



Exhibit A - Investment Summary

Quoted By: Tim Vickers
 Date: 9/12/2013
 Quote Expiration: 1/10/2014
 Quote Name: City of Marco Island-ERP-Munis
 Quote Number: 2013-4605
 Quote Description: City of Marco Island - City Hosted Solution

Sales Quotation For

City of Marco Island
 50 Bald Eagle Drive
 Marco Island, Florida 34145
 Phone (239) 389-5016

Tyler Software and Related Services

Description	License	Impl. Days	Impl. Cost	Data Conversion	Module Total	Year One Maintenance
Financials:						
Accounting/GL/BG/AP	\$52,250.00	15 @ \$1175	\$17,625.00	\$10,600.00	\$80,475.00	\$9,405.00
Purchasing	\$22,000.00	10 @ \$1175	\$11,750.00	\$2,700.00	\$36,450.00	\$3,960.00
Fixed Assets	\$12,000.00	5 @ \$1175	\$5,875.00	\$3,000.00	\$20,875.00	\$2,160.00
Project & Grant Accounting	\$10,000.00	4 @ \$1175	\$4,700.00	\$5,000.00	\$19,700.00	\$1,800.00
Risk Management	\$10,000.00	4 @ \$1175	\$4,700.00	\$0.00	\$14,700.00	\$1,800.00
Cash Management	\$10,000.00	4 @ \$1175	\$4,700.00	\$0.00	\$14,700.00	\$1,800.00
Employee Expense Reimbursement	\$6,000.00	4 @ \$1175	\$4,700.00	\$0.00	\$10,700.00	\$1,080.00
Bid Management	\$6,000.00	3 @ \$1175	\$3,525.00	\$0.00	\$9,525.00	\$1,080.00
Contract Management	\$5,900.00	3 @ \$1175	\$3,525.00	\$0.00	\$9,425.00	\$1,062.00
BMI Asset Track Interface	\$3,800.00	2 @ \$1175	\$2,350.00	\$0.00	\$6,150.00	\$684.00
Payroll/HR:						
Payroll w/ESS	\$16,100.00	13 @ \$1175	\$15,275.00	\$10,400.00	\$41,775.00	\$2,898.00
HR Management	\$7,700.00	5 @ \$1175	\$5,875.00	\$0.00	\$13,575.00	\$1,386.00
Revenue:						

Tyler Software and Related Services

Description	License	Impl. Days	Impl. Cost	Data Conversion	Module Total	Year One Maintenance
Utility Billing CIS	\$14,500.00	16 @ \$1175	\$18,800.00	\$12,400.00	\$45,700.00	\$2,610.00
Tyler Cashiering	\$21,000.00	5 @ \$1175	\$5,875.00	\$0.00	\$26,875.00	\$3,780.00
Accounts Receivable	\$11,000.00	8 @ \$1175	\$9,400.00	\$0.00	\$20,400.00	\$1,980.00
General Billing	\$5,000.00	4 @ \$1175	\$4,700.00	\$0.00	\$9,700.00	\$900.00
UB Interface	\$4,400.00	2 @ \$1175	\$2,350.00	\$0.00	\$6,750.00	\$792.00
Maplink GIS Integration	\$5,000.00	1 @ \$1175	\$1,175.00	\$0.00	\$6,175.00	\$900.00
Central Property File	\$2,200.00	1 @ \$1175	\$1,175.00	\$0.00	\$3,375.00	\$550.00
Other:						
GASB 34 Report Writer	\$11,000.00	3 @ \$1175	\$3,525.00	\$0.00	\$14,525.00	\$1,980.00
Payroll Tax Table Updates	\$0.00	0 @ \$1175	\$0.00	\$0.00	\$0.00	\$1,000.00
Productivity:						
Munis Analytics & Reporting	\$45,200.00	10 @ \$1175	\$11,750.00	\$0.00	\$56,950.00	\$8,136.00
Tyler Content Manager SE	\$20,000.00	4 @ \$1175	\$4,700.00	\$0.00	\$24,700.00	\$3,600.00
Citizen Self Service	\$11,000.00	1 @ \$1175	\$1,175.00	\$0.00	\$12,175.00	\$1,980.00
Tyler Forms Processing	\$9,500.00	0 @ \$1175	\$0.00	\$0.00	\$9,500.00	\$1,900.00
Sub-Total:	\$321,550.00		\$149,225.00	\$44,100.00	\$514,875.00	\$59,223.00
Less Discount:	\$115,758.00		\$0.00	\$0.00	\$115,758.00	\$59,223.00
TOTAL:	\$205,792.00	127	\$149,225.00	\$44,100.00	\$399,117.00	\$0.00

