3,800.00	2 @ \$1,175.00	\$2,350.00	\$0.00	\$6,150.00	\$684.00
Standard Fuel Interface - SeeComments	\$3,800.00	2 @ \$1,175.00	\$2,350.00	\$0.00	\$6,150.00	\$684.00
Payroll/HR:						
Payroll w/ESS	\$16,100.00	9 @ \$1,175.00	\$10,575.00	\$12,450.00	\$39,125.00	\$2,898.00

Tyler Software and Related Services

Description	License	Impl. Days	Impl. Cost	Data Conversion	Module Total	Year One Maintenance
HR Management	\$7,700.00	4 @ \$1,175.00	\$4,700.00	\$0.00	\$12,400.00	\$1,386.00
Professional Development	\$5,500.00	2 @ \$1,175.00	\$2,350.00	\$0.00	\$7,850.00	\$990.00
Applicant Tracking	\$2,750.00	1 @ \$1,175.00	\$1,175.00	\$0.00	\$3,925.00	\$495.00
Revenue:						
Tyler Cashiering	\$21,000.00	5 @ \$1,175.00	\$5,875.00	\$0.00	\$26,875.00	\$3,780.00
Accounts Receivable	\$11,000.00	8 @ \$1,175.00	\$9,400.00	\$0.00	\$20,400.00	\$1,980.00
Parking Tickets	\$11,000.00	4 @ \$1,175.00	\$4,700.00	\$4,160.00	\$19,860.00	\$2,750.00
General Billing	\$5,000.00	4 @ \$1,175.00	\$4,700.00	\$8,200.00	\$17,900.00	\$900.00
Maplink GIS Integration	\$2,750.00	1 @ \$1,175.00	\$1,175.00	\$0.00	\$3,925.00	\$495.00
Central Property File	\$1,650.00	1 @ \$1,175.00	\$1,175.00	\$0.00	\$2,825.00	\$413.00
Parking Tickets Handheld Interface	\$1,650.00	1 @ \$1,175.00	\$1,175.00	\$0.00	\$2,825.00	\$413.00
Other:						
CAFR Statement Builder	\$13,750.00	3 @ \$1,175.00	\$3,525.00	\$0.00	\$17,275.00	\$2,475.00
Payroll Tax Table Updates	\$0.00	0 @ \$1,175.00	\$0.00	\$0.00	\$0.00	\$1,000.00
Productivity:						
Munis Analytics & Reporting	\$45,200.00	10 @ \$1,175.00	\$11,750.00	\$0.00	\$56,950.00	\$8,136.00
Tyler Content Manager SE	\$20,000.00	4 @ \$1,175.00	\$4,700.00	\$0.00	\$24,700.00	\$3,600.00
Citizen Self Service	\$11,000.00	1 @ \$1,175.00	\$1,175.00	\$0.00	\$12,175.00	\$1,980.00
eProcurement	\$10,000.00	1 @ \$1,175.00	\$1,175.00	\$0.00	\$11,175.00	\$1,800.00
Tyler Forms Processing	\$9,500.00	0 @ \$1,175.00	\$0.00	\$0.00	\$9,500.00	\$1,900.00
Sub-Total:	\$362,100.00		\$158,625.00	\$60,110.00	\$580,835.00	\$67,370.00
<i>Less Discount:</i>	<i>\$0.00</i>		<i>\$0.00</i>	<i>\$0.00</i>	<i>\$0.00</i>	<i>\$63,207.00</i>
TOTAL:	\$362,100.00	135	\$158,625.00	\$60,110.00	\$580,835.00	\$4,163.00

Other Services

Description	Quantity	Unit Price	Unit Discount	Extended Price
AP/PR Check Recon Import	1	\$1,000.00	\$0.00	\$1,000.00
AP Positive Pay Export Format	1	\$3,000.00	\$0.00	\$3,000.00
Estimated Travel Expenses	1	\$78,600.00	\$0.00	\$78,600.00

