

STEVE DEWITT

From: Altieri, Brittany <Brittany.Altieri@tylertech.com>
Sent: Friday, October 4, 2024 1:43 PM
To: STEVE DEWITT
Subject: RE: (External) RE: ATTACHED: Updated Quote with Routing Only - Tyler Technologies
Attachments: 2024-495248-M6Z4S2.pdf

Good afternoon Steve,

Finance asked if we were able to reduce implementation cost (8-9k) or waive the first year SaaS (9k).

Based on this ask, it sounds like reducing the initial year cost by 8-9k would work.

Right now, the first-year cost is \$28,698 and the 2nd year cost is \$9,818. We could take the cost for years 1 and 2 and spread that out evenly for 2 years, which would bring the initial cost down by 8-9k.

(Year 1) \$28,698 + (Year 2) \$9,818 = 38,516 \$38,516 divided by 2 = **\$19,258**. This highlighted number is what we would invoice you for year 1 and year 2. Year 3 would go back to \$9,818.

Does this make sense & would this be doable?

Let me know if you have questions!

Brittany Altieri
Account Executive
P: 518-858-1948
www.tylertech.com

Click a Link Below to Schedule a Meeting with Me:

[15 Minutes](#) [30 Minutes](#) [45 Minute Demo](#)

From: STEVE DEWITT <STEVE.DEWITT@JCSB.ORG>
Sent: Tuesday, October 1, 2024 2:28 PM
To: Altieri, Brittany <Brittany.Altieri@tylertech.com>
Subject: RE: (External) RE: ATTACHED: Updated Quote with Routing Only - Tyler Technologies

Good afternoon Brittany,

Finance's response to me was, would you be willing to reduce implementation cost or waive the first year SAAS fee?

Thanks,

Steve DeWitt
Director of Transportation
Jackson County Schools
850-482-9613 Ext. 32225



Quoted By:
 Quote Expiration:
 Quote Name:

Brittany Altieri
 12/8/24

Sales Quotation For:
 Jackson County School District
 PO Box 5958
 P. O. Box 5958
 Marianna FL 32447-5958

P. O. Box 5958

Software as a Service (SaaS)

Description	QTY	List Price	First Year Cost
Student Transportation			
Student Transportation			
Student Transportation Vehicles up to 80	1	\$ 5,918	\$ 5,918
Advanced Routing: Vehicles up to 80	1	\$ 4,991	\$ 4,991
Reportwriter	1	\$ 0	\$ 0
<i>Sub-Total</i>			\$ 10,909
<i>Less Discount:</i>			<i>\$ 1,091</i>
TOTAL			\$ 9,818
Term # of Years	1		

Fixed Fee Services

Description	Units	Price	Maintenance
2024-495248-M6Z4S2			

Student Transportation			
Implementation	69	\$ 8,004	\$ 0
Base Training	1	\$ 1,856	\$ 0
Custom Report Level 1	1	\$ 1,435	\$ 0
TOTAL		\$ 11,295	\$ 0

Hourly Services

Description	Hours	Total
Student Transportation		
Additional Student Transportation Training	12	\$ 2,460
-Advanced Routing Training (5)		
Go Live Assistance Implementation	8	\$ 1,640
-Core Go Live Assistance		
-Advanced Routing Go Live Assistance		
Project Management - Hourly	17	\$ 3,485
<i>Total</i>	<i>37</i>	<i>\$ 7,585</i>
TOTAL	37	\$ 7,585

Summary	One Time Fees	Recurring Fees
Total Tyler Software	\$ 0	\$ 0
Total SaaS	\$ 0	\$ 9,818
Total Tyler Annual Services	\$ 0	\$ 0
Total Tyler Services	\$ 18,880	\$ 0
Total Third-Party Hardware, Software, Services	\$ 0	\$ 0

Summary Total	\$ 18,880	\$ 9,818
Contract Total	\$ 28,698	

Currency displayed as US Dollar

Comment

Base County - Jackson

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

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.