Other Services

Description	Quantity	Unit Price	Unit Discount	Extended Price
AP/PR Check Recon Import	1	\$1,000.00	\$0.00	\$1,000.00
AP Positive Pay Export Format	1	\$3,000.00	\$0.00	\$3,000.00
Estimated Travel Expenses	1	\$55,020.00	\$0.00	\$55,020.00
Install Fee - New Server Install-WIN	1	\$6,000.00	\$0.00	\$6,000.00
Munis Admin & Security	2	\$1,175.00	\$0.00	\$2,350.00
Project Planning Services	1	\$6,000.00	\$0.00	\$6,000.00
PR Positive Pay Export Format	1	\$3,000.00	\$0.00	\$3,000.00
Tyler Forms Financial Library	1	\$1,800.00	\$0.00	\$1,800.00

Other Services

Description	Quantity	Unit Price	Unit Discount	Extended Price
Tyler Forms Library - General Billing	1	\$2,000.00	\$0.00	\$2,000.00
Tyler Forms Library - Payroll	1	\$1,200.00	\$0.00	\$1,200.00
Tyler Forms Processing Configuration	1	\$2,000.00	\$0.00	\$2,000.00
Tyler Forms Library - Utility Billing	1	\$3,500.00	\$0.00	\$3,500.00
TOTAL:				\$86,870.00

3rd Party Hardware, Software and Services

Description	Quantity	Unit Price	Unit Discount	Total Price	Unit Maintenance	Unit Maintenance Discount	Total Year One Maintenance
BMI-ASSETTRACK-PPC for MUNIS (Incl. Install Fee)	1	\$6,500.00	\$0.00	\$6,500.00	\$0.00	\$0.00	\$0.00
Cash Drawer	2	\$230.00	\$0.00	\$460.00	\$0.00	\$0.00	\$0.00
Hand Held Scanner - Model 1900GSR	2	\$385.00	\$0.00	\$770.00	\$0.00	\$0.00	\$0.00
Hand Held Scanner Stand	2	\$25.00	\$0.00	\$50.00	\$0.00	\$0.00	\$0.00
ID Tech MiniMag USB Reader	2	\$62.00	\$0.00	\$124.00	\$0.00	\$0.00	\$0.00
Power Supply	2	\$40.00	\$0.00	\$80.00	\$0.00	\$0.00	\$0.00
Printer (EPSON TM-H6000iii)	2	\$1,400.00	\$0.00	\$2,800.00	\$0.00	\$0.00	\$0.00
Tyler Secure Signature System with 2 Keys	1	\$1,650.00	\$0.00	\$1,650.00	\$0.00	\$0.00	\$0.00
3rd Party Hardware Sub-Total:				\$12,434.00			\$0.00
TOTAL:				\$12,434.00			\$0.00

Summary

	One Time Fees	Recurring Fees
Total Tyler Software	\$205,792.00	\$0.00
Total Tyler Services	\$280,195.00	\$0.00
Total 3rd Party Hardware, Software and Services	\$12,434.00	\$0.00
Summary Total	\$498,421.00	\$0.00

Contract Total

\$498,421.00

Detailed Breakdown of Conversions (included in Contract Total)

Description	Unit Price	Unit Discount	Extended Price
Accounting Opt 1 - Actuals - D	\$1,500.00	\$0.00	\$1,500.00
Accounting Opt 2 - Budgets - D	\$1,500.00	\$0.00	\$1,500.00
Accounting Standard COA - D	\$2,000.00	\$0.00	\$2,000.00
Accounts Payable Opt 1 - Checks - D	\$1,600.00	\$0.00	\$1,600.00
Accounts Payable Opt 2 - Invoice - D	\$2,400.00	\$0.00	\$2,400.00
Accounts Payable Standard Master - D	\$1,600.00	\$0.00	\$1,600.00
Fixed Assets Std Master - D	\$3,000.00	\$0.00	\$3,000.00
Payroll - Option 1 Deductions - B	\$1,800.00	\$0.00	\$1,800.00
Payroll - Option 2 Accrual Balances - B	\$1,500.00	\$0.00	\$1,500.00
Payroll - Option 3 Accumulators - B	\$1,400.00	\$0.00	\$1,400.00
Payroll - Option 4 Check History - B	\$1,200.00	\$0.00	\$1,200.00
Payroll - Option 5 Earning/Deduction Hist - B	\$2,500.00	\$0.00	\$2,500.00
Payroll - Standard - B	\$2,000.00	\$0.00	\$2,000.00
Project Grant Accounting Opt 1 - Actuals - D	\$1,500.00	\$0.00	\$1,500.00
Project Grant Accounting Opt 2 - Budgets - D	\$1,500.00	\$0.00	\$1,500.00
Project Grant Accounting Standard - D	\$2,000.00	\$0.00	\$2,000.00
Purchasing - Standard - D	\$2,700.00	\$0.00	\$2,700.00
Utility Billing - Option 1 Services - C	\$2,500.00	\$0.00	\$2,500.00
Utility Billing - Option 3 Consumption History - C	\$2,000.00	\$0.00	\$2,000.00
Utility Billing - Option 4 Balance Forward AR - C	\$3,500.00	\$0.00	\$3,500.00
Utility Billing - Option 5 Service Orders - C	\$1,200.00	\$0.00	\$1,200.00
Utility Billing - Option 6 Backflow - C	\$1,200.00	\$0.00	\$1,200.00
Utility Billing - Standard - C	\$2,000.00	\$0.00	\$2,000.00
TOTAL:	\$44,100.00	\$0.00	\$44,100.00

