



Quoted By: Phil Sharp  
 Quote Expiration: 12/20/24  
 Quote Name: City of Delray Beach-ERP-Munis-UB  
 Quote Description: City of Delray Beach - Utility Billing Suite  
 SaaS Term: 3.00

**Sales Quotation For:**

**Shipping Address:**

City of Delray Beach  
 100 NW 1st Ave  
 Delray Beach FL 33444-2612

**Tyler SaaS and Related Services**

Description	Qty	Imp. Hours	Annual Fee
<b>Financial Management</b>			
General Ledger (Limited Use)	1	200	\$ 0.00
<b>Revenue Management</b>			
Accounts Receivable	1	120	\$ 23,968.00
Cashiering	1	112	\$ 35,508.00
General Billing	1	112	\$ 12,872.00
Resident Access	1	160	\$ 24,000.00
Utility Billing CIS	1	496	\$ 18,580.00
Utility Billing Meter Interface	1	72	\$ 6,356.00
Utility Billing Special Assessments	1	184	\$ 8,342.00
<b>Civic Services</b>			
Enterprise Service Requests	1	160	\$ 15,154.00
<b>Content Management</b>			
Content Manager Core (Limited Use)	1	128	\$ 26,631.00
<b>Data Insights</b>			

Enterprise Analytics and Reporting (Limited Use)	1	120	\$ 11,060.00
<b>Additional</b>			
Enterprise Forms Processing Software (including Common Form Set)	1	0	\$ 16,250.00
Notify Additional Block of 12,000 Messages Per Year	1	0	\$ 300.00
Notify includes 150,000 Msgs and 5,000 Mins per year	1	32	\$ 24,200.00
<b>Integrations</b>			
EERP 3rd Party IVR API Connector	1	96	\$ 11,021.00
			Sub-Total: \$ 234,242.00
			<i>Less Discount:</i> \$ 36,364.00
	<b>TOTAL</b>	<b>1992</b>	<b>\$ 197,878.00</b>

### Professional Services

Description	Quantity	Unit Price	Ext Discount	Extended Price	Maintenance
25% of Dedicated Project Manager (Monthly)	15	\$ 8,800.00	\$ 0.00	\$ 132,000.00	\$ 0.00
End User Training	200	\$ 225.00	\$ 0.00	\$ 45,000.00	\$ 0.00
Foundation Change Management	80	\$ 250.00	\$ 0.00	\$ 20,000.00	\$ 0.00
Post Go Live - Implementation Suport	192	\$ 225.00	\$ 0.00	\$ 43,200.00	\$ 0.00
Conversions – See Detailed Breakdown Below				\$ 45,300.00	\$ 0.00
Onsite Implementation	508	\$ 225.00	\$ 0.00	\$ 114,300.00	\$ 0.00
Remote Implementation	1484	\$ 200.00	\$ 0.00	\$ 296,800.00	\$ 0.00
	<b>TOTAL</b>			<b>\$ 696,600.00</b>	<b>\$ 0.00</b>

### Transaction Fees

Description
Enterprise ERP Payments

### 3rd Party Hardware, Software and Services

Description	Qty	Unit Price	Unit Discount	Total Price	Unit Maint/SaaS	Unit Maint/SaaS Discount	Total Maint/SaaS
Cash Drawer	1	\$ 260.00	\$ 0.00	\$ 260.00	\$ 0.00	\$ 0.00	\$ 0.00
Hand Held Scanner Stand	1	\$ 30.00	\$ 0.00	\$ 30.00	\$ 0.00	\$ 0.00	\$ 0.00
Payments Lane 7000 Terminal Purchase	1	\$ 529.00	\$ 0.00	\$ 529.00	\$ 0.00	\$ 0.00	\$ 0.00
Payments PCI Service Fee (Per Device)	1	\$ 0.00	\$ 0.00	\$ 0.00	\$ 180.00	\$ 0.00	\$ 180.00
Printer (TM-S9000II)	1	\$ 1,623.00	\$ 0.00	\$ 1,623.00	\$ 0.00	\$ 0.00	\$ 0.00
<b>TOTAL</b>				<b>\$ 2,442.00</b>			<b>\$ 180.00</b>

Summary	One Time Fees	Recurring Fees
Total Tyler License Fees	\$ 0.00	\$ 0.00
Total SaaS	\$ 0.00	\$ 197,878.00
Total Tyler Services	\$ 696,600.00	\$ 0.00
Total Third-Party Hardware, Software, Services	\$ 2,442.00	\$ 180.00
<b>Summary Total</b>	<b>\$ 699,042.00</b>	<b>\$ 198,058.00</b>
<b>Contract Total</b>	<b>\$ 1,292,856.00</b>	
<b>Estimated Travel Expenses excl in Contract Total</b>	<b>\$ 37,260.00</b>	

Unless otherwise indicated in the contract or amendment thereto, pricing for optional items will be held For six (6) months from the Quote date or the Effective Date of the Contract, whichever is later.

