



BLACK MOUNTAIN
SOFTWARE

PRICE PROPOSAL FOR City of Albion, NE

Prepared by:
Teresa Van Buren
Sales Manager

2026-08-26 | Pricing Valid for 90 Days

EXECUTIVE SUMMARY

FOR TIME-STRAPPED LOCAL GOVERNMENTS

At Black Mountain, we know your world. We've worked in local government offices a lot like yours and understand what you're asked to accomplish each day. That's why our ERP Software is designed to save you time.

2026-08-26

Amber Wynn
Utility Billing Clerk
City of Albion, NE
420 W Market St
Albion, NE 68620

Dear Amber,

Thank you for your interest in Black Mountain Software. This proposal contains all the information needed to evaluate our recommended software solutions.

BMS applications are loaded with features that will help save you and your staff valuable time. Our products provide simple and intuitive navigation; a complete, broad range of built-in reports; and the ability for all users to preview and/or print reports at any time. We are consistently adding new features, enhancements, reports, and functionality to comply with ever-changing federal and state requirements, as well as our users' needs.

Our customer support is exceptional – when your staff calls, they will speak with a live support specialist dedicated to answering questions and providing solutions. We also **provide free, unlimited online training**, which includes free monthly online classes and on-demand training.

BMS would love to have City of Albion, NE join our family of over 800 customers. Again, thank you for giving us the opportunity to provide you with our software proposal and the information you need to make an informed decision.

I look forward to hearing from you and answering any questions.

Kindest Regards,

Teresa Van Buren
Sales Manager

OUR 2 STORY

Black Mountain Software has deep roots in small-town America, from our founding in rural Montana to the local governments we now serve across the U.S. With industry-leading government accounting software and the highest quality support, we've become a valued partner to hundreds of clients whose organizations look a lot like yours.

We're proud of our strong track record and are committed to another 30+ years of innovation and service leadership. Today, we're over 60 team members strong and provide 30 integrated applications purpose-built for busy municipalities, counties, special districts, and schools.

Our Mission and Values

“Partner with local governments to improve the lives of citizens.”



Deliver purpose-built, integrated software applications



Contribute to the enrichment of people and communities, wherever our business takes us



Ensure friendly, professional, responsive support



Develop long-term, collaborative client partnerships that strengthen government efficiencies and meet the needs of citizens



Commit to enduring sustainability and increase value through vigilant, strategic planning and execution



Value and respect our employees by providing ongoing opportunities for growth, productivity, and satisfaction

Why Black Mountain?

Easy-to-Use, For Any Level of Experience

Our applications are specifically crafted for users of all skill levels, featuring a user friendly interface and straightforward controls.

Knowledgeable and Responsive Client Support

Our client support is the best in the industry – with neighborly attention and top-notch expertise, we'll have you back on your feet fast.

Fully Integrated Suite of Applications

Our integrated solutions provide a seamless experience that automates your manual processes.

Comprehensive, Compliant Reports

Financial regulations and requirements are always changing, and we're on it – our reports are up-to-date and configurable to your needs.

Reliable Data Security and 24/7 Cloud Access

Access your applications anytime, anywhere with the BMS Cloud and count on full data security, nightly backups, and disaster recovery.

Purpose-Built for Local Governments

Generic accounting software doesn't offer the power and flexibility most municipalities need. Our solutions are built for small-to medium-sized local governments across the US.



What our clients are saying about us

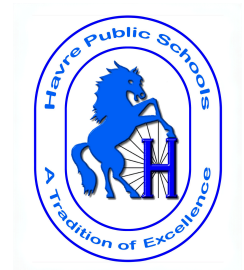


"Let's just say that BMS Support knows me! Whenever I have a question, I call their number and they're on it. They're always ready to help."

Kim Mooso, Billing Supervisor
DESTIN WATER USERS, FL

"They bent over backwards for us and they didn't have to. It shows what a quality company Black Mountain Software is. Other companies would have put us on their list and gotten back to us later."

Mike Arnold, Business Manager
HAVRE PUBLIC SCHOOLS, MT



"Everybody that I've talked to is super nice and easy to work with. They want to get the problem solved or they want to teach you and show you. A lot of times they'll let the client drive so we can figure out where everything is."

Patricia Bradley, Finance Officer
TOWN OF ASHOKIE, NC

"BMS has so many useful reports and I can rely on the support team to help me identify which report will give me the information I need."

Becki Tigue, Clerk
CITY OF DILWORTH, MN



"I truly feel like I am a better employee because of all the support I get from Black Mountain, both from the help desk and from the programmers."

Tom Ator, Accounting Tech
CITY OF WILLISTON, ND

3 OUR COMMITMENT

We are committed to always be there for our clients. Our support specialists aren't your standard IT people. They've worked as CPAs, former city and school clerks, bookkeepers, programmers, and tech specialists, so they genuinely understand your unique needs and how to resolve whatever's slowing you down.

The Best Customer Service in the Industry

Count on us to respond quickly and stay with you until you're back up to speed. We'll help you get the most out of every application—and out of every busy day.

Superior Responsiveness

Clients tell us our response times are unparalleled, and we're committed to keeping it that way. Service and support lines are open 7:00 a.m. to 5:30 p.m. (Mountain Time), Monday through Friday (excluding most federal holidays).

Unlimited Remote Support and Training

Enjoy unlimited phone, email, and online support and training throughout the year. We can often solve issues through simple, digital communications, but if you need human being on the line, we'll get you to someone fast. Simply give us a call or sign up for one of our online group classes or user meetings for tailored training.

