



Sales Quotation For:
City of Colusa
425 Webster St
Colusa CA 95932-2624

Quoted BY Cody Gunstenson
Quote Expiration 10/1/24
Quote Name ERP Pro SaaS Proposal V2

Tyler Annual Software – SaaS			
Description	List Price	Discount	Annual
ERP Pro			
ERP Pro 10 Financial Management Suite			
Core Financials	\$ 14,786	\$ 3,697	\$ 11,089
Fixed Assets	\$ 1,865	\$ 466	\$ 1,399
Human Resources Management (includes Position Budgeting)	\$ 7,070	\$ 1,768	\$ 5,302
Employee Access Pro	\$ 0	\$ 0	\$ 0
Project Accounting	\$ 3,469	\$ 867	\$ 2,602
ERP Pro 10 Customer Relationship Management Suite			
Utility Billing Water/Gas	\$ 7,713	\$ 1,928	\$ 5,785
Cashiering	\$ 2,443	\$ 611	\$ 1,832
Utility Access	\$ 960	\$ 240	\$ 720
Service Orders Mobile	\$ 643	\$ 161	\$ 482
ERP Pro Community Development Suite			
Licensing	\$ 3,537	\$ 884	\$ 2,653

Tyler Fees per Transaction

Net Unit Price

Description

Tyler One

Notify

Notifications for Utilities

\$ 0.10

Payments

Payments - Client Card Cost - Interchange Plus

Use Case

List Price

Service%

Min

Basis

Points

Rate

Cap

POS

Online

IVR

Tyler One

Utility Access Payments Bundle

Utility Billing

2.00%

X

X

Payments - Payer Card Cost - Service Fees

Tyler One

ERP Pro Payments

Miscellaneous

3.75%

\$ 2.50

X

X

Payments - Other Fees

Tyler One

Client eCheck Cost

Utility Billing

\$ 1.95

eCheck Rejects

\$ 5.00

Credit Card Chargebacks

\$ 15.00

Payer Card Cost

Client Card Cost - Interchange Plus

Client eCheck Cost

eCheck Rejects

Credit Card Chargebacks

per card transaction with Visa, MasterCard, Discover, and American Express when applicable.
per card transaction with Visa, MasterCard, Discover, and American Express, when applicable, for all transactions on top of industry-driven rates for bank fees, card brand fees, interchange fees, dues, assessments, and other processing fees.
Per electronic check transaction.
When an eCheck transaction comes back as declined (e.g. bounced check)
If a card payer disputes a transaction at the card issuing bank (e.g. stolen card)

Summary	
Total SaaS	
Total Third Party Hardware, Software, Services	\$ 529
Total Tyler Services	\$ 118,610
Summary Total	\$ 119,139

One Time Fees	Recurring Fees
	\$ 40,375
	\$ 180
	\$ 815
	\$ 41,370

Optional Tyler Annual Software – SaaS			
Description	List Price	Discount	Annual
ERP Pro			
ERP Pro Community Development Suite			
Permitting Access	\$ 1,200	\$ 300	\$ 900
Code Enforcement Access	\$ 1,200	\$ 300	\$ 900
Permitting	\$ 3,858	\$ 965	\$ 2,893
Inspections Mobile	\$ 1,500	\$ 375	\$ 1,125
TOTAL:	\$ 7,758	\$ 1,940	\$ 5,818

Optional Services		
Description	Hours/Units	Extended Price
ERP Pro Community Development Suite		
Professional Services	56	\$ 8,120
Data Conversion Services		\$ 8,000
Project Management	1	\$ 1,950
TOTAL:		\$ 18,070

City of Colusa
 Ishrat Aziz-Khan
 425 Webster St
 Colusa, CA 95932
 fdirector@cityofcolusa.com



110 Main Street, Suite 3
 Polson, MT 59860

Tracy Frank
 406-883-6519 Direct Line
 800.353.8829

Product Description	One-Time Fees	Annual Fees	Conversion Fees	Total
Utility Billing		6,830.00	6,830.00	13,660.00
UB AMR Interface		900.00		900.00
UB BMS Pay				0.00
Cash Receipting		3,280.00		3,280.00
CR Receipt Printer	995.00			995.00
CR Wireless Barcode Scanner	500.00			500.00
Business Licensing		3,415.00	1,555.00	4,970.00
Accounting		6,830.00	2,735.00	9,565.00
ACH Credit		250.00		250.00
Purchase Orders		1,120.00		1,120.00
Remote Requisitions		1,120.00		1,120.00
Payroll		4,780.00	1,565.00	6,345.00
ACH Direct Deposit		250.00		250.00
Daily Time Cards		1,675.00		1,675.00
Budget Preparation		2,735.00		2,735.00
Permitting		3,415.00	1,120.00	4,535.00
Implementation Fee	14,000.00			14,000.00
Subtotals:	\$15,495.00	\$36,600.00	\$13,805.00	
Grand Total:				\$65,900.00

Terms

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. All fees set forth in this Quote expire 60 days from the date of this Quote.
8. Annual fees include Support as set forth in the MSA.
9. All fees are non-refundable. Fees are subject to change.
10. If travel is required, actual expenses are billed as follows: When flying, charges include airfare, travel time at \$50 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 67¢ per mile, travel time at 50¢ 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.
12. Our Utility Billing software product requires the use of specific bill layouts, options, and laser compatible billing forms for either postcard or full page bills. To ensure bill form quality and accuracy, we recommend Rocky Mountain Print Solutions (RMPS) of Missoula, Montana. RMPS offers these billing forms with the correct paper and the proper format. To order online visit: www.nationsprint.com/clients/mps-bms. Any additional work to edit or modify form layouts will be considered custom and billed at our current hourly rate.
13. UB - AMR Interface: Pricing for the AMR Interface is based on information gathered during the sales process. This quote indicates a standard file layout that Black Mountain Software uses. If a new/custom layout is needed to successfully complete this interface, Service fees may be increased to accommodate a UB - AMR Custom Interface.