Customer Approval: \_\_\_\_\_ Date: \_\_\_\_\_

Print Name: \_\_\_\_\_ P.O.#: \_\_\_\_\_

All Primary values quoted in US Dollars

**Detailed Breakdown of Conversions (Included in Summary Total)**

Description	Qty	Unit Price	Unit Discount	Extended Price
<b>Content Management</b>				
Content Manager Core - Utility Billing - - Backflow	1	\$ 1,300.00	\$ 0.00	\$ 1,300.00
Content Manager Core - Utility Billing - Standard - UB Account CIDs	1	\$ 1,300.00	\$ 0.00	\$ 1,300.00

Utility Billing				
Utility Billing - Backflow	1	\$ 3,000.00	\$ 0.00	\$ 3,000.00
Utility Billing - Balance Forward AR	1	\$ 8,100.00	\$ 0.00	\$ 8,100.00
Utility Billing - Budget Billing	1	\$ 4,300.00	\$ 0.00	\$ 4,300.00
Utility Billing - Consumption History up to 5 years	2	\$ 3,200.00	\$ 0.00	\$ 6,400.00
Utility Billing - Flat Inventory/Containers	1	\$ 4,300.00	\$ 0.00	\$ 4,300.00
Utility Billing - Option 2 Assessments	1	\$ 2,000.00	\$ 0.00	\$ 2,000.00
Utility Billing - Service Orders	1	\$ 5,200.00	\$ 0.00	\$ 5,200.00
Utility Billing - Services	1	\$ 4,300.00	\$ 0.00	\$ 4,300.00
Utility Billing - Standard	1	\$ 5,100.00	\$ 0.00	\$ 5,100.00
<b>TOTAL</b>				<b>\$ 45,300.00</b>

**Tyler Annual Discount Detail (Excludes Optional Products)**

Description	Annual Fee	Annual Fee Discount	Annual Fee Net
<b>Financial Management</b>			
General Ledger (Limited Use)	\$ 0.00	\$ 0.00	\$ 0.00
<b>Revenue Management</b>			
Accounts Receivable	\$ 23,968.00	\$ 2,397.00	\$ 21,571.00
Cashiering	\$ 35,508.00	\$ 12,428.00	\$ 23,080.00
General Billing	\$ 12,872.00	\$ 1,287.00	\$ 11,585.00
Resident Access	\$ 24,000.00	\$ 2,400.00	\$ 21,600.00
Utility Billing CIS	\$ 18,580.00	\$ 1,858.00	\$ 16,722.00
Utility Billing Meter Interface	\$ 6,356.00	\$ 636.00	\$ 5,720.00
Utility Billing Special Assessments	\$ 8,342.00	\$ 834.00	\$ 7,508.00
<b>Civic Services</b>			
Enterprise Service Requests	\$ 15,154.00	\$ 1,515.00	\$ 13,639.00
<b>Content Management</b>			

Content Manager Core (Limited Use)	\$ 26,631.00	\$ 2,663.00	\$ 23,968.00
<b>Data Insights</b>			
Enterprise Analytics and Reporting (Limited Use)	\$ 11,060.00	\$ 1,106.00	\$ 9,954.00
<b>Additional</b>			
Enterprise Forms Processing Software (including Common Form Set)	\$ 16,250.00	\$ 5,688.00	\$ 10,562.00
Notify Additional Block of 12,000 Messages Per Year	\$ 300.00	\$ 30.00	\$ 270.00
Notify includes 150,000 Msgs and 5,000 Mins per year	\$ 24,200.00	\$ 2,420.00	\$ 21,780.00
<b>Integrations</b>			
EERP 3rd Party IVR API Connector	\$ 11,021.00	\$ 1,102.00	\$ 9,919.00
<b>TOTAL</b>	<b>\$ 234,242.00</b>	<b>\$ 36,364.00</b>	<b>\$ 197,878.00</b>

**Comments**

Tyler's quote contains estimates of the amount of services needed, based on our preliminary understanding of the scope, level of engagement, and timeline as defined in the Statement of Work (SOW) for your project. The actual amount of services required may vary, based on these factors.