Other Services

Description	Quantity	Unit Price	Unit Discount	Extended Price
Implementation Day	45	\$1,175.00	\$0.00	\$52,875.00
Install Fee - New Server Install-WIN	1	\$6,000.00	\$0.00	\$6,000.00
Munis Admin & Security	2	\$1,175.00	\$0.00	\$2,350.00
P-Card Import Format W/O Encumbrances	1	\$7,500.00	\$0.00	\$7,500.00
Project Planning Services	1	\$6,000.00	\$0.00	\$6,000.00
PR Positive Pay Export Format	1	\$3,000.00	\$0.00	\$3,000.00
Tyler Forms Library - Business License	1	\$1,400.00	\$0.00	\$1,400.00
Tyler Forms Financial Library	1	\$1,800.00	\$0.00	\$1,800.00
Tyler Forms Library - General Billing	1	\$2,000.00	\$0.00	\$2,000.00
Tyler Forms Library - Payroll	1	\$1,200.00	\$0.00	\$1,200.00
Tyler Forms Library - Personnel Action	1	\$1,000.00	\$0.00	\$1,000.00
Tyler Forms Processing Configuration	1	\$2,000.00	\$0.00	\$2,000.00
TOTAL:				\$169,725.00

3rd Party Hardware, Software and Services

Description	Quantity	Unit Price	Unit Discount	Total Price	Unit Maintenance	Unit Maintenance Discount	Total Year One Maintenance
BMI-ASSETTRACK-PPC for MUNIS (Incl. Install Fee)	1	\$6,500.00	\$0.00	\$6,500.00	\$0.00	\$0.00	\$0.00
Cash Drawer	1	\$230.00	\$0.00	\$230.00	\$0.00	\$0.00	\$0.00
Hand Held Scanner - Model 1900GSR	1	\$385.00	\$0.00	\$385.00	\$0.00	\$0.00	\$0.00
Hand Held Scanner Stand	1	\$25.00	\$0.00	\$25.00	\$0.00	\$0.00	\$0.00
ID Tech MiniMag USB Reader	1	\$62.00	\$0.00	\$62.00	\$0.00	\$0.00	\$0.00
Power Supply	1	\$40.00	\$0.00	\$40.00	\$0.00	\$0.00	\$0.00
Printer (TM-S9000)	1	\$1,600.00	\$0.00	\$1,600.00	\$0.00	\$0.00	\$0.00
Tyler Secure Signature System with 2 Keys	1	\$1,650.00	\$0.00	\$1,650.00	\$0.00	\$0.00	\$0.00
<i>3rd Party Hardware Sub-Total:</i>			<i>\$0.00</i>	<i>\$10,492.00</i>			<i>\$0.00</i>
TOTAL:				\$10,492.00			\$0.00

Summary	One Time Fees	Recurring Fees
Total Tyler Software	\$362,100.00	\$4,163.00
Total Tyler Services	\$388,460.00	\$0.00
Total 3rd Party Hardware, Software and Services	\$10,492.00	\$0.00
Summary Total	\$761,052.00	\$4,163.00
 Contract Total	 \$765,215.00	

Subject
to
Approval

Detailed Breakdown of Conversions (included in Contract Total)

