



Quoted By:
 Quote Expiration:
 Quote Name:

Josh Bradley
 7/21/26
 Software and Hardware
 Sourcewell ID: 60624

Sales Quotation For:
 Kingsport School District
 400 Clinchfield Street, Ste. 200
 Kingsport TN 37660

Shipping Address:
 Kingsport School District
 Kingsport TN

Software as a Service (SaaS)

Description	QTY	List Price	First Year Cost
Student Transportation			
Student Transportation			
Student Transportation Vehicles up to 40	1	\$ 4,679	\$ 4,679
Advanced Routing: Vehicles up to 40	1	\$ 3,871	\$ 3,871
Advanced AVL: Vehicles up to 40	1	\$ 2,126	\$ 2,126
Advanced Activity Trips: Vehicles up to 40	1	\$ 2,637	\$ 2,637
My Ride K-12: Vehicles up to 40	1	\$ 2,653	\$ 2,653
Electronic Rollout Sheet: Vehicles up to 40	1	\$ 2,158	\$ 2,158
Reportwriter	1	\$ 0	\$ 0
Tyler Drive			
Version 5 Tablet on the Verizon (US) Network (4G)	28	\$ 315	\$ 8,820
<i>Sub-Total</i>			\$ 26,944
<i>Less Discount:</i>			\$ 3,733
TOTAL			\$ 23,211

Term # of Years 1

Fixed Fee Services

Description	Units	Price	Maintenance
Student Transportation			
Student Transportation			
Implementation	45	\$ 5,220	\$ 0
Base Training	1	\$ 1,856	\$ 0
Advanced AVL Installation and Overview	1	\$ 1,972	\$ 0
Tyler Drive			
Data Analysis	10	\$ 2,050	\$ 0
Configuration Setup	1	\$ 2,460	\$ 0
Configuration Training	4	\$ 820	\$ 0
TOTAL		\$ 14,378	\$ 0

Hourly Services

Description	Hours	Total
Student Transportation		
Student Transportation		
Additional Student Transportation Training	26	\$ 5,330
-Advanced Routing Training (5)		
-Advanced Activity Trips Training (5)		
-My Ride K-12 Training (5)		
-Electronic Rollout Sheet Training (5)		
Go Live Assistance Implementation	10	\$ 2,050
-Core Go Live Assistance		
-Advanced Routing Go Live Assistance		

- Advanced AVL Go Live Assistance
- Advanced Activity Trips Go Live Assistance
- My Ride K-12 Go Live Assistance
- Electronic Rollout Sheet Go Live Assistance

Project Management - Hourly		15	\$ 3,075
	<i>Total</i>	51	\$ 10,455

Tyler Drive

End User Training: Drivers up to 30		8	\$ 1,640
Go Live Assistance		16	\$ 3,280
Solutions Orientation - Tyler Drive Implementation		2	\$ 410
	<i>Total</i>	26	\$ 5,330

Telematic GPS

Project Management - Hourly		17	\$ 3,485
	<i>Total</i>	17	\$ 3,485
	TOTAL	94	\$ 19,270

3rd Party Hardware, Software and Services

Description	Quantity	Unit Price	Total	Annual
Student Transportation				
Installation				
Telematic Professional Installation	1	\$ 7,596	\$ 7,596	\$ 0
- Professional Installation - Tyler Drive, Vehicles up to (28)				
- Tyler Drive Self-Install Training (1)				
Accessories				
Shipping and Handling	1	\$ 280	\$ 280	\$ 0
Tyler Drive				
Version 5 Tablet Kit on the Verizon (US) Network (4G), includes bumper and wall charger for tablet	28	\$ 1,140	\$ 31,920	\$ 0

TOTAL

\$ 39,796

\$ 0

Summary

One Time Fees

Recurring Fees

Total Tyler Software	\$ 0	\$ 0
Total SaaS	\$ 0	\$ 23,211
Total Tyler Annual Services	\$ 0	\$ 0
Total Tyler Services	\$ 33,648	\$ 0
Total Third-Party Hardware, Software, Services	\$ 39,796	\$ 0
Summary Total	\$ 73,444	\$ 23,211
Contract Total	\$ 96,655	
Travel Not to Exceed	\$ 7,000	

Currency displayed as US Dollar

Comment

Base County - Sullivan

Travel expenses for trainer and/or project manager to visit the user's site are not included and will be billed at actual costs. Online Training Classes are limited to 5 persons and are delivered in 2 hour increments. Onsite Training Classes are limited to 5 persons and are delivered in 8 hour increments. Travel expenses on installations of 90 and fewer vehicles are not included and will be billed at actual costs. Travel expenses on installations of 91 and more vehicles, a single day of travel expenses will be billed at actual costs.

