

# **CITY OF PARKER**

## **City Hall**

**1001 West Park Street**

**Phone 850-871-4104**

**www.cityofparker.com**

### **Mayor**

Rich Musgrave

### **Clerk**

Nancy Rowell

### **Council Members**

Ken Jones, Mayor Pro Tem

Ron Chaple

Stacie Galbreath

John Haney

### **Attorney**

Tim Sloan

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## **PUBLIC NOTICE**

### **REGULAR MEETING**

**OF**

### **THE CITY OF PARKER COUNCIL**

**February 19, 2019**

**5:30 PM**

**PARKER CITY HALL**

NOTE: AT EACH OF ITS REGULAR OR SPECIAL MEETINGS, THE CITY OF PARKER COUNCIL ALSO SITS, AS EX OFFICIO, AS THE CITY OF PARKER COMMUNITY REDEVELOPMENT AGENCY (CRA) AND MAY CONSIDER ITEMS AND TAKE ACTION IN THAT CAPACITY.

## **AGENDA**

**CALL TO ORDER - Mayor Musgrave**

**INVOCATION – Chaplain Major Leif J. Espeland, Tyndall AFB**

**PLEDGE OF ALLEGIANCE – Mayor Pro Tem Jones**

**ROLL CALL**

**ITEMS FROM THE AUDIENCE (non-agenda items)**

## **REGULAR AGENDA**

1. **Approve recommendation from City staff on new financial management system**—Council
2. **Discuss storm-debris hauling progress and potential end date**—CrowderGulf, Tetra Tech, Public Works Supervisor Summerlin, and Council

## **CLERK'S REPORT**

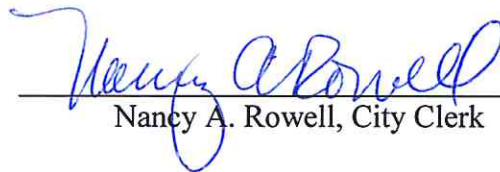
## **MAYOR'S REPORT**

## **COUNCIL COMMENTS AND ANNOUNCEMENTS**

## **ADJOURNMENT**

### **Upcoming Events**

- Next Planning Commission Meeting is February 27, 2019 at 5:00 pm
- Next Regular City Council Meeting is March 5, 2019 at 5:30 pm
- Next Planning Commission Meeting is March 12, 2019 at 5:00 pm

  
\_\_\_\_\_  
Nancy A. Rowell, City Clerk

If a person decides to appeal any decision made by the City Council with respect to any matter considered at the meeting, if an appeal is available, such person will need a record of the proceeding and such person may need to ensure that a verbatim record of the proceeding is made, which record includes the testimony and evidence upon which the appeal is to be made. Any person requiring a special accommodation at this meeting because of a disability or physical impairment should contact the City Clerk at 1001 West Park Street, Parker, Florida 32404; or by phone at (850) 871-4104. If you are hearing or speech impaired and you have TDD equipment, you may contact the City Clerk using the Florida Dual Party System, which can be reached at 1-800-955-8770 (Voice) or 1-800-955-8771 (TDD). ALL INTERESTED PERSONS DESIRING TO BE HEARD ON THE AFORESAID agenda are invited to be present at the meeting.



## CITY OF PARKER AGENDA ITEM SUMMARY

**1. DEPARTMENT MAKING REQUEST/NAME OF PRESENTER:**

Administration—System Evaluation Team

**2. MEETING DATE:**

February 19, 2019

**3. REQUESTED MOTION/ACTION:**

Approve recommendation of vendor and authorize contract execution

**4. IS THIS ITEM BUDGETED (IF APPLICABLE)**

YES  NO  N/A

**5. BACKGROUND: (PROVIDE HISTORY; WHY THE ACTION IS NEEDED; WHAT GOAL WILL BE ACHIEVED**

**FOR THE CITY)** The City of Parker's financial management system software and related hardware are outdated. The City issued an RFP and received four vendor responses. One was disqualified because the proposal was nonresponsive to the request; the other did not achieve the minimum threshold points in the scoring. After much discussion with the City's IT consultant, Jim Spring of The CPA Group, the Team chose a self-hosted solution for this application instead of a cloud-based solution.