Description	Unit Price	Unit Discount	Extended Price
Accounting Opt 1 - Actuals - D	\$1,500.00	\$0.00	\$1,500.00
Accounting Opt 2 - Budgets - D	\$1,500.00	\$0.00	\$1,500.00
Accounting Standard COA - D	\$2,000.00	\$0.00	\$2,000.00
Accounts Payable Opt 1 - Checks - D	\$1,600.00	\$0.00	\$1,600.00
Accounts Payable Opt 2 - Invoice - D	\$2,400.00	\$0.00	\$2,400.00
Accounts Payable Standard Master - D	\$1,600.00	\$0.00	\$1,600.00
Fixed Assets Opt 1 - History - D	\$1,800.00	\$0.00	\$1,800.00
Fixed Assets Std Master - D	\$3,000.00	\$0.00	\$3,000.00
General Billing Opt 1 - Recurring Invoices - D	\$2,700.00	\$0.00	\$2,700.00
General Billing Opt 2 - Bills - D	\$4,000.00	\$0.00	\$4,000.00
General Billing Std CID - D	\$1,500.00	\$0.00	\$1,500.00
Inventory Opt 1 - Commodity Codes - D	\$1,200.00	\$0.00	\$1,200.00
Inventory Std Master - D	\$3,500.00	\$0.00	\$3,500.00
Parking Tickets OPT 1 - Bills - B	\$2,900.00	\$0.00	\$2,900.00
Parking Tickets Std Master - B	\$1,260.00	\$0.00	\$1,260.00
Payroll - Option 10 Certifications - B	\$1,000.00	\$0.00	\$1,000.00
Payroll - Option 11 Education - B	\$1,000.00	\$0.00	\$1,000.00
Payroll - Option 1 Deductions - B	\$1,300.00	\$0.00	\$1,300.00
Payroll - Option 2 Accrual Balances - B	\$1,000.00	\$0.00	\$1,000.00
Payroll - Option 3 Accumulators - B	\$1,000.00	\$0.00	\$1,000.00
Payroll - Option 4 Check History - B	\$1,000.00	\$0.00	\$1,000.00
Payroll - Option 5 Earning/Deduction Hist - B	\$1,750.00	\$0.00	\$1,750.00
Payroll - Option 6 Applicant Tracking - B	\$1,000.00	\$0.00	\$1,000.00
Payroll - Option 7 PM Action History - B	\$1,000.00	\$0.00	\$1,000.00
Payroll - Option 8 Position Control - B	\$1,000.00	\$0.00	\$1,000.00
Payroll - Standard - B	\$1,400.00	\$0.00	\$1,400.00
Project Grant Accounting Opt 1 - Actuals - D	\$1,500.00	\$0.00	\$1,500.00

Detailed Breakdown of Conversions (included in Contract Total)

Description	Unit Price	Unit Discount	Extended Price
Project Grant Accounting Opt 2 - Budgets - D	\$1,500.00	\$0.00	\$1,500.00
Project Grant Accounting Standard - D	\$2,000.00	\$0.00	\$2,000.00
Purchasing - Purchase Orders - Standard - D	\$2,700.00	\$0.00	\$2,700.00
Work Order Opt 1 - Work Order Asset - D	\$3,000.00	\$0.00	\$3,000.00
Work Order Opt 2 - Closed Work Order History No Cost Data - D	\$4,500.00	\$0.00	\$4,500.00
TOTAL:			\$60,110.00

Optional Tyler Software & Related Services

Description	License	Impl. Days	Impl. Cost	Data Conversion	Module Total	Year One Maintenance
Other:						
MUNIS Disaster Recovery Service	\$0.00	0 @ \$1,175.00	\$0.00	\$0.00	\$0.00	\$16,592.00
OSDBA Contract Services	\$0.00	0 @ \$1,175.00	\$0.00	\$0.00	\$0.00	\$16,592.00
Productivity:						
Tyler Content Manager Enterprise Upgrade (Existing CL w/Tyler Content Manager SE)	\$18,000.00	6 @ \$1,175.00	\$7,050.00	\$0.00	\$25,050.00	\$3,240.00
IVR Gateway	\$6,000.00	3 @ \$1,175.00	\$3,525.00	\$0.00	\$9,525.00	\$1,080.00
TOTAL:	\$24,000.00	9	\$10,575.00	\$0.00	\$34,575.00	\$37,504.00

Unless otherwise indicated in the contract or Amendment thereto, pricing for optional items will be held for six (6) months from the Quote date or the Effective Date of the Contract, whichever is later.

