

Proposal for:
Otisco Township, Ionia County MI
January 3, 2024
Quoted by: Keegan Nixon

Software and Services for BS&A Cloud Upgrade



Thank you for the opportunity to quote our software and services.

At BS&A, we are focused on delivering unparalleled service, solutions, support, and customer satisfaction. You'll see this in our literature, but it's not just a marketing strategy... it's a mindset deeply embedded in our DNA. Our goal is to provide such remarkable customer service that our customers feel compelled to remark about it.

*We are extremely proud of the many long-term customer relationships we have built. Our success is directly correlated with putting the customer first and consistently choosing to **listen**. Delivering unparalleled customer service is the foundation of our company.*

BS&A Software
14965 Abbey Lane Bath MI 48808
(855) BSA-SOFT / fax (517) 641-8960
bsasoftware.com

Cost Summary

Software is licensed for use only by municipality identified on the cover page. If used for additional entities or agencies, please contact BS&A for appropriate pricing. Prices subject to change if the actual count is significantly different than the estimated count.

Upgrade - Cloud Modules

Financial Management	
General Ledger	\$1,705
Accounts Payable	\$1,390
Cash Receipting	\$1,505
Personnel Management	
Payroll	\$2,325
Property	
Assessing	\$3,160
Tax	\$2,480
Delinquent Personal Property	\$750
BS&A Online	
Public Records Search + Online Bill Pay <i>With use of integrated Credit Card Processor Pay-Per-Hit</i>	\$0
Subtotal	\$13,315

Upgrade Implementation

Services include:

- Management of your upgrade by our dedicated upgrade team for a smooth shift from .NET to cloud-based software, minimizing disruption
- Project schedule aligned with your processes and needs, ensuring a seamless transition timeline
- Expedited upgrade to cloud capturing existing process to minimize demands required of client teams
- Onboarding planned around critical process dates, ensuring your team is well-prepared for effective cloud software utilization
- Central contact for streamlined communication between project leaders, developers, IT staff, and conversion resources
- Testing and implementation of existing municipal customizations prior to go-live, preserving functionality and ensuring critical components are converted
- Preliminary data conversion with attachments, mirroring final conversion for a smooth transition
- Thorough data verification for all modules, ensuring accuracy and reliability of converted data, including automated balancing
- Key module validation managed by dedicated upgrade team (vs. customer in previous methodology), including testing of parallel processes
- Migration of key custom user-based designed reports handled out-the-box, enabling seamless access to critical insights.
- As needed, transition from .NET Online Payments to cloud architecture configuration for uninterrupted payment processing.
- Automated scaffolding of users and security roles based on your previous configurations
- Conversion of approval workflows based on role-based security, maintaining established processes
- As needed, configuration of existing hardware (barcode scanners, etc.) for seamless integration with cloud environment
- Documentation of our standard processes, facilitating easy access to essential information
- Upgrade training
- Prioritized response post go-live for 2 weeks from the upgrade team
- 3 post go-live survey touch points to check-in on post-go live experience
- Remote go-live assistance and remote office hours for a successful transition to the cloud-based software
- Travel not expected, but any necessary travel would be billed at a per trip and/or per day cost

\$19,300

Cost Totals

Modules	\$13,315
Upgrade Implementation	\$19,300
Total Proposed	\$32,615

Travel not expected. Any necessary travel to be billed at a per trip and/or per day cost.

Payment Schedule	
1 st Payment:	\$9,650 to be invoiced upon execution of this agreement.
2 nd Payment:	\$13,315 to be invoiced at activation of customer's site.
3 rd Payment:	\$9,650 to be invoiced upon completion of training.



Cloud Annual Service Fees

Unlimited support is included in your Annual Service Fee. Service Fees are billed annually. After two (2) years, BS&A Software reserves the right to increase the Annual Service Fee by no more than the yearly Consumers Price Index for All Urban Consumers U.S. city average (CPI-U).

Financial Management	
General Ledger	\$1,705
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Delinquent Personal Property	\$750
BS&A Online	
Public Records Search (Pay-Per-Hit)	\$0
Total Annual Service Fees	\$13,315



Additional Information

Program Customization

BS&A strives to provide a flexible solution that can be tailored to each municipality's needs. However, in some cases, custom work may be required. Typical examples include:

- custom payment import/lock box import
- custom OCR scan-line
- custom journal export to an outside accounting system
- custom reports

If you require any custom work, please let us know so that we can better understand the scope of your request and include that in a separate proposal.

Cash Receipting Hardware

	Quantity	Cost
Epson THM-6000V Series Receipt Printer*	\$925 x _____	= \$ _____
APG Series 100Cash Drawer**	\$275 x _____	= \$ _____
Honeywell Hyperion 1300g Linear-Imaging Scanner	\$275 x _____	= \$ _____
Credit Card Reader (if using Invoice Cloud)	\$75 x _____	= \$ _____

This will add \$ _____ to the Total Proposed.