Two vendors, Edmunds and Associates and B S and A Software remained. References were checked and the vendors submitted best and final offers. After round 4 scoring, the team is recommending B S and A Software be awarded the contract. The scoring documents are attached. The cost for this software, training and first year maintenance is \$164,560. Yearly maintenance after that is \$12,075. Hardware and related server software is \$58,000. Total system cost: \$234, 635.

AGENDA ITEM # 1

# RFP Responses

## Round 2

Statement of Work					
	Score 1	Score 2	Score 3	Total	Average
Tyler	23.0	14.5	24.0	61.5	20.5
BS&A	26.0	27.5	28.5	82.0	27.3
Edmunds	16.0	17.0	22.0	55.0	18.3
Harris	9.5	20.0	19.5	49.0	16.3

Technical Response					
	Score 1	Score 2	Score 3	Total	Average
Tyler	3.0	18.0	2.5	23.5	7.8
BS&A	20.0	23.5	23.5	67.0	22.3
Edmunds	15.0	20.0	18.0	53.0	17.7
Harris	15.5	18.5	21.0	55.0	18.3

Functional Requirements					
	Score 1	Score 2	Score 3	Total	Average
Tyler	18.0	22.0	21.0	61.0	20.3
BS&A	22.5	24.0	22.5	69.0	23.0
Edmunds	21.0	21.0	19.0	61.0	20.3
Harris	7.0	10.0	17.5	34.5	11.5

Pricing Response					
	Score 1	Score 2	Score 3	Total	Average
Tyler	5.0	5.0	5.0	15.0	5.0
BS&A	10.0	10.0	10.0	30.0	10.0
Edmunds	10.0	10.0	10.0	30.0	10.0
Harris	15.0	8.0	15.0	38.0	12.7

Totals			
Tyler	53.7	4	Must score at least 60 points Disqualified/Threshold points not achieved
BS&A	82.7	1	
Edmunds	66.3	2	Disqualified/Nonresponsive
Harris	58.8	3	

# Pricing Response for RFP

## Round 2

	Edmunds	BS&A	
Cost Given	144,555.00	175,495.00	
Extra Hardware	4,000.00	4,000.00	
PCs	30,000.00	30,000.00	
Server	8,000.00	16,000.00	
Software for Server	8,000.00	8,000.00	
Total Initial Cost	194,555.00	233,495.00	
Maintenance Cost	32,975.00	12,820.00	
Total Cost	227,530.00	246,315.00	18,785.00
Maintenance Fees:			
5 Years	160,810.00	64,100.00	(96,710.00)
5 Year Total Costs	388,340.00	310,415.00	(77,925.00)

# RFP Responses

## Round 4

Statement of Work				
	Score 1	Score 2	Total	Average
BS&A	35.0	35.0	70.0	35.0
Edmunds	21.0	22.0	43.0	21.5

Pricing Response				
	Score 1	Score 2	Total	Average
BS&A	50.0	45.0	95.0	47.5
Edmunds	40.0	30.0	70.0	35.0

Reference Checks				
	Score 1	Score 2	Total	Average
BS&A	Pass	Pass	2	Pass
Edmunds	Pass	Pass	2	Pass

Totals		
BS&A	82.5	1
Edmunds	56.5	2

# Pricing Response for RFP

## Round 4\*

	<u>Edmunds</u>	<u>BS&amp;A</u>	
Cost Given	139,250.00	165,625.00	
Extra Hardware	4,000.00	4,000.00	
PCs	30,000.00	30,000.00	
Server	16,000.00	16,000.00	
Software for Server	8,000.00	8,000.00	
Total Initial Cost	197,250.00	223,625.00	
Maintenance Cost	25,475.00	11,945.00	
Total Cost	<u>222,725.00</u>	<u>235,570.00</u>	12,845.00
Maintenance Fees:			
5 Years	127,375.00	59,725.00	(67,650.00)
5 Year Total Costs	<u>350,100.00</u>	<u>295,295.00</u>	(54,805.00)

Best and Final Offer for Software and Services, Presented to...

City of Parker, Bay County FL

February 11, 2019

Quoted by: Steve Rennell



*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

Applications and Annual Service Fee prices based on an approximate population of 4,400 and 2,500 utility accounts. 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.