Customer Approval: _____ Date: _____
 Print Name: _____ P.O. #: _____

All primary values quoted in US Dollars

Discount Detail

Description	License	License Discount	License Net	Maintenance Basis	Year One Maint Discount	Year One Maint Net
-------------	---------	------------------	-------------	-------------------	-------------------------	--------------------

Financials:

Accounting/GL/BG/AP	\$52,250.00	\$0.00	\$52,250.00	\$9,405.00	\$9,405.00	\$0.00
Bid Management	\$6,000.00	\$0.00	\$6,000.00	\$1,080.00	\$1,080.00	\$0.00
BMI Asset Track Interface	\$3,800.00	\$0.00	\$3,800.00	\$684.00	\$684.00	\$0.00
Cash Management	\$10,000.00	\$0.00	\$10,000.00	\$1,800.00	\$1,800.00	\$0.00
Contract Management	\$5,900.00	\$0.00	\$5,900.00	\$1,062.00	\$1,062.00	\$0.00
Employee Expense Reimbursement	\$6,000.00	\$0.00	\$6,000.00	\$1,080.00	\$1,080.00	\$0.00
Fixed Assets	\$12,000.00	\$0.00	\$12,000.00	\$2,160.00	\$2,160.00	\$0.00

Discount Detail

Description	License	License Discount	License Net	Maintenance Basis	Year One Maint Discount	Year One Maint Net
Inventory	\$11,000.00	\$0.00	\$11,000.00	\$1,980.00	\$1,980.00	\$0.00
Project & Grant Accounting	\$10,000.00	\$0.00	\$10,000.00	\$1,800.00	\$1,800.00	\$0.00
Purchasing	\$22,000.00	\$0.00	\$22,000.00	\$3,960.00	\$3,960.00	\$0.00
Risk Management	\$10,000.00	\$0.00	\$10,000.00	\$1,800.00	\$1,800.00	\$0.00
Standard Fuel Interface - SeeComments	\$3,800.00	\$0.00	\$3,800.00	\$684.00	\$684.00	\$0.00
Work Orders, Fleet & Facilities Management	\$13,800.00	\$0.00	\$13,800.00	\$2,484.00	\$2,484.00	\$0.00
Payroll/HR:						
Applicant Tracking	\$2,750.00	\$0.00	\$2,750.00	\$495.00	\$495.00	\$0.00
HR Management	\$7,700.00	\$0.00	\$7,700.00	\$1,386.00	\$1,386.00	\$0.00
Payroll w/ESS	\$16,100.00	\$0.00	\$16,100.00	\$2,898.00	\$2,898.00	\$0.00
Professional Development	\$5,500.00	\$0.00	\$5,500.00	\$990.00	\$990.00	\$0.00
Revenue:						
Maplink GIS Integration	\$2,750.00	\$0.00	\$2,750.00	\$495.00	\$495.00	\$0.00
Accounts Receivable	\$11,000.00	\$0.00	\$11,000.00	\$1,980.00	\$1,980.00	\$0.00
Central Property File	\$1,650.00	\$0.00	\$1,650.00	\$413.00	\$413.00	\$0.00
General Billing	\$5,000.00	\$0.00	\$5,000.00	\$900.00	\$900.00	\$0.00
Tyler Cashiering	\$21,000.00	\$0.00	\$21,000.00	\$3,780.00	\$3,780.00	\$0.00
Parking Tickets	\$11,000.00	\$0.00	\$11,000.00	\$2,750.00	\$0.00	\$2,750.00
Parking Tickets Handheld Interface	\$1,650.00	\$0.00	\$1,650.00	\$413.00	\$0.00	\$413.00
Productivity:						
Citizen Self Service	\$11,000.00	\$0.00	\$11,000.00	\$1,980.00	\$1,980.00	\$0.00
eProcurement	\$10,000.00	\$0.00	\$10,000.00	\$1,800.00	\$1,800.00	\$0.00
Munis Analytics & Reporting	\$45,200.00	\$0.00	\$45,200.00	\$8,136.00	\$8,136.00	\$0.00
Tyler Content Manager SE	\$20,000.00	\$0.00	\$20,000.00	\$3,600.00	\$3,600.00	\$0.00
Tyler Forms Processing	\$9,500.00	\$0.00	\$9,500.00	\$1,900.00	\$1,900.00	\$0.00
Other:						
Payroll Tax Table Updates	\$0.00	\$0.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00

Discount Detail

Description	License	License Discount	License Net Maintenance Basis	Year One Maint Discount	Year One Maint Net
CAFR Statement Builder	\$13,750.00	\$0.00	\$13,750.00	\$2,475.00	\$0.00
TOTAL:	\$362,100.00	\$0.00	\$362,100.00	\$67,370.00	\$63,207.00

Subject to
Approval

Comments

Tyler's OSDBA Service is calculated at 25% of the MUNIS annual maintenance. There is a \$2,500 minimum annual fee and a \$30,000 maximum annual fee.