Client agrees that items in this sales quotation are, upon Client's signature or approval of same, hereby added to the existing agreement ("Agreement") between the parties and subject to its terms. Additionally, payment for said items, as applicable but subject to any listed assumptions herein, shall conform to the following terms, subject to payment terms in an agreement, amendment, or similar document in which this sales quotation is included:

- License fees for Tyler and third-party software are invoiced upon the earlier of (i) delivery of the license key or (ii) when Tyler makes such software available to you (the "Software Access Date").
- Fees for hardware are invoiced upon shipment.
- Fees for year one of hardware maintenance are invoiced upon delivery of the hardware.
- Annual Maintenance and Support fees, SaaS fees, Hosting fees, and Subscription fees are first payable when Tyler makes the software accessible to the Client (for Maintenance) or on the first day of the month following the availability of the SaaS environment (for SaaS, Hosting, and Subscription), and any such fees are prorated to align with the applicable term under the agreement, with renewals invoiced annually thereafter in accord with the Agreement.

Unless otherwise indicated above, fees for annual services are first invoiced upon commencement of the service, with subsequent annual fees, at our then-current rates, invoiced upon each anniversary thereof.

- Fees for services included in this sales quotation shall be invoiced as indicated below.
- Implementation and other professional services fees shall be invoiced as delivered.
- Fixed-fee Business Process Consulting services shall be invoiced 50% upon delivery of the Best Practice Recommendations, by module, and 50% upon delivery of custom desktop procedures, by module.
- Fixed-fee conversions are invoiced 50% upon initial delivery of the converted data, by conversion option, and 50% upon Client acceptance to load the converted data into Live/Production environment, by conversion option. Where conversions are quoted as estimated, Tyler will invoice Client the actual services delivered on a time and materials basis.
- Except as otherwise provided, other fixed price services are invoiced upon complete delivery of the service. For the avoidance of doubt, where "Project Planning Services" are provided, payment shall be invoiced upon delivery of the Implementation Planning document. Dedicated Project Management services, if any, will be invoiced monthly in arrears, beginning on the first day of the month immediately following initiation of project planning.
- If Client has purchased any change management services, those services will be invoiced in accordance with the Agreement.
- Notwithstanding anything to the contrary stated above, the following payment terms shall apply to fees specifically for migrations: Tyler will invoice Client 50% of any Migration Services Fees listed above upon Client approval of the product suite migration schedule. The remaining 50%, by line item, will be billed upon the go-live of the applicable product suite. Tyler will invoice Client for any Project Management Fees listed above upon the go-live of the first product suite. Annual SaaS Fees will be invoiced upon availability of the hosted environment. For the avoidance of doubt, this paragraph does not apply to migrations for Tyler Student Transportation solutions.
- Client will receive a credit of maintenance and support fees paid for any Versatrans software that is being migrated to a comparable SaaS application, for the period beginning on the commencement of the applicable SaaS term through the end of the paid maintenance and support term for the Versatrans software.
- Client has six months to use the services. If Client does not use the services within six months, Tyler may remove the unused services or issue a new quote to provide services at then-current rates.

- Expenses associated with onsite services are invoiced as incurred, subject to any travel max indicated in the investment summary.

Any SaaS or hosted solutions added to an agreement containing Client-hosted Tyler solutions are subject to Tyler’s SaaS Services terms found here:

<https://www.tylertech.com/terms/tyler-saas-services>

Your use of a certain software, products, or services in connection with a Tyler student transportation transaction may be subject to additional terms found here:

<https://www.tylertech.com/terms/transportation-solution-terms>.

Transportation Solution Fees. Notwithstanding language to the contrary above, fees for Tyler student transportation solution items are invoiced in accordance with the following:

- Implementation and Other Professional Services (including training): Implementation and training fees for transportation solutions are invoiced as follows: (a) Implementation fee is billed and invoiced when the map is available to you in Tyler’s data center and (b) Base Training is billed and invoiced upon completion of the Base Training.
- Other Professional Services: Other professional services, such as route building, project management, consulting, additional product training, hardware installation, additional maps and self-installation training, are invoiced as delivered. For the avoidance of doubt, project management priced on a monthly basis is invoiced on a monthly basis, in arrears.
- Third Party Software Maintenance: First year maintenance fees for the Third Party Software, if any, are invoiced when we make that Third Party Software available to you (“Software Access Date”) and cover the one (1) year period commencing on the first day of the month following the Software Access Date.
- Third Party Hardware, Installation Services, Self-Installation Training Services and Shipping and Handling: Third Party Hardware, installation services, and shipping and handling costs, if any, are invoiced upon completion of installation, in the event we are performing the installation. Third Party Hardware, self-installation training services and shipping and handling costs, if any, are invoiced upon delivery, in the event you are performing the installation. If Tyler has quoted the installation, it is assumed that the installation will commence at one location unless additional installation locations are included. It is the clients responsibility to consolidate the vehicles for installation to the amount of quoted installation locations.
- Third Party Hardware Maintenance: The first year maintenance fees for the Third Party Hardware are invoiced when installation/shipment takes place commencing as follows: (a) if installation/shipment occurs between the first day and fourteenth day of the month, maintenance shall commence on the first day of that month; or (b) if installation/shipment occurs between the fifteenth day and the last day of the month, maintenance shall commence on the first day of the following month. Subsequent maintenance fees for the Third Party Hardware are invoiced annually in advance of each anniversary thereof.

Customer Approval: _____

Date: _____

Print Name: _____

P.O.#: _____