### Applications

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<b>Financial Management</b>	
General Ledger .NET	\$3,955
Accounts Payable .NET	\$3,360
Cash Receipting .NET	\$3,360
Miscellaneous Receivables .NET	\$3,360
Utility Billing .NET	\$4,950
Work Order .NET	\$3,360

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<b>Personnel Management</b>	
Payroll .NET	\$4,350
Human Resources .NET	\$3,955

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<b>Community Development</b>	
Building Department .NET	\$4,940
Business License .NET	\$2,765
Citizen Request for Action .NET	\$2,795

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<b>BS&amp;A Online</b>	
Employee Self-Service	\$2,615
Financials	\$2,615
Public Records Search + Online Bill Pay <i>With use of integrated Credit Card Processor</i>	\$2,500

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Subtotal	\$48,880
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## Data Conversions/Database Setup

Convert existing Harris Mainstreet data to BS&A format:

General Ledger (COA, Balances and Budget)	\$2,000
Accounts Payable (Vendors)	\$1,700
Payroll (Database Setup, Employee detail and YTD, Up to 10 years check history)	\$3,295
Utility Billing	\$4,250
Business License (per database)	\$2,610

Database Setup:

Miscellaneous Receivables (Setup of Billing Items, Penalties)	\$1,500
Cash Receipting (Setup of Receipt Items/Tender Types setup info)	\$1,500
Human Resources (Setup of Licenses, Certifications, Benefit Plans, Positions. Not assigned to Employees)	\$3,000
Work Orders (Work Order Types & Defaults)	\$2,000
Building Department (per database)	\$3,000

Subtotal \$24,855

No conversion or database setup to be performed for:

Citizen Request for Action

## Customizations

Custom import from third-party software to populate Building Department database with parcels, properties, and current owners.	\$0
Custom Work Order Options <i>Courtesy Discount (\$7,000-\$4,500)</i>	\$2,500

Subtotal \$2,500

## 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).

\$18,250



## Implementation and Training

- \$1,000/day
- Days quoted are estimates; you are billed for actual days used

### 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

Software Setup	Days:	4		<b>\$4,000</b>
Financial Management Applications	Days:	19		<b>\$19,000</b>
Personnel Management Applications	Days:	10		<b>\$10,000</b>
Community Development Applications	Days:	8		<b>\$8,000</b>
	Total:	41	Subtotal	<b>\$41,000</b>

### Post-Go Live Assistance

- Review and consult on streamlining day-to-day activities as they relate to the processes within the BS&A applications
- Assist customers with more detailed and advanced report options available within the BS&A applications
- Revisit commonly-used procedures discussed during training
- As needs arise, provide assistance with bank reconciliations
- \$1,000/day
- Days quoted are estimates; you are billed for actual days used

Post-Go Live for all applications for which training was performed	Days:	3		<b>\$3,000</b>
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## Cost Totals

*Not including Annual Service Fees*

Applications	\$48,880
Data Conversions	\$24,855
Customizations	\$2,500
Project Management and Implementation Planning	\$18,250
Implementation and Training	\$41,000
Post-Go Live Assistance	\$3,000

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**Total Proposed** **\$138,485**

*Travel Expenses* *\$27,140*

### Payment Schedule

- 1<sup>st</sup> Payment: **\$43,105** to be invoiced upon execution of this agreement.
- 2<sup>nd</sup> Payment: **\$48,880** to be invoiced at start of training.
- 3<sup>rd</sup> Payment: **\$73,640** to be invoiced upon completion of training.

# Annual Service Fees

Unlimited service and support during your first year with the program are included in your purchase price. Thereafter, Service Fees are billed annually. BS&A Software reserves the right to increase the Annual Service Fee by no more than the yearly Consumers Price Index (CPI).

<b>Financial Management</b>	
General Ledger .NET	\$880
Accounts Payable .NET	\$745
Cash Receipting .NET	\$745
Miscellaneous Receivables .NET	\$745
Work Order .NET	\$745
Utility Billing .NET	\$1,100
<b>Personnel Management</b>	
Payroll .NET	\$965
Human Resources .NET	\$880
<b>Community Development</b>	
Building Department .NET	\$1,100
Business License .NET	\$615
Citizen Request for Action .NET	\$615
<b>BS&amp;A Online</b>	
Employee Self-Service	\$580
Financials	\$580
Public Records Search	\$1,650
<b>Total Annual Service Fees</b>	<b>\$11,945</b>



## Optional Item(s)

### Program Customization

BS&A strives to provide a flexible solution that can be tailored to each municipality's needs. However, in some cases, custom work may be required. Typical examples include:

- custom payment import/lock box import
- custom OCR scan-line
- custom journal export to an outside accounting system
- custom reports

If you require any custom work, please let us know so that we can better understand the scope of your request and include that in a separate proposal.