Tyler's Disaster Recovery Service is calculated at 25% of the MUNIS annual maintenance. There is a \$5,000 minimum annual fee and a \$30,000 maximum annual fee for Disaster Recovery service. The Disaster Recovery fees are applicable only to one Live MUNIS database and excludes all test and training databases.

Tyler recommends the use of a 128-bit SSL Security Certificate for any Internet Web Applications, such as the MUNIS Web Client and the MUNIS Self Service applications if hosted by the Client. This certificate is required to encrypt the highly sensitive payroll and financial information as it travels across the public internet. There are various vendors who sell SSL Certificates, with all ranges of prices.

Conversion prices are based on a single occurrence of the database. If additional databases need to be converted, these will need to be quoted.

Tyler's quote contains estimates of the amount of services needed, based on our preliminary understanding of the size and scope of your project. The actual amount of services depends on such factors as your level of involvement in the project and the speed of knowledge transfer.

Unless otherwise noted, prices submitted in the quote do not include travel expenses incurred in accordance with Tyler's then-current Business Travel Policy.

Tyler's prices do not include applicable local, city or federal sales, use excise, personal property or other similar taxes or duties, which you are responsible for determining and remitting.

In the event Client cancels services less than two (2) weeks in advance, Client is liable to Tyler for (i) all non-refundable expenses incurred by Tyler on Client's behalf; and (ii) daily fees associated with the cancelled services if Tyler is unable to re-assign its personnel.

Pricing for optional items will be held for six (6) months from the quote date.

Tyler provides onsite training for a maximum of 12 people per class. In the event that more than 12 users wish to participate in a training class or more than one occurrence of a class is needed, Tyler will either provide additional days at then-current rates for training or Tyler will utilize a Train-the-Trainer approach whereby the client designated attendees of the initial training can thereafter train the remaining users.

Tyler's Standard Fuel Interface is available from several vendors. Fuelman, FuelForce, Phoenix AFC, Phoenix SCC, Fuel Master, TRN85-Fuelman, Fuelmaster-Plus and Gasboy CFN. If your vendor does not appear on this list, we will need to quote a Custom Interface in addition to the Standard Interface to cover the additional development costs.

In the event Client acquires from Tyler any edition of Tyler Content Manager software other than Enterprise Edition, the license for Content Manager is restricted to use with Tyler applications only. If Client wishes to use Tyler Content Manager software with non-Tyler applications, Client must purchase or upgrade to Tyler Content Manager Enterprise Edition.

Tyler's form library prices are based on delivering the specific form quantities listed below. Additional formats of forms listed below are extra. Custom forms are extra. Please note that Tyler Forms requires the use of approved printers only. Contact Tyler support for the list of approved printers.

Financial library includes: 1 A/P check, 1 EFT/ACH, 1 Purchase order, 1 Contract, 1099M, 1099INT, 1099S, and 1099G.

General Billing library includes: 1 invoice, 1 statement, 1 general billing receipt and 1 miscellaneous receipt.

Business license library includes: 1 business license and 1 renewal application.

Comments

Programming for check reconciliation import and positive pay export assumes one bank format each. Multiple bank formats are extra.

Includes digitizing two signatures, additional charges will apply for additional signatures.

Project Management includes project planning, kickoff meeting, status calls, task monitoring, verification and transition to support.

Tyler Forms Payroll Core library includes: 1 PR check, 1 direct deposit, 1 vendor from payroll check, 1 vendor from payroll direct deposit, W2, W2c, and 1099 R.