**IMPORTANT. The receipt printer must be plugged into the USB port on one workstation (not your server). This printer is not to be shared with other workstations. If more than one workstation will be used for receipting, please consider purchasing more than one receipt printer.*

Please provide the number of cash drawers that will be hooked up to the printer _____

Note: The availability, model numbers, and pricing for all third party hardware listed above is subject to availability from the manufacturers. In the event that the listed hardware is no longer available at the time of purchase, a comparable replacement will be available, at the then current cost. Returns require pre-approval, and all purchased equipment must be shipped back to BS&A in its original packaging. Returns are subject to a re-stocking fee of \$50.00.

BS&A Online

Connection Requirements

BS&A Cloud modules require a high-speed internet connection (cable modem or DSL).

Payment Processing Requirements

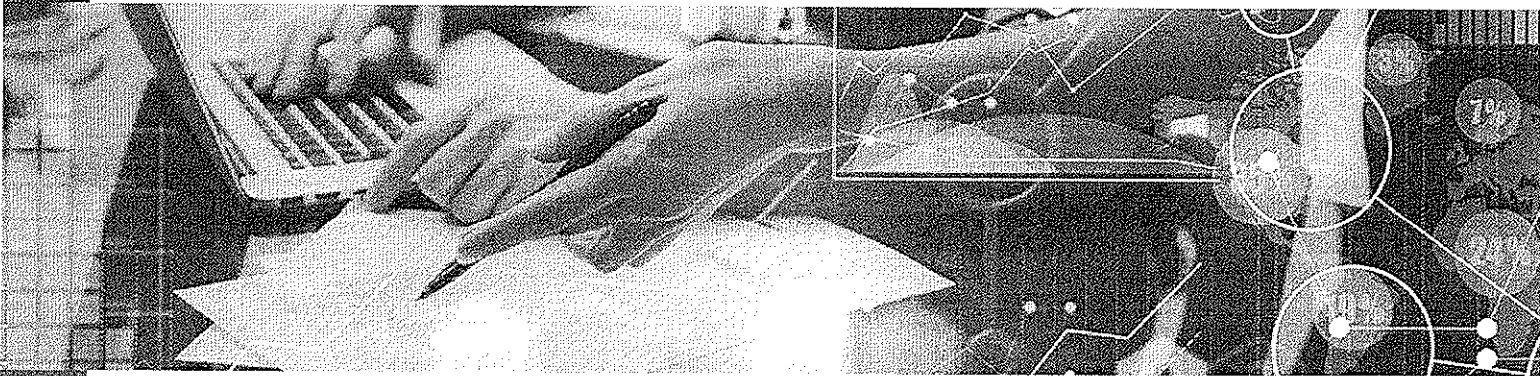
Acceptance of online payments requires a contract with one of BS&A's approved Online Credit Card Processing companies. Please visit <https://www.bsasoftware.com/solutions/bsaonline/public-records-search/> for information.