### Cash Receipting Hardware

	Quantity		Cost
Epson Series Receipt Printer*	\$750	x _____ = \$ _____	
APG Cash Drawer**	\$250	x _____ = \$ _____	
Honeywell Hyperion 1300g Linear-Imaging Scanner	\$250	x _____ = \$ _____	
Credit Card Reader	\$75	x _____ = \$ _____	

This will add \$ \_\_\_\_\_ to the Total Proposed.

*\*IMPORTANT. The receipt printer must be plugged into the USB port on one workstation (not your server). This printer is not to be shared with other workstations. If more than one workstation will be used for receipting, please consider purchasing more than one receipt printer. Ithaca receipt printers are not compatible with Vista or Windows 7. The Epson Series replaces the Ithaca brand and is fully compatible with those operating systems.*

*\*\*If using a previously-purchased receipt printer with the APG Cash Drawer, which brand will be used with the drawer?  
 \_\_\_Epson \_\_\_Ithaca \_\_\_Other (please specify)\_\_\_\_\_*

Please provide the number of cash drawers that will be hooked up to the printer \_\_\_\_\_

### Additional Training - Building Department Report Designer

Most of our Building Department customers heavily use our Report Designer, which is included free with the program. Report Designer Training is not included in the training quoted on this proposal and is highly recommended. You may attend a class at our office in Bath Township, or we can train at your location. Report Designer Training is typically completed in one day.

Please check the option you are interested in. Report Designer Training will be scheduled after successful implementation and training of your Building Department software.

- \_\_\_ Classroom training, \$205/person/day
- \_\_\_ On-site training (unlimited attendees), \$1,000/day, travel not included



# Acceptance

## Signature constitutes...

1. An order for products and services as quoted  
*Quoted prices do not include Program Customization, training beyond the estimated number of days, or recommended Bank Reconciliation Consultation*
2. Agreement with the proposed Annual Service Fees
3. Acceptance of BS&A's hardware recommendations required to efficiently run the .NET applications

Signature

Date

**BS&A PLEDGE.** We offer a one-year, risk-reversal pledge on our software. If, up to a year after installation, you are not happy with our software and service, you can return our software for a full refund.

## Returning Accepted Proposal to BS&A

*Please return the entire proposal, with signature/date (this page) and contact information (next page) filled out, by any of these methods:*

Mail: BS&A Software  
14965 Abbey Lane  
Bath, MI 48808

Fax: (517) 641-8960

Email: [Steve.Rennell@bsasoftware.com](mailto:Steve.Rennell@bsasoftware.com)

Once your proposal is received, a BS&A representative will contact you to begin the scheduling process.



## Contact Information

If any mailing addresses are PO Boxes, please also provide a Street Address for UPS/Overnight mail.

If additional contacts need to be submitted, please make a copy of this page.

### Key Contact for Implementation and Project Management

Name \_\_\_\_\_ Title \_\_\_\_\_

Phone/Fax \_\_\_\_\_ Email \_\_\_\_\_

Mailing Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

### IT Contact

Name \_\_\_\_\_ Title \_\_\_\_\_

Phone/Fax \_\_\_\_\_ Email \_\_\_\_\_

Mailing Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_





*Proposal Presented to:*

**Parker City, FL**

9/26/2018

*Submitted by City*

Michael Lesher, Southern Regional Manager

mikel@edmundsassoc.com

301 Tilton Road | Northfield, NJ 08225

Phone: 888.336.6999

[www.EdmundsAssoc.com](http://www.EdmundsAssoc.com)

**Proposal Summary**

Section	Fees/Costs	Maintenance Fees
Application License Fees	\$79,500.00	\$25,475.00
Travel & Training Costs	\$ 0.00	
Services & Other Application Fees	\$8,875.00	
Conversion Fees	\$50,875.00	
<b>Total Proposed Cost</b>	<b>\$139,250.00</b>	

*Initial training, implementation, and travel costs are included with the license fees.* Training is a combination of on-site and remote sessions. If more hours are desired for a specific application, the hours from another may be allocated to additional training in that area.

