



Quoted By:  
 Quote Expiration:  
 Quote Name:

Josh McKelvey  
 10/2/23  
 EPL User True Up - On Prem

**Sales Quotation For:**

Robert Peterson  
 Gaston County  
 PO Box 1578  
 Gastonia NC 28053-1578  
 Phone: +1 (704) 810-5848

**Tyler Software**

Description	License	Users/Units	Module Total	Year One Maintenance
Enterprise Permitting & Licensing Core Software				
Community Development Suite - Per User	\$ 2,999	16	\$ 47,984	\$ 9,600
Enterprise Permitting & Licensing Extensions				
Workforce Mobile	\$ 999	9	\$ 8,991	\$ 1,800
Tyler Software				
GIS	\$ 500	16	\$ 8,000	\$ 1,600
	<i>Sub-Total</i>		\$ 64,975	\$ 13,000
	<i><u>Less Discount</u></i>		<i><u>\$ 7,800</u></i>	<i><u>0</u></i>
	<b>TOTAL</b>		<b>\$ 57,175</b>	<b>\$ 13,000</b>

<b>Summary</b>	<b>One Time Fees</b>	<b>Recurring Fees</b>
Total License Fees	\$ 57,175	\$ 13,000
Total Services	\$ 0	\$ 0
Total Third-Party Hardware, Software, Services	\$ 0	\$ 0
<b>Summary Total</b>	<b>57,175</b>	<b>\$ 13,000</b>
<b>Contract Total</b>	<b>\$ 70,175</b>	

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

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

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:

- 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 for download by the Client;
- Fees for hardware are invoiced upon delivery;
- 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 available for download by the Client (for Maintenance) or on the first day of the month following the date this quotation was signed (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.
- 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.
- Expenses associated with onsite services are invoiced as incurred.

#### Tyler Software Discount Detail

Description	License	License Discount	License Net	Maint Basis	Year One Maint Discount	Year One Maint Net
Enterprise Permitting & Licensing Extensions						
Workforce Mobile	\$ 8,991	\$ 1,080	\$ 7,911	\$ 1,800	\$ 0	\$ 1,800
Enterprise Permitting & Licensing Core Software						
Community Development Suite - Per User	\$ 47,984	\$ 5,760	\$ 42,224	\$ 9,600	\$ 0	\$ 9,600
Tyler Software						
GIS	\$ 8,000	\$ 960	\$ 7,040	\$ 1,600	\$ 0	\$ 1,600
<b>TOTAL</b>	<b>\$ 64,975</b>	<b>\$ 7,800</b>	<b>\$ 57,175</b>	<b>\$ 13,000</b>	<b>\$ 0</b>	<b>\$ 13,000</b>

## Comments

iG Workforce - iG Inspect and iG Enforce provide a mobile solution for field personnel to capture inspection and code data remotely. Tyler will assist to connect iG Apps to the Enterprise Permitting & Licensing powered by EnerGov suite, and support testing. These applications are available on iOS. The client is responsible for ensuring the app(s) are downloaded and kept up to date on client utilized hardware.

### Proposal Includes:

EP&L Community Development Suite - 16 named users

EP&L Workforce Mobile Apps - 9 named users

GIS Integration - 16 additional users - updated integration license fee based on increase in users per contract

Discounts included - One time 12% discount towards on-prem license purchases to honor client's standing as a reference customer and the bulk purchase of 16 full access users.

### With the approval of this proposal, Gaston County is entitled to the following named EP&L users:

Community Development Suite - up to 54 (increased by 16)

Business Management Suite - 0 (no change)

Environmental Health Suite - 0 (no change)

View Only (All Suites) - 0 (no change)

GIS Integration - 54 users (increased by 16)

Workforce Mobile - up to 39 users (increased by 9)

## Emily M. King

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**From:** Robert Peterson  
**Sent:** Friday, June 16, 2023 1:27 PM  
**To:** Emily M. King  
**Cc:** Mike Roper; Joseph B. Sciba  
**Subject:** FW: {External} RE: Decision Engine

From Josh..... on Decision Engine.

**From:** McKelvey, Josh <Josh.McKelvey@tylertech.com>  
**Sent:** Friday, June 16, 2023 11:47 AM  
**To:** Robert Peterson <Robert.Peterson@gastongov.com>  
**Subject:** {External} RE: Decision Engine

**CAUTION:** This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good morning Robert!

You would pay annually, and the first year will be prorated to align with your existing maintenance billing schedule. That contract total is taking all three years and totaling up to let you know what you would pay altogether in the first three years. We can show that because we are locking the rate for the first three contract years. After that, the rate will increase annually with each renewal, just like your on premise maintenance does.

We'll do a similar rate structure when you guys move everything else to SaaS. Usually 3 years is the longest they'll let us lock the rates.

- 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 download by the Client (for Maintenance) or on the first day of the month following the date this quotation was signed (for SaaS, Hosting, Subscription), and any such fees are prorated to align with the applicable term under the Agreement, with renewals invoiced annually in accordance with the Agreement.

This is what your first year looks like. \$17,500 for implementation training/support and the first year of SaaS for Decision Engine. I took a look at your maintenance schedule, and it shows your annual billing is scheduled for 7/1 through 6/30 of each year. If signed this month, the billing would take effect 7/1/23 and cover you through 6/30/24, aligning perfectly with your annual renewal without the need for any proration. If signed in July, Year 1 DE SaaS fees would take effect 8/1/23 and be prorated to cover you through 6/30/24, still in alignment with your annual renewal.

Summary	One Time Fees	Recurring Fees
Total SaaS		\$ 13,500
Total Services	\$ 4,000	\$ 0
Total Third-Party Hardware, Software, Services	\$ 0	\$ 0
<b>Summary Total</b>	<b>4,000</b>	<b>\$ 13,500</b>
<b>Contract Total</b>	<b>\$ 44,500</b>	

If signature doesn't come until July, then the Year 1 total for prorated DE SaaS fees and the one-time implementation training/support fees would total up to \$16,375. Year 2 and Year 3 would each be invoiced for \$13,500 after that.

Hope that helps!

**Josh McKelvey**  
Account Representative  
Civic Services Division  
Tyler Technologies, Inc.

P: 888-355-1093 ext. 763159

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

**From:** Robert Peterson <[Robert.Peterson@gastongov.com](mailto:Robert.Peterson@gastongov.com)>  
**Sent:** Friday, June 16, 2023 11:34 AM  
**To:** McKelvey, Josh <[Josh.McKelvey@tylertech.com](mailto:Josh.McKelvey@tylertech.com)>  
**Subject:** Decision Engine

Josh,

Emily was asking:

If we purchase Decision Engine will be responsible for paying the full \$44,500 for Decision Engine prior to receiving this software or is it based on an annual rate?

Robert Peterson  
Gaston County Government  
Senior Systems Developer III  
(704)866-3024

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