Proposal for Software and Services, Presented to...
Village of Grayslake, Lake County IL
February 24, 2014
Quoted by: Kevin Schafer

BS&A
SOFTWARE

Thank you for the opportunity to quote our software and services.

At BS&A, we are focused on delivering unparalleled service, solutions, support, and customer satisfaction. You'll see this in our literature, but it's not just a marketing strategy... it's a mindset deeply embedded in our DNA. Our goal is to provide such remarkable customer service that our customers feel compelled to remark about it.

*We are extremely proud of the many long-term customer relationships we have built. Our success is directly correlated with putting the customer first and consistently choosing to **listen**. Delivering unparalleled customer service is the foundation of our company.*

Contents

Please return all pages, retaining a copy for your records.

Attachments

Please retain for your records.

Hardware Requirements
SQL Server Pricing
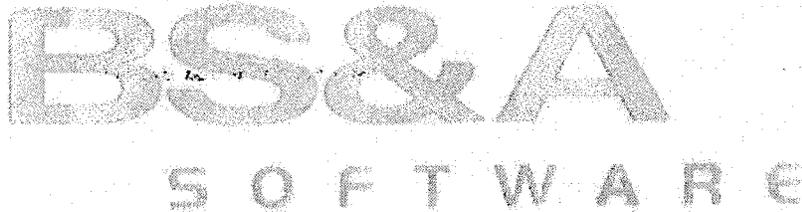
Questions? Please call Kevin Schafer at (855) 272-7638 or email kschafer@bsasoftware.com

Prices good for a period of 90 days from date on quote.

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Village of Grayslake, Lake County IL. Quoted February 20, 2014.

Cost Summary

Application and Annual Service Fee prices based on an approximate population of 21,101 and 5,750 utility customers. Software is licensed for use only by municipality identified on the cover page. If used for additional entities or agencies, please contact BS&A for appropriate pricing.

Prices subject to change if the actual count is significantly different than the estimated count.

Applications, New Purchase

General Ledger .NET	$6,495
Accounts Payable .NET	$5,545
Cash Receipting .NET	$5,545
Miscellaneous Receivables .NET	$5,545
Utility Billing .NET	$11,500
Access My Gov/Internet Services	$1,500
Subtotal	**$36,130**

Data Conversions

Convert existing MSI data to BS&A format:

General Ledger (Chart of Accounts, Balances, Budget, Up to 10 Years Journal Transaction History)	$3,250
Accounts Payable (Vendors, Up to 10 Years Invoices and Check History)	$2,750
Utility Billing	$12,400
Subtotal	**$18,400**

No conversion to be performed for:

Cash Receipting .NET

Miscellaneous Receivables .NET

Custom Imports and Program Customization

Lock Box Import	$2,000
Cartegraph Integration with Utility Billing	$5,000
Subtotal	**$7,000**

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Project Management and Implementation Planning

Services include:
- Analyzing customer processes to ensure all critical components are addressed
- Creating and managing the project schedule in accordance with the customer's existing processes and needs
- Providing a central contact between the customer project leaders, developers, trainers, IT staff, and other resources required throughout the transition period
- Coordinating and/or performing data extractions necessary for both testing and final conversions
- Installing the software and providing IT consultation for network, server, and workstation configuration and requirements
- Testing and reviewing converted data

$6,965

Implementation and Training

- $850/day
- Days quoted are estimates; you are billed for actual days used

Services include:

- Setting up users and user security rights for each application
- Performing final process and procedure review
- Configuring custom settings in each application to fit the needs of the customer
- Setting up application integration and workflow methods
- Onsite verification of converted data for balancing and auditing purposes
- Training and Go-Live

Software Setup	Days: 2		$1,700
General Ledger .NET	Days: 3		$2,550
Accounts Payable .NET	Days: 2		$1,700
Cash Receipting .NET	Days: 1		$850
Miscellaneous Receivables .NET	Days: 2		$1,700
Utility Billing .NET	Days: 10		$8,500
Access My Gov/Internet Services	Days: 1		$850
	Total: 21	Subtotal	$17,850

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Cost Totals
Not including Annual Service Fees

