Proposal for:
Village of New Haven, Macomb County, MI
October 29, 2025
Quoted by: Michael VanHal

Software and Services for BS&A Cloud Upgrade

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.

Upgrade - Cloud Modules

Financial Management

GL-General Ledger		$2,555.00
AP-Account Payable		$2,085.00
CR-Cash Receipting		$2,320.00
	Total	$6,960.00

Personnel Management

PR-Payroll		$3,480.00
TS-Timesheets		$1,580.00
	Total	$5,060.00

Community Development

BD-Building Department		$4,175.00
	Total	$4,175.00

Property

TX-Tax		$1,775.00
	Total	$1,775.00

Utility Billing

UB-Utility Billing		$2,005.00
	Total	$2,005.00

Auxiliary

Cemetery Management		$1,455.00
	Total	$1,455.00
	Subtotal	**$21,430.00**

Upgrade Implementation

Services include:

- *Management of your upgrade by our dedicated upgrade team for a smooth shift from .NET to cloud-based software, minimizing disruption*
- *Project schedule aligned with your processes and needs, ensuring a seamless transition timeline*
- *Expedited upgrade to cloud capturing existing process to minimize demands required of client teams*
- *Onboarding planned around critical process dates, ensuring your team is well-prepared for effective cloud software utilization*
- *Central contact for streamlined communication between project leaders, developers, IT staff, and conversion resources*
- *Testing and implementation of existing municipal customizations prior to go-live, preserving functionality and ensuring critical components are converted*
- *Preliminary data conversion with attachments, mirroring final conversion for a smooth transition*
- *Thorough data verification for all modules, ensuring accuracy and reliability of converted data, including automated balancing*
- *Key module validation managed by dedicated upgrade team (vs. customer in previous methodology), including testing of parallel processes*
- *Migration of key custom user-based designed reports handled out-the-box, enabling seamless access to critical insights.*
- *As needed, transition from .NET Online Payments to cloud architecture configuration for uninterrupted payment processing.*
- *Automated scaffolding of users and security roles based on your previous configurations*
- *Conversion of approval workflows based on role-based security, maintaining established processes*
- *As needed, configuration of existing hardware (barcode scanners, etc.) for seamless integration with cloud environment*
- *Documentation of our standard processes, facilitating easy access to essential information*
- *Upgrade training*
- *Prioritized response post go-live for 2 weeks from the upgrade team*
- *3 post go-live survey touch points to check-in on post-go live experience*
- *Remote go-live assistance and remote office hours for a successful transition to the cloud-based software*
- *Travel not expected, but any necessary travel would be billed at a per trip and/or per day cost*

$41,500.00

Cost Totals

Upgrade Modules – *Annual Fee*	Subtotal	$21,430.00
Upgrade Implementation	Subtotal	$41,500.00

Total Proposed	**$62,930.00**

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