

Proposal for Software and Services, Presented to...

City of Rochester Hills, Oakland County MI

October 14, 2013

Quoted by: Sarah Cressman



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.*

BS&A Software
14965 Abbey Lane Bath MI 48808
(855) BSA-SOFT / fax (517) 641-8960
bsasoftware.com

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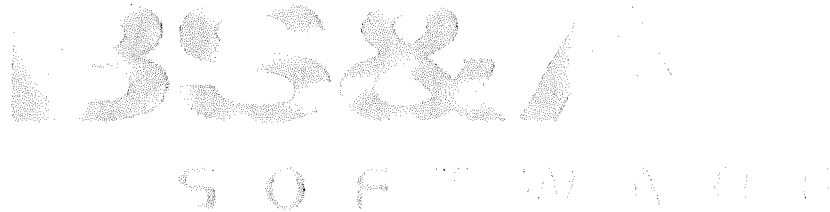
Please return all pages, retaining a copy for your records.

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Attachments

Please retain for your records.

Hardware Requirements
SQL Server Pricing



Cost Summary

Application and Annual Service Fee prices based on an approximate parcel count of 27,370. 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, Upgrade

Assessing .NET	\$16,010
Network Version	
10% discount if purchasing Assessing & Tax together (\$17,790-\$1,780)	
Tax .NET	\$13,550
Network Version	
10% discount if purchasing Assessing & Tax together (\$15,055-\$1,505)	
Special Assessment .NET	\$7,495
Miscellaneous Receivables .NET	\$9,800
Subtotal	\$46,855

Installation

BS&A makes every attempt to perform installations remotely. This requires a high-speed internet connection. If you are unable to accommodate a remote installation, and require a BS&A representative to come on-site, installation is a separate charge of \$1,100/day.

Remote installation	\$0
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Software Setup/Training

- When your trainer arrives on-site, the initial focus will be on software setup, which must be performed before training begins. This includes:
 - setting up user and user security rights for each application
 - modifying the 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
- \$1,100/day
- Days quoted are estimates; you are billed for actual days used

Assessing .NET	Days: 1	\$1,100
Tax .NET and Special Assessment .NET	Days: 1	\$1,100
Miscellaneous Receivables .NET	Days: 1	\$1,100
	Total: 3	Subtotal \$3,300

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SOFTWARE

Cost Totals

Not including Annual Service Fees

Applications, Upgrade	\$46,855
Installation	\$0
Software Setup/Training	\$3,300

Total Proposed **\$50,155**

Travel Expenses **\$150**

Grand Total (with Travel Expenses) **\$50,305**

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Conversion from Pervasive to .NET

Conversions from Pervasive to .NET are completed at no charge. If, however, a conversion is requested after our recommended scheduled time, and it requires after-hours or weekend attention, a fee of \$900 will be assessed.

Annual Service Fees, Upgrades

Annual Service Fees for .NET Upgrades are effective at your next renewal period. BS&A Software reserves the right to increase the Annual Service Fee by no more than the yearly Consumers Price Index (CPI).

Assessing .NET	\$3,620	To be billed at your next renewal period: 2nd quarter, 2014
Tax .NET	\$3,010	To be billed at your next renewal period: 3rd quarter, 2014
Special Assessment .NET	\$1,500	To be billed at your next renewal period: 2nd quarter, 2014
Miscellaneous Receivables .NET	\$5,600	To be billed at your next renewal period
Total Annual Service, Upgrades	\$13,730	



Optional Item(s)

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.

Apex Sketching Software for Use with Assessing/Equalization

Assessing/Equalization is compatible with Apex v4 Medina and Apex v5 Pro. Please visit <http://www.apexwin.com/us/> or call (800) 858-9958 to order the software.



Acceptance

Signature constitutes...

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

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: scressman@bsasoftware.com

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

Contact Information

If any mailing addresses are PO Boxes, please also provide a Street Address for UPS/Overnight mail.

If additional contacts need to be submitted, please make a copy of this page.

Support Contact

Name _____ Title _____

Phone/Fax _____ Email _____

Mailing Address _____

City, State, Zip _____

IT Contact

Name _____ Title _____

Phone/Fax _____ Email _____

Mailing Address _____

City, State, Zip _____