

Proposal for:
City of Jackson, Cape Girardeau County MO
March 05, 2025
Quoted by: Steve Rennell

Software and Services for BS&A Cloud



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.*

Cost Summary

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. Module fees are charged annually and include unlimited support.

Cloud Modules - Annual Fee

Financial Management		
FA-Fixed Assets		\$3,765.00
AP-Account Payable		\$4,150.00
GL-General Ledger		\$5,065.00
PO-Purchase Order		\$4,055.00
CR-Cash Receipting		\$4,630.00
AR-Account Receivables		\$3,860.00
	Total	\$25,525.00
Community Development		
BL-Business License		\$3,955.00
	Total	\$3,955.00
BS&A Online		
BSAO-Public Record Search		\$1,795.00
	Total	\$1,795.00
Utility Billing		
UB-Utility Billing (Water, Sewer, Electric)		\$12,600.00
	Total	\$12,600.00
Auxiliary		
Cemetery Management .NET (Cloud module to be implemented once available)		\$1,240.00
	Total	\$1,240.00
	Subtotal	\$45,115.00

Data Conversions/Database Setup

CR-Manual-Database Setup Setup of Receipt Items/Tender Type	\$1,800.00
AR-Manual-Database Setup Setup of Billing Items, Penalties	\$1,800.00
UB-Conversion-gWorks Accounts, Services, Deposits, Rates, Meters; Billing & Payment History, Service for up to 5 years	\$19,600.00
<i>Courtesy Discount for Utility Billing Conversion</i>	<i>-\$3,000</i>
FA-Conversion-gWorks 5 years	\$4,520.00
AP-Conversion-gWorks Vendors, Invoices and check history for up to 5 years	\$4,610.00
GL-Conversion-gWorks COA, Balances, Budget, Journal Transaction history for up to 5 years	\$5,370.00
BL-Conversion- Setup of License Types, Fee Schedules, conversion of Businesses and License History for up to 5 years	\$7,790.00
CM-Conversion-gWorks Conversion of plots	\$3,000.00
<i>Courtesy Discount for Cemetery Management Conversion</i>	<i>-\$3,000</i>
Total	\$39,490.00

Data Conversions/Database Setup

No Conversion or Database Setup for:
PO-Purchase Order

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.
- Planning and scheduling training around any planned process changes included in the project plan.
- Modifying the project schedule as needed to accommodate any changes to the scope and requirements of the project that are discovered.
- Providing a central contact between the customer's project leaders, developers, trainers, IT staff, conversion staff, and other resources required throughout the transition period.
- Installing the software and providing IT consultation for network, server, and workstation configuration and requirements.
- Reviewing and addressing the specifications for needed customizations to meet customer needs (when applicable).

Total

\$28,300.00

Implementation and Training

- \$1,200/day
- Days quoted are estimates; you are billed for actual days used
- Training days quoted/billed in full day increments only

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

Setup Days

ITS Setup - FM, UB, CM	Setup Days: 3	\$3,600.00
ITS Setup - CD	Setup Days: 2	\$2,400.00
Total Setup Days: 5		Subtotal: \$6,000.00

Training Days

ITS Training - FM	Training Days: 13	\$15,600.00
ITS Training - CD	Training Days: 4	\$4,800.00
ITS Training - UB	Training Days: 27	\$32,400.00
ITS Training - AUX	Training Days: 2	\$2,400.00
Total Training Days: 46		Subtotal: \$55,200.00

Total Days: 51

Total: \$61,200.00

Post-Go Live Assistance

- Review and consult on streamlining day-to-day activities as they relate to the processes within the BS&A modules
- Assist customers with more detailed and advanced report options available within the BS&A modules
- Revisit commonly-used procedures discussed during training
- As needs arise, provide assistance with bank reconciliations
- \$1,200/day
- Days quoted are estimates; you are billed for actual days used

Post-Go Live for all modules for which training was performed

Training Days: 4

\$4,800.00

UB Contingency

Billing for electric usage can present unique challenges, as the methods to calculate and apply these charges to customers can vary greatly between different providers. It may be necessary for custom development work to be done, in order to accommodate the necessary calculations. In this situation, BS&A recommends a Contingency budget to allow for the possibility of these types of customizations, to allow them to be addressed, without the need for additional approval.

Recommended Contingency

\$15,000.00

Cost Totals

Cloud New Purchase – Annual Fee	Subtotal	\$45,115.00
Data Conversion/Database Setup	Subtotal	\$39,490.00
Project Management and Implementation Planning	Subtotal	\$28,300.00
Implementation and Training	Subtotal	\$61,200.00
Post-Go Live Assistance	Subtotal	\$4,800.00
Contingency	Subtotal	\$15,000.00

Total Proposed

\$193,905.00

Travel Expenses Estimated

\$38,515.00

Estimated Travel Expenses are outlined in this proposal. The final invoice will reflect actual expenses following the completion of all training activities based on the Federal Guidelines described below.

- \$160/\$185/\$225 per day hotel, varies by state
- \$90 per day car rental
- \$70 per day meals
- \$730 per trip airfare/related expenses
- \$0.70/mile round trip for drive distance

BS&A Online

Connection Requirements

BS&A Cloud modules require a high-speed internet connection (cable modem or DSL).