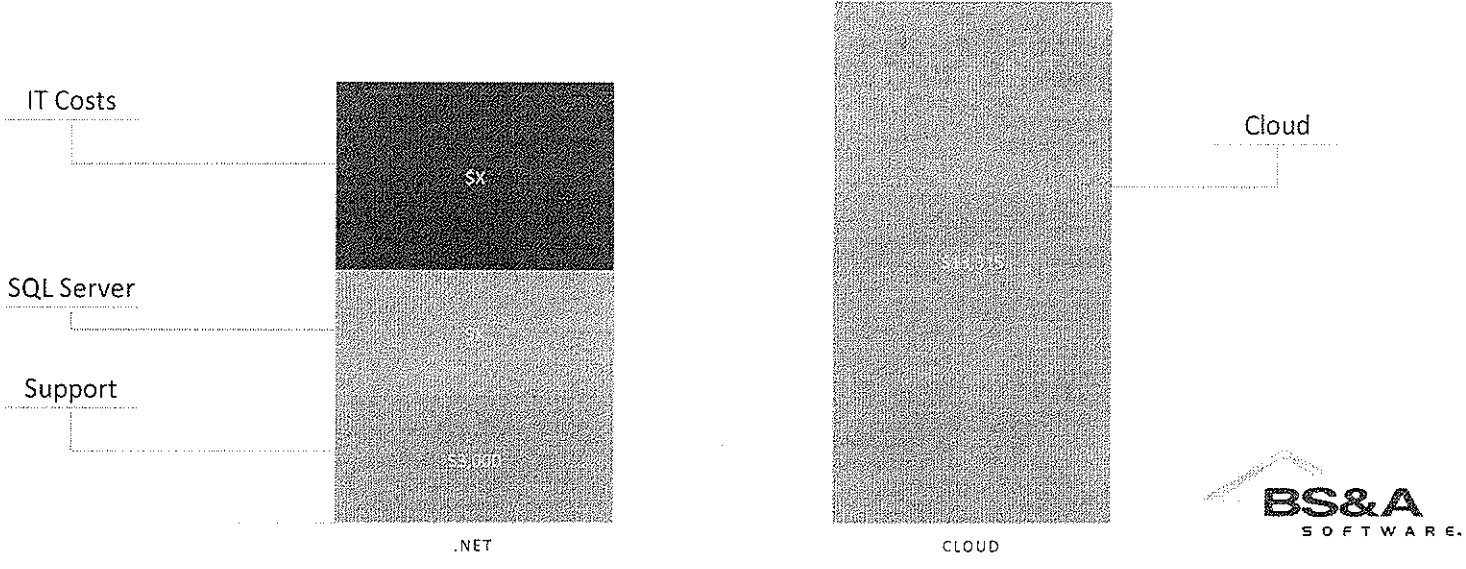


Proposal Presentation

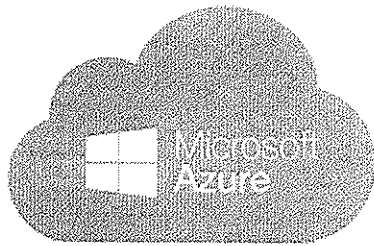
Keegan Nixon, Account Executive



Total Cost of Ownership



Cloud Architecture



- Web-Based
- 99.99% Up Time
- Single Database

Why Cloud?



Access

Work from anywhere with an Internet connection.

Access real-time data from multiple PCs.



Security

Secure Cloud Environment.

Disaster Recovery.

Multi-Factor Authentication.



Future Proof

Eliminate the need for physical servers.

Unlimited Storage.

Inherit future versions of BS&A.

Benefits of Cloud

- **Ransomware Resistant –**
 - Data is secured off-site with Microsoft Azure
- **Automatic Program Updates–**
 - BS&A Cloud updates automatically
- **Disaster Recovery –**
 - Data is stored across multiple regions in the event of natural disasters

Financial Advantages

- Unlimited Use Site-License (No User Limit)
- Unlimited Storage Included
- Reduce Local Infrastructure

Ransomware Resistance

- Ransomware attacks are highly prevalent in the Public Sector today. With On-Premise solutions like BS&A's .NET product your financial data is only as secure as your local infrastructure. It is possible that if a user clicks on a bad link, or an attachment infected with ransomware your data could be at risk.
- With BS&A Cloud, your data is stored in a secured Cloud environment, so clicking on infected links/attachments cannot welcome an attack into BS&A Cloud.

Security and MFA

- BS&A Cloud uses Microsoft Azure for its Cloud Environment. Our clients benefit from enhanced security features such as:
 - Multi-factor authentication for securely logging in
 - Disaster recovery in the event of a natural disaster
 - Geo-redundant backups that occur automatically
 - Regular backups of your data that are copied multiple times to secure locations



SaaS Financial Benefits

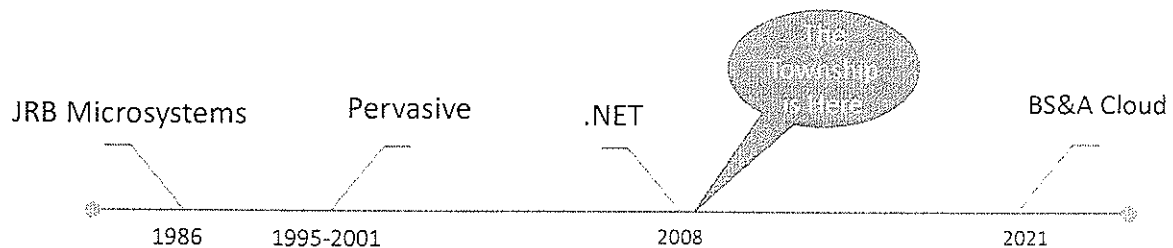
- BS&A Cloud is a SaaS solution, like Microsoft 365 and others that provide subscription-based licensing as opposed to locally installed software applications.
- With BS&A Cloud, you will always be running the most recent version of the system. New features, enhancements, and versions are automatically delivered to our clients without purchasing new software.

Reduce Costly Infrastructure

- With BS&A Cloud, our clients can reduce or eliminate costly local infrastructure like SQL servers.
- When existing servers need to be replaced, our clients do not need to procure new servers for BS&A products. Going Cloud mirrors the direction of the industry: off-loading physical infrastructure in exchange for flexible SaaS solutions.



The Future of BS&A



We recommend considering an upgrade to Cloud to keep up with technology and security enhancements. We are adding more to Cloud regularly, creating a more advantageous environment for our clients.