Personnel Actions Forms Library includes: 1 Personnel Action form - New and 1 Personnel Action Form - Change.

Tyler's cost is based on all of the proposed products and services being obtained from Tyler. Should significant portions of the products or services be deleted, Tyler reserves the right to adjust prices accordingly.

The MUNIS Accounts Payable module utilizes a label printer for batch-scanned document indexing. This printer is to be provided by the client and must support multi-page Adobe PDF files, such as the Brother QL-700.

EnerGov® Enterprise (Core)	# Licenses	Cost / Rate	Total Cost	ASM	Notes / Comments
Permitting & Land Management (PLM)	20	\$2,897	\$59,730	\$11,946	Includes entire PLM Suite + Core Framework
Licensing & Regulatory Management (LRM)	Site	-	\$29,990	\$ 5,998	Includes entire LRM Suite
EnerGov GIS (Requires ArcGIS Server)	20	\$500 / user	\$10,000	\$2,000	Requires ArcGIS Server 9.3.1 or higher
Subtotal			<u>\$99,720</u>	<u>\$19,944</u>	

EnerGov® Enterprise (Extensions)	Qty. or Unit	Cost / Rate	Total Cost	ASM	Notes / Comments
EnerGov Citizen Access (PLM)	Unlimited	\$30,000	\$30,000	\$6,000	Includes EnerGov MyGovPay® for PCI compliant online payments
EnerGov Decision Engine	Included	Included	Included	included	included
EnerGov eReviews (Electronic Plan Review)	Server License	\$29,999	\$29,999	\$5,999	Requires Adobe Acrobat or Bluebeam Revu
iG Workforce (Mobile)	10	\$999	\$9,990	\$1,998	Includes iG Inspect, iG Enforce & iG Reviews
EnerGov IVR	Server License	\$29,999	\$29,999	\$5,999	Automated inspection requests, permit and plan status checks
Intelligent Automation Agent	Server License	\$12,999	Included	included	Server-side plugin for post processing and proactive event handling automation.
Subtotal			<u>\$99,988</u>	<u>\$19,996</u>	

Summary (Software)	Total Cost	ASM
EnerGov® Enterprise Core	\$99,720	\$19,944
EnerGov® Extensions	\$99,988	\$19,996
Total Software	\$199,708	\$39,940

Professional Services	Hours or Trips	Cost / Rate	Total Cost		Notes / Comments
Project Management, Consulting & Implementation Services	1200	\$170 / hr	\$204,000	-	Billed monthly
Report Development Services	100	\$170 / hr	\$17,000	-	Billed monthly
On-Site Training & Production Support Services	120	\$170 / hr	\$20,400	-	Billed monthly
Travel Expenses	8	\$1,700 / trip / resource	\$13,600	-	Billed monthly
Subtotal	1428		<u>\$255,000</u>		

Data Services	Hours	Cost / Rate	Total Cost		Notes / Comments
Legacy Data	80	\$219 / hr	\$17,520	-	estimate
Additional Data Sources	-	-	-	-	
Other	-	-	-	-	None identified at this time
Subtotal	80		<u>\$17,520</u>		

*Data conversion services to be determined after additional analysis.

Certification Training	Qty.	Cost / Rate	Total Cost		Notes / Comments
System Administration	1	\$1,999 / attendee	\$1,999	-	
Workflow Administration	1	\$1,999 / attendee	\$1,999	-	
Fee Administration	1	\$1,999 / attendee	\$1,999	-	
Permitting & Land Management	1	\$1,999 / attendee	\$1,999	-	
Subtotal			<u>\$7,996</u>	-	

Summary (Services)	Total Cost	Notes
Professional Services	\$255,000	
Data Services	17,520	
Certifications	\$ 7,996	
Total Services	\$280,516	

<u>Summary</u>	<u>One Time Fees</u>	<u>Recurring Fees</u>
Total Software:	\$ 199,708	\$ 39,940
Total Services:	\$ 280,516*	
<u>Total Proposed Cost:</u>	\$ 480,224	\$ 39,940