*The first year of support and maintenance are included with the license fees.* The fees listed are for year two support and maintenance. The annual maintenance fees include all federal and state mandated changes, annual upgrades and enhancements, unlimited phone, email, and web based support, and user group membership. All software applications are warranted for one year from the date of installation. A purchase order must be sent prior to initiating a work order for installation and training to be scheduled.

*\*Additional notes are on the last page of this proposal.*

**Please forward all Purchase Orders to:**

Edmunds & Associates, Inc.  
 c/o Jessica Jensen  
 301 Tilton Road | Northfield, NJ 08225  
 P: 888.336.6999 | F: 609.645.3111  
 Email: [JessicaJ@EdmundsAssoc.com](mailto:JessicaJ@EdmundsAssoc.com)  
[www.EdmundsAssoc.com](http://www.EdmundsAssoc.com)

Application	List Price	Extended Price	Training Hours
Finance Super Suite I	\$15,000.00	\$10,500.00	24
Electronic Requisitions I	\$4,500.00	\$3,375.00	12
Municipal Dashboard	\$4,500.00	\$4,500.00	8
Payroll I	\$10,500.00	\$7,350.00	20
Human Resources I	\$10,500.00	\$5,250.00	20
Employee Self-Service I	\$7,500.00	\$3,000.00	8
WIPP Utility (On-line Inquiry and Payments)	\$1,200.00	\$600.00	2
WIPP Virtual Terminal	\$0.00	\$0.00	0
Accounts Receivable & Business Licensing I	\$4,500.00	\$3,600.00	8
Utility Billing I	\$10,500.00	\$10,500.00	20
WIPP AR (On-line Inquiry and Payments)	\$1,200.00	\$600.00	2
WIPP Virtual Terminal	\$0.00	\$0.00	0
Permitting & Code Enforcement I	\$10,500.00	\$7,875.00	20
Permitting Self-Service I	\$7,500.00	\$4,500.00	8
Work Orders I	\$10,500.00	\$7,350.00	16
Inventory Control I	\$15,000.00	\$6,000.00	20
Resident Self-Service I	\$7,500.00	\$4,500.00	8
<b>Sub Total:</b>		<b>\$79,500.00</b>	

With an Edmunds & Associates solution, a true Windows application with a graphical user interface is delivered. All applications are ODBC compliant and utilize a SQL database which allows for seamless integration with products such as MS Excel™, MS Word™ and many GIS packages, to name a few.

**Smart Phone Apps** – All applicable Smart Phone Apps are included with the associated mcsj module at no additional cost.

**Security** - The software features a single sign-on approach that allows for user-based security. This provides access to modules based on the employee's security profile. The security is module and task specific.

**Integration** - All modules are fully integrated. A single source of entry minimizes data entry errors and streamlines organizational processes. The system dynamically posts all related entries to the appropriate modules.

**Reporting** - Along with standard system reports, customized reporting is also provided. Through built-in custom reporting tools, users can create and save personalized reports that can be exported directly into MS Excel™. Reporting flexibility allows users to create unlimited custom reports that are accessible at any time.

**PDF Forms** - All required forms can be generated within the application. This reduces the need to have pre-printed forms, such as pre-printed checks or utility bills. Create customized letters by merging in any field from the system. Letters can be created, printed, and documented in the corresponding record.

**Attachments** - The ability to attach any type of file to records, accounts, and employees along with scanning images directly into the software is provided. There is no limitation with the amount or size of those items you wish to attach.

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<b>Services &amp; Other Applications</b>	<b>Cost</b>
Installation II	\$1,680.00
Project Management II	\$5,000.00
Pervasive SQL - 10 Concurrent User License	\$2,195.00
<b>Sub Total:</b>	<b>\$8,875.00</b>

MCSJ Solutions can be a self-hosted or hosted software solution. This proposal is for a self-hosted solution. Contact your sales representative if you would like a cost proposal for a hosted software solution.

#### SQL Database

Pervasive SQL is quoted; however, MS SQL may be used. If MS SQL is desired, the client must procure the solution from a third-party vendor. The implementation of our software in hosted environments is supported, and a third-party vendor can be recommended for this application.

