



Gaston County

Gaston County
Board of Commissioners
www.gastongov.com

Building and Development Services Board Action

File #: 23-384

Commissioner Worley - Building & Development Services - To appropriate **\$86,550** from Building Inspection Reserves for Software Rental: Tyler

STAFF CONTACT

Emily King - Building Services Coordinator - 704-866-3081

BUDGET IMPACT

Appropriate **\$86,550** from the Building Inspection Reserve account into the Software Rental account.

BUDGET ORDINANCE IMPACT

N/A

BACKGROUND

Additional funds are needed for Tyler Software Rental due to inadequate number of license for staff members for FY24. The need to increase licenses to cover all users stems from additional staffing within the Building Inspections department, as well as additional County departments using Tyler software for permits and inspections. This transfer also includes the purchasing of Decision Engine, Tyler software, that will assist customers online when making permit requests and helping to improve the customer experience. The appropriation is being done through fund balance which will be reimbursed via an entry to move the **\$86,550** from the Building Inspection Reserve account to the Fund Balance account in the General Fund.

POLICY IMPACT

N/A

ATTACHMENTS

Budget Change Request (BCR); Tyler Technologies Quote

DO NOT TYPE BELOW THIS LINE

I, Donna S. Buff, Clerk to the County Commission, do hereby certify that the above is a true and correct copy of action taken by the Board of Commissioners as follows:

NO.	DATE	M1	M2	CBrown	CCloninger	AFraley	BHovis	KJohnson	TKelgher	RWorley	Vote
2023-272	08/22/2023	KJ	TK	A	A	A	A	A	A	A	U

DISTRIBUTION:

Laserfiche Users

A=AYE, N=NAY, AB=ABSENT, ABS=ABSTAIN, U=UNANIMOUS

GASTON COUNTY BUDGET CHANGE REQUEST (BCR)

TO: Dr. Kim S. Eagle COUNTY MANAGER

FROM: 4350 Building & Development Services

Dept. Code Department Name

John Mike Roper 07/24/2023

Department Director Date

REQUEST TYPE:

- ☐ Line-Item Transfer Within Department & Fund

☐ Project Transfer Within Department & Fund

☐ Line-Item Transfer Between Departments

☐ Line-Item Transfer Between Funds*

☒ Additional Appropriation of Funds*
- * Requires resolution by the Board of Commissioners

ACCOUNT DESCRIPTION	ACCOUNT NUMBER	AMOUNT**
As it appears in Munis	<div style="display: flex; justify-content: space-around; font-size: small;"> 4335674265 </div> <div style="display: flex; justify-content: space-around; font-size: x-small;"> FundDeptDivSubDivProgSubProgFutureFuncObjFraj </div> <div style="display: flex; justify-content: space-around; font-size: x-small;"> xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx </div>	Whole dollars only
Ex. Employee Training	Ex. 1000-BGT-000-00000-000000-0000000-0000-01-520011-	Ex. \$5,000 Ex. (\$5,000)
Fund Balance Appropriated	1000-NDP-000-00000-FBApro-0000000-0000-99-490000	[\$86,550]
Software Rental: Tyler	1000-BDS-230-00000-000000-0000000-0000-02-530029-TYLER	\$86,550

JUSTIFICATION FOR REQUEST:

Additional funds are needed for Tyler Software Rental due to inadequate number of license for staff members for FY24. The need to increase licenses to cover all users stems from additional staffing within the Building Inspections department, as well as additional County departments using Tyler software for permits and inspections. This transfer also includes the purchasing of Decision Engine, Tyler software, that will assist customers online when making permit requests and helping to improve the customer experience. The appropriation is being done through fund balance which will be reimbursed via an entry to move the \$86,550 from the Building Inspection Reserve account to the Fund Balance account in the General Fund.

** Decreases in expenditures and increases in revenue accounts require brackets. Increases in expenditures and decreases in revenue do not require brackets. Please note that transfers between funds require inter-fund transfer accounts.



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>	\$ 4498		\$ 64,975	\$ 13,000
<i>Less Discount</i>			<u>\$ 7,800</u>	<u>0</u>
TOTAL			\$ 57,175	\$ 13,000

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

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
TOTAL	\$ 64,975	\$ 7,800	\$ 57,175	\$ 13,000	\$ 0	\$ 13,000

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

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 accord 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
Summary Total	4,000	\$ 13,500
Contract Total	\$ 44,500	

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

From: Robert Peterson <Robert.Peterson@gastongov.com>

Sent: Friday, June 16, 2023 11:34 AM

To: McKelvey, Josh <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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