Optional Tyler Software & Related Services

Description	License	Impl. Days	Impl. Cost	Data Conversion	Module Total	Year One Maintenance
Payroll/HR:						
Applicant Tracking	\$2,750.00	2 @ \$1175	\$2,350.00	\$0.00	\$5,100.00	\$495.00
Other:						
MUNIS Disaster Recovery Service	\$0.00	0 @ \$1175	\$0.00	\$0.00	\$0.00	\$14,556.00
OSDBA Contract Services	\$0.00	0 @ \$1175	\$0.00	\$0.00	\$0.00	\$14,556.00
Sub-Total:	\$2,750.00		\$2,350.00	\$0.00	\$5,100.00	\$29,607.00
Less Discount:	<u>\$550.00</u>		<u>\$0.00</u>	<u>\$0.00</u>	<u>\$550.00</u>	<u>\$99.00</u>
TOTAL:	\$2,200.00	2	\$2,350.00	\$0.00	\$4,550.00	\$29,508.00

Optional Other Services

Description	Quantity	Unit Price	Discount	Extended Price
P-Card Import Format W/O Encumbrances	1	\$7,500.00	\$0.00	\$7,500.00
TOTAL:				
				\$7,500.00

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

Discount Detail

Description	License	License Discount	License Net Maintenance Basis	Year One Maint Discount	Year One Maint Net
Financials:					
Accounting/GL/BG/AP	\$52,250.00	\$18,810.00	\$33,440.00	\$9,405.00	\$0.00
Bid Management	\$6,000.00	\$2,160.00	\$3,840.00	\$1,080.00	\$0.00

Discount Detail

Description	License	License Discount	License Net Maintenance Basis	Year One Maint Discount	Year One Maint Net
BMI Asset Track Interface	\$3,800.00	\$1,368.00	\$2,432.00	\$684.00	\$0.00
Cash Management	\$10,000.00	\$3,600.00	\$6,400.00	\$1,800.00	\$0.00
Contract Management	\$5,900.00	\$2,124.00	\$3,776.00	\$1,062.00	\$0.00
Employee Expense Reimbursement	\$6,000.00	\$2,160.00	\$3,840.00	\$1,080.00	\$0.00
Fixed Assets	\$12,000.00	\$4,320.00	\$7,680.00	\$2,160.00	\$0.00
Project & Grant Accounting	\$10,000.00	\$3,600.00	\$6,400.00	\$1,800.00	\$0.00
Purchasing	\$22,000.00	\$7,920.00	\$14,080.00	\$3,960.00	\$0.00
Risk Management	\$10,000.00	\$3,600.00	\$6,400.00	\$1,800.00	\$0.00
Payroll/HR:					
HR Management	\$7,700.00	\$2,772.00	\$4,928.00	\$1,386.00	\$0.00
Payroll w/ESS	\$16,100.00	\$5,796.00	\$10,304.00	\$2,898.00	\$0.00
Revenue:					
Maplink GIS Integration	\$5,000.00	\$1,800.00	\$3,200.00	\$900.00	\$0.00
Accounts Receivable	\$11,000.00	\$3,960.00	\$7,040.00	\$1,980.00	\$0.00
Central Property File	\$2,200.00	\$792.00	\$1,408.00	\$550.00	\$0.00
General Billing	\$5,000.00	\$1,800.00	\$3,200.00	\$900.00	\$0.00
Tyler Cashiering	\$21,000.00	\$7,560.00	\$13,440.00	\$3,780.00	\$0.00
UB Interface	\$4,400.00	\$1,584.00	\$2,816.00	\$792.00	\$0.00
Utility Billing CIS	\$14,500.00	\$5,220.00	\$9,280.00	\$2,610.00	\$0.00
Productivity:					
Citizen Self Service	\$11,000.00	\$3,960.00	\$7,040.00	\$1,980.00	\$0.00
Munis Analytics & Reporting	\$45,200.00	\$16,272.00	\$28,928.00	\$8,136.00	\$0.00
Tyler Content Manager SE	\$20,000.00	\$7,200.00	\$12,800.00	\$3,600.00	\$0.00
Tyler Forms Processing	\$9,500.00	\$3,420.00	\$6,080.00	\$1,900.00	\$0.00
Other:					
Payroll Tax Table Updates	\$0.00	\$0.00	\$0.00	\$1,000.00	\$0.00
GASB 34 Report Writer	\$11,000.00	\$3,960.00	\$7,040.00	\$1,980.00	\$0.00