**Support and Maintenance Fees are free for 1 year from the date of contract execution.*

***Includes Travel Expenses*



New World Systems®
The Public Sector Software Company

Total Cost Summary

KEY WEST, FLORIDA

November 21, 2012

New World Software and Services

A. Application Software

1) Licensed Standard Software

B. Implementation Services

1) Project Management

2) Installation and Training

3) Interface Installation Service Fee

4) Windows Operating System Assurance and Software Installation

5) Data File Conversion Daily Service Rate (Not included in totals) \$1,200/DAY

TOTAL ONE TIME COST

\$656,000

Maintenance

C. 1) Standard Software Maintenance Agreement (SSMA) (Annual Cost):

90-Day Warranty from Date of Delivery	No Charge
Year 1 SSMA	\$65,600

Subsequent years of Software Maintenance will include a price increase.

New World's cost is based on all of the proposed products and services being obtained from New World. Should significant portions of the products or services be deleted, New World reserves the right to adjust its prices accordingly.

This assumes you are purchasing this directly through New World and not thru an RFP procurement procedure.

This Budgetary Proposal is being provided solely for planning purposes and does not constitute a firm offer. An extended review may determine that additional software or service components are necessary.

Travel and Living expenses are not included in the Total One Time Cost above. New World estimates there to be 35 trips at \$1,500/trip (may include airfare, hotel, per diem, car rental, gas), or \$52,500. All Travel and Living expenses will be billed on a weekly basis, but only as incurred.

CONFIDENTIAL AND PROPRIETARY

KEY WEST, FLORIDA

Budgetary Proposal

November 21, 2012

A. LOGOS.NET STANDARD APPLICATION SOFTWARE ^{1,2,3}		
ITEM	DESCRIPTION	INVESTMENT

FINANCIAL MANAGEMENT

(Users included - 20)⁴

1. Logos.NET Financial Management Base Suite

- General Ledger
- Budget Management
- Annual Budget Preparation
- Accounts Payable
- Revenue/Cash Receipting

2. Logos.NET Additional Financial Management Software

- Asset Management
- Grant Management
- Project Accounting
- Misc. Billing & Receivables
- Government (GASB) Reporting
- Bank Reconciliation

3. Logos.NET Procurement Management Suite

- Purchasing Base
- Contract Accounting

PAYROLL & HUMAN RESOURCES SUITE

(Users included - 10)⁴

4. Logos.NET Human Resources Management Base Suite

- Payroll Processing
- Personnel Management
- Position Control

5. Logos.NET Human Resources

- Employee Event Tracking
- Personnel Action Processing

6. Logos.NET Benefits Management

- Benefits Administration
- COBRA Billing Administration
- Workers Compensation Administration

7. Logos.NET Additional Payroll & HR Modules

- Applicant Tracking
- Position Budgeting
- Time & Attendance Interface⁵

UTILITY MANAGEMENT SUITE

(Users included - 10)⁴

8. Logos.NET Utility Management Software

- Water/Sewer/Refuse Base Package

9. Logos.NET Additional Utility Management Modules

- Meter and Device Inventory
- Service Order Processing

COMMUNITY DEVELOPMENT SUITE

(Users included - 10)⁴

10. Logos.NET Community Development Software

- Business Licensing
- Parcel Management
- Permits
- Municipal Inspections
- Project Planning
- Code Enforcement
- Requests for Services Tracking

11. Logos.NET Additional Community Development Modules

- GIS Integration ⁵
- Community Development
 - Business Licensing (4 screens)*
 - Parcel Management (7 screens)*
 - Permits (2 screens)*
 - Municipal Inspections (4 screens)*
 - Code Enforcement (3 screens)*
 - Requests for Services Tracking (1 screen)*
- Utility Billing
 - Base Package (3 screens)*
 - Meter Inventory (1 screen)*
 - Service Order Processing (4 screens)*