Applications	$36,130
Data Conversions	$18,400
Custom Imports and Program Customization	$7,000
Project Management and Implementation Planning	$6,965
Implementation and Training	$17,850

Total Proposed $86,345

☒ **Check this box to pay over three budget years interest-free**

Travel Expenses $6,320

Travel expenses are quoted estimates. Actual costs are dependent on the real implementation and training days provided.
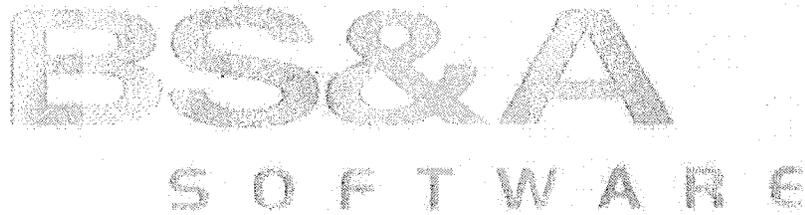
Grand Total (with Travel Expenses) $92,665

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Annual Service Fees, New Purchases

Unlimited service and support during your first year with the program are included in your purchase price. Thereafter, Service Fees are billed annually. BS&A Software reserves the right to increase the Annual Service Fee by no more than the yearly Consumers Price Index (CPI).

General Ledger .NET	$1,300
Accounts Payable .NET	$1,110
Cash Receipting .NET	$1,110
Miscellaneous Receivables .NET	$1,110
Utility Billing .NET	$2,300
Access My Gov/Internet Services	$1,500
Total Annual Service, New Purchases	**$8,430**

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Optional Item(s)

Cash Receipting Hardware

	750		Quantity			Cost
Epson Series Receipt Printer*		$750	x	___	=	$_____
Epson Series Receipt Printer* w/Check Scan		$1,100	x	1	=	$ 1,100
APG Cash Drawer**		$250	x	1	=	$ 250
ImageTeam 2800 Handheld Linear Barcode Scanner		$250	x	1	=	$ 250

This will add $ 1,600 to the Total Proposed.

> *IMPORTANT. The receipt printer must be plugged into the USB port on one workstation (not your server). This printer is not to be shared with other workstations. If more than one workstation will be used for receipting, please consider purchasing more than one receipt printer. Ithaca receipt printers are not compatible with Vista or Windows 7. The Epson Series replaces the Ithaca brand and is fully compatible with those operating systems.

> **If using a previously-purchased receipt printer with the APG Cash Drawer, which brand will be used with the drawer?
> ___Epson ___Ithaca ___Other (please specify)_____

Please provide the number of cash drawers that will be hooked up to the printer___1_____

Program Customization

BS&A strives to provide a flexible solution that can be tailored to each municipality's needs. However, in some cases, custom work may be required. Typical examples include:

- custom payment import/lock box import
- custom OCR scan-line
- custom journal export to an outside accounting system
- custom reports

If you require any custom work, please let us know so that we can better understand the scope of your request and include that in a separate proposal.

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Acceptance

Signature constitutes...
a notice of intent to

1. An order for products and services as quoted
   Quoted prices do not include Program Customization or training beyond the estimated number of days
2. Agreement with the proposed Annual Service Fees
3. Acceptance of BS&A's hardware recommendations required to efficiently run the .NET applications
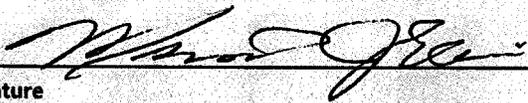
BY _____ 3/20/2014

Signature   **Date**

BS&A PLEDGE. We offer a one-year, risk-reversal pledge on our software. If, up to a year after installation, you are not happy with our software and service, you can return our software for a full refund.

Returning Accepted Proposal to BS&A

Please return the entire proposal, with signature/date (this page) and contact information (next page) filled out, by any of these methods:

    Mail: BS&A Software
            14965 Abbey Lane
            Bath, MI 48808

    Fax: (517) 641-8960

    Email: kschafer@bsasoftware.com

Once your proposal is received, a BS&A representative will contact you to begin the scheduling process.

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