Discount Detail

Description	License	License Discount	License Net Maintenance Basis	Year One Maint Discount	Year One Maint Net
TOTAL:	\$321,550.00	\$115,758.00	\$205,792.00	\$59,223.00	\$0.00

Optional Discount Detail

Description	License	License Discount	License Net Maintenance Basis	Year One Maint Discount	Year One Maint Net
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Payroll/HR:

Applicant Tracking	\$2,750.00	\$550.00	\$2,200.00	\$99.00	\$396.00
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Other:

MUNIS Disaster Recovery Service	\$0.00	\$0.00	\$0.00	\$0.00	\$14,556.00
OSDBA Contract Services	\$0.00	\$0.00	\$0.00	\$0.00	\$14,556.00
Total:	\$2,750.00	\$550.00	\$2,200.00	\$99.00	\$29,508.00

Comments

Tyler's OSDBA Service is calculated at 25% of the MUNIS annual maintenance. There is a \$2,500 minimum annual fee and a \$30,000 maximum annual fee.

Tyler's Disaster Recovery Service is calculated at 25% of the MUNIS annual maintenance. There is a \$5,000 minimum annual fee and a \$30,000 maximum annual fee for Disaster Recovery service. The Disaster Recovery fees are applicable only to one Live MUNIS database and excludes all test and training databases.

Tyler recommends the use of a 128-bit SSL Security Certificate for any Internet Web Applications, such as the MUNIS Web Client and the MUNIS Self Service applications if hosted by the Client. This certificate is required to encrypt the highly sensitive payroll and financial information as it travels across the public internet. There are various vendors who sell SSL Certificates, with all ranges of prices.

Conversion prices are based on a single occurrence of the database. If additional databases need to be converted, these will need to be quoted.

Tyler's quote contains estimates of the amount of services needed, based on our preliminary understanding of the size and scope of your project. The actual amount of services depends on such factors as your level of involvement in the project and the speed of knowledge transfer.

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.

In the event Client cancels services less than two (2) 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.

Pricing for optional items will be held for six (6) months from the quote date.

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.

In the event Client acquires from Tyler any edition of Tyler 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 Tyler Content Manager software with non-Tyler applications, Client must purchase or upgrade to Tyler Content Manager Enterprise Edition.

Tyler's form library prices are based on delivering the specific form quantities listed below. Additional formats of forms listed below are extra. Custom forms are extra. Please note that Tyler Forms requires the use of approved printers only. Contact Tyler support for the list of approved printers.

Financial library includes: 1 A/P check, 1 EFT/ACH, 1 Purchase order, 1 Contract, 1099M, 1099INT, 1099S, and 1099G.

General Billing library includes: 1 invoice, 1 statement, 1 general billing receipt and 1 miscellaneous receipt.

Utility billing library includes: 1 Utility bill, 1 assessment, 1 UB receipt, 1 Lien letter, 1 UB delinquent notice, 1 door hanger and 1 final utility bill.

Programming for check reconciliation import and positive pay export assumes one bank format each. Multiple bank formats are extra.

Comments

Includes digitizing two signatures, additional charges will apply for additional signatures.

Project Management includes project planning, kickoff meeting, status calls, task monitoring, verification and transition to support.

Tyler Forms Payroll Core library includes: 1 PR check, 1 direct deposit, 1 vendor from payroll check, 1 vendor from payroll direct deposit, W2, W2c, and 1099 R.

Tyler's cost is based on all of the proposed products and services being obtained from Tyler. Should significant portions of the products or services be deleted, Tyler reserves the right to adjust prices accordingly.