Tyler's pricing is based on the scope of proposed products and services contracted from Tyler. Should portions of the scope of products or services be altered by the Client, Tyler reserves the right to adjust prices for the remaining scope accordingly.

Unless otherwise noted, prices submitted in the quote do not include travel expenses incurred in accordance with Tyler's then-current Business Travel Policy.

Tyler's prices do not include applicable local, city or federal sales, use excise, personal property or other similar taxes or duties, which you are responsible for determining and remitting. Installations are completed remotely but can be done onsite upon request at an additional cost.

In the event Client cancels services less than four (4) weeks in advance, Client is liable to Tyler for (i) all non-refundable expenses incurred by Tyler on Client's behalf; and (ii) daily fees associated with the cancelled services if Tyler is unable to re-assign its personnel.

The Implementation Hours included in this quote assume a work split effort of 40% Client and 60% Tyler.

Implementation Hours are scheduled and delivered in four (4) or eight (8) hour increments.

Tyler provides onsite training for a maximum of 12 people per class. In the event that more than 12 users wish to participate in a training class or more than one occurrence of a class is needed, Tyler will either provide additional days at then-current rates for training or Tyler will utilize a Train-the-Trainer approach whereby the client designated attendees of the initial training can thereafter train the remaining users.

As a new Tyler client, you are entitled to a 14-day or a 30-day trial of the Managed Detection and Response cybersecurity service. Please reference

<https://www.tylertech.com/services/tyler-detect> for more information on the service and contact [CybersecuritySales@tylertech.com](mailto:CybersecuritySales@tylertech.com) to initiate the trial.

Tyler currently supports the following identity providers (IdP's) for use with Tyler back-office solutions: Microsoft Active Directory through Azure AD, ADFS or Okta AD agent, Google Cloud Identity, Okta, and Identity Automation Rapid Identity. Any requirement by you to use an IdP not supported by Tyler will require additional costs, available upon request.

Content Manager Core includes up to 1TB of storage. Should additional storage be needed it may be purchased as needed at an annual fee of \$5,000 per TB.

IVR Cost - Additional \$0.50 per transaction on top of Card and eCheck fee.

The SaaS fees for product that are not named users are based on 150 concurrent users. Should the number of concurrent users be exceeded, Tyler reserves the right to re-negotiate the SaaS fees based upon any resulting changes in the pricing categories.

In the event Client acquires from Tyler any edition of Content Manager software other than Enterprise Edition, the license for Content Manager is restricted to use with Tyler applications only. If Client wishes to use Content Manager software

Fees for year one of hardware maintenance are invoiced upon delivery of the hardware, with subsequent years' fees billed annually, in advance.

Tyler Software Product General Ledger (Limited Use) is licensed only for use with the other Tyler Software Products licensed to the client. A Client may use General Ledger (Limited Use) independent of the other Tyler Software Products licensed to the client by remitting to Tyler the then-current license and annual maintenance fees.

Your payment of the annual subscription or SaaS fee for Tyler Notify will include an identified amount of messages and/or minutes annually. Additional messages and/or minutes may be purchased from Tyler in defined packages at our then-current rates. Tyler Notify will not restrict use of messages and/or minutes that exceed the allotted messages but reserves the right to invoice you for documented overages occurring during the annual term. Any unused messages or minutes remaining at the end of your annual subscription term expire.

Utility billing library includes: standard Utility bill, standard UB receipt, standard UB delinquent notice, standard door hanger and standard final utility bill.

General Billing library includes: standard invoice, standard statement, standard general billing receipt and standard miscellaneous receipt.

Your use of Payments and any related items included on this order is subject to the terms found at: <https://www.tylertech.com/terms/payment-card-processing-agreement>. By signing this order or the agreement in which it is included, you agree you have read, understand, and agree to such terms. Please see attached Payments fee schedule.

Each API Toolkit or Connector comes with 8 free hours of API Development Consulting hours. Each API Bundle comes with 16 free API Development Consulting hours. Additional hours can be purchased beyond this standard offering.