#### Project Management

Edmunds & Associates, Inc. has a goal to make the transition from a legacy system as painless as possible. Project management includes planning, monitoring, and reporting of progress to ensure the success of the software implementation. The Client's Project manager and an Edmunds & Associates Project Manager will work in concert to identify the scope of the project, estimate the work involved, and create a project schedule with appropriate resources. The project plan is then developed to describe the tasks that will lead to a successful implementation. The project is carefully planned, implemented, monitored and controlled. Problem resolution, risk management, opportunity management, change management, software configuration management, and data management are included, identified, and documented throughout the project. Project Managers and Training and Implementation employees have been involved in hundreds of similar successful projects.

Maintenance	Fees
Finance Super Suite I	\$3,308.00
Electronic Requisitions I	\$945.00
Municipal Dashboard	\$900.00
Payroll I	\$2,316.00
Human Resources I	\$2,205.00
Employee Self-Service I	\$1,575.00
WIPP Utility (On-line Inquiry and Payments)	\$600.00
Accounts Receivable & Business Licensing I	\$945.00
Utility Billing I	\$2,316.00
WIPP AR (On-line Inquiry and Payments)	\$600.00
Permitting & Code Enforcement I	\$2,205.00
Permitting Self-Service I	\$1,575.00
Work Orders I	\$2,205.00
Inventory Control I	\$2,205.00
Resident Self-Service I	\$1,575.00
<b>Sub Total:</b>	<b>\$25,475.00</b>

Edmunds & Associates has a dedicated support team that is available Monday through Friday, 8am to 5pm. During training, an "active training client" status puts customer calls to the top of the queue.

The training of the support team builds an understanding of the processes required to run local and county government as well as authorities. The technical support team continuously receives outstanding evaluations from our current customer base; therefore, the client retention rate is 98%. Success is measured by tracking our response time to customer issue. We closely monitor our performance adding additional staff when needed.

Edmunds & Associates provides the most comprehensive support and maintenance program in our industry and it contains many unique features no competitor can match. Our annual software support includes under 2-hour call response, free application upgrades and enhancements, customer support portal, educational webinars and seminars, and user group membership and conferences.

<b>Conversion Services</b>	<b>Cost</b>
Finance - Chart of Accounts	\$0.00
Finance - Vendor Master File	\$0.00
Finance - Fixed Assets	\$1,500.00
Finance - COA Transaction History (Summary)	\$5,250.00
Payroll - Employee Master File	\$3,750.00
Payroll - Employee Pay History (Summary)	\$5,625.00
Accounts Receivable - Customer Master File	\$2,500.00
Accounts Receivable - Open Invoices	\$3,250.00
Accounts Receivable - Prior Year Licenses	\$4,500.00
Utility - Transaction History (Detail)	\$6,000.00
Utility - Master File	\$4,000.00
Permitting - Permit/Violation Transaction History (Detail)	\$6,000.00
Permitting - Contractor Master File	\$2,500.00
Work Orders - Open Orders	\$2,500.00
Inventory - Item Master File	\$3,500.00
<b>Sub Total</b>	<b>\$50,875.00</b>

Edmunds & Associates, Inc. has experience converting data from numerous legacy systems. Once an initial copy of data is extracted, data mapping takes place. Once tested by Edmunds, a test database is installed for the client; it is the responsibility of the client and Edmunds to verify that data is mapped properly. If needed, changes are made and data is verified and approved by the client. A final conversion is completed and tested with mock processing and report verification prior to going live.

The conversion may be modified based on client needs. Please notify the account executive of any changes to be made to the cost proposal. If an updated proposal is not desired, simply remove the line item from the total price and include those necessary on the purchase order.

*Summary Conversions* – Unless otherwise stated, summary conversions include all standard information plus three years of summarized history, including opening and closing balances on accounts.

*Detailed Conversions* - Unless otherwise stated, detail conversions include all standard information plus three years of detailed history, including opening and closing balances with transactions.

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Optional Hardware	Quantity	Unit Price	Cost
Motorola Bar Code Scanner	1	\$480.00	\$480.00
Credit Card Swipe Device	1	\$295.00	\$295.00
Cash Drawer	1	\$300.00	\$300.00
Epson Receipt / Validator	1	\$760.00	\$760.00
<b>Sub Total</b>			<b>\$1,835.00</b>

Edmunds & Associates, Inc. is a reseller of the hardware components listed, the cost of these items are *NOT* included in the proposal total. *Please include the quantity of each item desired with the cost on the purchase order to ensure accurate purchasing.*

**Proposal Notes:**

MS or Pervasive SQL is not needed with hosted (cloud) solution.