

**EXHIBIT B
PRICING SHEET**

(Based on Quote 3683 dated April 14, 2026)

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.

Upgrade - Cloud Modules

Financial Management

GL-General Ledger	\$3,485.00
AP-Account Payable	\$2,840.00
CR-Cash Receipting	\$3,165.00
Total	\$9,490.00

Community Development

BD-Building Department	\$5,695.00
Total	\$5,695.00

Utility Billing

UB-Utility Billing	\$3,150.00
Total	\$3,150.00

Subtotal **\$18,335.00**

Upgrade Implementation

Services include:

- Management of your upgrade by our dedicated upgrade team for a smooth shift from .NET to BS&A Cloud.
- Assigned Project Coordinator works with you to create a project schedule aligned with your processes and needs.
- How-to guides and select reference videos provided for your users to become familiar with relevant Cloud processes prior to your go-live.
- Preliminary conversion and validation performed by the Upgrade Team, validating data, balances, configurations, and related settings prior to your live upgrade.
- Final data extraction, upgrade and validation for your BS&A Cloud go-live.
- Module-specific data validation performed by domain experts in the dedicated Upgrade Team.
- Testing and implementation of existing customizations prior to go-live, preserving functionality and ensuring critical components are converted.
- Migration of key custom reports, enabling continuity in reporting for your municipality from .NET to Cloud.
- Automated configuration of users and security roles based on your prior setup in the .NET applications.
- Conversion of approval workflows based on role-specific security, maintaining established processes.
- Training for all primary users on global functions of BS&A Cloud, such as navigation, searching, and reporting.
- Module-specific training for users of your municipality in their primary daily activities in BS&A Cloud.
- As applicable, configuration of existing hardware (barcode scanners, etc) for seamless integration with BS&A Cloud.
- As needed, transition from .NET Online Payments to cloud architecture configuration for uninterrupted payment processing.
- Prioritized support by the dedicated Upgrade Team for two weeks following your go-live, leveraging BS&A's best in class support system for case visibility and seamless transition to BS&A Customer Support following the hypercare period.

\$31,800.00

Cost Totals

Upgrade Modules – Annual Fee	Subtotal	\$18,335.00
Upgrade Implementation	Subtotal	\$31,800.00
Courtesy Discount	Subtotal	-\$5,000.00

Total Proposed

\$45,135.00

Travel not expected for Upgrades. Any necessary travel to be billed at a per trip and/or per day cost.

Payment Schedule

- 1st Payment: **\$13,400** to be invoiced upon execution of this agreement.
- 2nd Payment: **\$18,335** to be invoiced upon the subscription start date for upgrade modules.
- 3rd Payment: **\$13,400** to be invoiced upon completion of upgrade implementation.