Application Updates

Software enhancements, based on your feedback and on changes to financial regulations and requirements, are immediately available to keep you operating efficiently.

PRICE QUOTE

Issued
2026-08-26

To view a summary of all our solutions, please visit our [website](#) or [application catalog](#).

Prepared for City of Albion, NE
Amber Wynn
utilityclerk@cityofalbion-ne.com
+14023952428

Pricing is based on population size and applications needed. There are no per-user fees, usage fees, hidden fees or undisclosed future charges. We offer over 30 applications but have focused on getting you a proposal that is uniquely tailored for your organization's specific needs. We are committed to not sell you too much or too little and can work with you to make any changes to the applications below.

Products

Product	Price	Quantity	Contract term	Discount	Total
Accounting Product Information Sheet	\$5,835.00 per year	1	1 year	10 %	\$5,251.50 per year
Credit Card Manager Product Information Sheet	\$1,165.00 per year	1	1 year	10 %	\$1,048.50 per year
Purchase Orders Product Information Sheet	\$1,165.00 per year	1	1 year	10 %	\$1,048.50 per year
Payroll Product Information Sheet	\$4,085.00 per year	1	1 year	10 %	\$3,676.50 per year
Time Clock Interface Product Information Sheet	\$300.00 per year	1	1 year	10 %	\$270.00 per year

Product	Price	Quantity	Contract term	Discount	Total
Budget Preparation Product Information Sheet	\$2,335.00 per year	1	1 year	10 %	\$2,101.50 per year
Utility Billing Product Information Sheet	\$5,840.00 per year	1	1 year	10 %	\$5,256.00 per year
UB AMR Interface Product Information Sheet	\$945.00 per year	1	1 year	10 %	\$850.50 per year
UB ACH Product Information Sheet	\$300.00 per year	1	1 year	10 %	\$270.00 per year
UB Email Bills Product Information Sheet	\$300.00 per year	1	1 year	10 %	\$270.00 per year
UB BMS Pay Product Information Sheet	\$2,520.00 per year	1	1 year	50 %	\$1,260.00 per year
UB Intelligent Mail Barcode - License -	\$350.00	1		10 %	\$315.00
Cash Receipting Product Information Sheet	\$2,805.00 per year	1	1 year	10 %	\$2,524.50 per year
Summit Service Orders Product Information Sheet	\$2,375.00 per year	1	1 year	10 %	\$2,137.50 per year
Accounts Receivable Product Information Sheet	\$2,920.00 per year	1	1 year	10 %	\$2,628.00 per year

Section total

\$28,908.00

Product	Price	Quantity	Total
CR Receipt Printer	\$1,155.00	2	\$2,310.00
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Section total \$2,310.00

One Time Products

Product	Price	Quantity	Discount	Total
Accounting - Conversion	\$2,335.00	1	\$0.00	\$2,335.00
Payroll - Conversion	\$1,335.00	1	\$0.00	\$1,335.00
Utility Billing - Conversion	\$5,840.00	1	\$0.00	\$5,840.00
Accounts Receivable - Conversion	\$955.00	1	\$0.00	\$955.00
Implementation Fee	\$12,750.00	1	\$2,750.00	\$10,000.00

Section total \$20,465.00

One-time subtotal \$23,090.00

Recurring subtotal \$28,593.00
per year

Total \$51,683.00

5 TERMS & CONDITIONS

1. This Quote is governed by and subject to the Master Services Agreement between Customer and BMS ("MSA"). Capitalized terms used in this Quote and not defined herein have the meanings provided in the MSA.
2. BMS has made efforts to ensure the information contained within this Quote is complete and accurate. However, BMS reserves the right to correct any error or omission related to fees, product description or availability.
3. Fees quoted in this Quote do not reflect sale or use taxes imposed by any state or local government, or any unit or subdivision thereof; such taxes are Customer's responsibility. Customer agrees to be responsible for the documentation relating to the payment of such taxes to the maximum extent legally permitted. BMS will be responsible for the collection of such taxes and/or the documentation related thereto, only to the extent required by law.
4. New Customers must pay BMS all one-time fees and costs (implementation fees and conversion fees) to reserve a spot on BMS's implementation schedule. BMS will invoice Customer for all ongoing fees when work commences on Customer's project, and that date determines the renewal date of this Quote. Existing Customers purchasing additional modules will be billed upon commitment as follows: one-time fees billed in full upon commitment; and annual fees prorated to coincide with the annual renewal date.
5. The implementation fee is a one-time charge that includes the cost of implementation planning and consulting, preparation of the software for delivery, initial training, and communications throughout the startup process.
6. Initial training is included with the Services provided for each Hosted Service listed above. Unless specifically arranged, initial training will be conducted online. After initial training, free online training is always available for Customer and its employees as part of the Support fee. Advanced scheduling is required. Except for initial training, hourly charges apply for training physically provided onsite (Customer offices) or in house (BMS offices).
7. Annual fees include Support as set forth in the MSA.
8. All fees are non-refundable. Fees are subject to change.

9. Upon termination for any reason, Customer will pay within thirty (30) days all amounts remaining unpaid for Services rendered under this Quote.
10. If travel is required, actual expenses are billed as follows: When flying, charges include airfare, travel time at \$35 per hour per person, meals at Federal daily rate for the area, lodging at local rates, and rental car. When driving, charges include mileage at 65.5¢ per mile, travel time at 45¢ per mile per person, meals at the Federal daily rate for the area, and lodging at local rates.
11. All Hosted Services are multi-user, with an unlimited number of licenses (seats). In addition, 'Read Only' access is available to limit data changes for specified users, while still providing lookup and printing capabilities.