eSUITE

12. eSuite Base Software

13. eFinance

- eSupplier
- ePayments

14. eHR

- eEmployee
- eTimesheets
- eBenefits Administration
- eRecruit

15. eCommunity

- ePermits
- eLicense
- eRequest

16. eUtility

- eUtilities

BUSINESS ANALYTICS

17. Finance Analytics

- Includes 2 users

18. Human Resource/Payroll Analytics

- Includes 2 users

19. Utility Management Analytics

- Includes 2 users

20. Community Development Analytics

- Includes 2 users

B. IMPLEMENTATION SERVICES ⁹		
ITEM	DESCRIPTION	INVESTMENT

IMPLEMENTATION

1. Project Management Services as required:
 - Project Management
 - Overall consultation and communication
 - Monthly status reports and project updates throughout the duration of the project
 - Implementation Plan

Covers period of 12 months from Agreement Execution
2. Up to 137 days of Implementation and Training Services are included for:
 - Software Tailoring and Set Up
 - User Education and Training
 - Other Technical Support
 - Travel Time Included

* Assumes train-the-trainer approach
3. Interface Installation Service Fees:
 - Bank Reconciliation
 - Time and Attendance
4. Windows 2008/Operating System Assurance and Software Installation:
 - Install and configure application servers
 - Consult on connectivity to new or existing Windows environment
 - Verify operating system and SQL configuration
 - Verify workstation configuration
5. Data File Conversion Daily Service Rate (Not included in totals) \$1,200/DAY

TOTAL ONE TIME COSTS	\$656,000
-----------------------------	------------------

C. MAINTENANCE		
ITEM	DESCRIPTION	INVESTMENT

1. STANDARD SOFTWARE MAINTENANCE AGREEMENT (SSMA) (Per Year Cost)

Based on a 5-year plan; SSMA to begin at the end of the warranty period.

90-Day Warranty from Date of Delivery	No Charge
Year 1 SSMA	\$65,600

Subsequent years of Software Maintenance will include a price increase.

D. TRAVEL AND LIVING EXPENSES (estimate)		
ITEM	DESCRIPTION	INVESTMENT

1. TRAVEL EXPENSES (estimate)

35 trips at \$1,500/each \$52,500

- Includes airfare, car rental, hotel accommodations, and per diem.

PRICING VALID THROUGH FEBRUARY 15, 2013.

ENDNOTES

- ¹ *Personal Computers must meet the minimum hardware requirements for New World Systems' Logos.NET product. Microsoft Windows XP or greater with IE 7.0 or greater is the required operating systems for all client machines. Windows 2008 Server is required for the Application Server(s), Web Server(s) and Database Server. Microsoft SQL Server 2008 is required for the Database Server.*
- ² *New World Systems' Logos.NET product requires Microsoft Windows 2008 Server and Microsoft SQL Server 2008 including required Client Access Licenses (CALs) and Windows Server 2008 External Connector (EC) licenses for applicable Microsoft products. Servers must meet minimum hardware requirements provided by New World Systems.*
- ³ *Suggested minimum: 100MB Ethernet Network. 10MB CAT5 Ethernet Network may have less than adequate response time. Further consultation would be required to assess your network.*
- ⁴ *Additional cost per group of 5 for authorized users is \$5,000.*
- ⁵ *Time & Attendance interface is a two-way interface. Additional support may be required for 3rd Party changes; not included in SSMA.*
- ⁶ *GIS integration currently supports either ESRI's ArcIMS or ArcGIS Server software; the ArcIMS and ArcGIS Server software and any services related to the installation and setup of ArcIMS or ArcGIS are not included in this proposal. The ArcIMS or ArcGIS Server software would need to be purchased, installed and setup separately.*
- ⁷ *Prices assume that all software proposed is licensed. Prices are quoted as preliminary estimates only and are subject to further clarification and confirmation.*
- ⁸ *Licensed Software, and third party software embedded therein, if any, will be delivered in a machine readable form to Customer via an agreed upon network connection. Any taxes or fees imposed are the responsibility of the purchaser and will be remitted when imposed.*
- ⁹ *Travel and expenses are not included as they are billed at actual cost.*