



Quoted By: Kyle M. Johnson
 Quote Expiration: 04/20/22
 Quote Name: City of Los Altos-ERP-Munis
 Quote Description: 2-1-22 City of Los Altos, CA v.2
 SaaS Term 5.00

Sales Quotation For:

City of Los Altos
 1 N San Antonio Rd
 Los Altos CA 94022-3000
 Phone: +1 (650) 947-2760

Tyler SaaS and Related Services

Description	Qty	Imp. Hours	Annual Fee
Financial Management			
Accounting/GL	1	112	\$ 18,597
Accounts Payable	1	32	\$ 5,312
Bid Management	1	24	\$ 2,031
Budgeting	1	48	\$ 5,312
Capital Assets	1	40	\$ 4,473
Cash Management	1	32	\$ 3,059
Contract Management	1	24	\$ 2,019
eProcurement	1	24	\$ 3,059
Project & Grant Accounting	1	32	\$ 3,585
Purchasing	1	80	\$ 7,727
Human Resources Management			
ExecuTime Time & Attendance - Up to 150 Employees	1	80	\$ 7,566
ExecuTime Time & Attendance Mobile Access	1	0	\$ 3,003
Human Resources & Talent Management	1	88	\$ 4,584
Payroll w/ESS	1	168	\$ 5,590
Revenue Management			

Accounts Receivable	1	64	\$ 3,907
General Billing	1	32	\$ 2,593
Document Management			
Tyler Content Manager SE	1	32	\$ 7,796
Data Insights			
Munis Analytics & Reporting w Executive Insights	1	80	\$ 13,019
Additional			
Tyler ReadyForms Processing (including Common Form Set)	1	0	\$ 4,380
Integrations			
DocuSign Signature Service - Annual Fee	1	16	\$ 8,000
Sub-Total:			\$ 115,612
<i>Less Discount:</i>			<i>\$ 16,186</i>
TOTAL		1008	\$ 99,426

Professional Services

Description	Quantity	Unit Price	Extended Price	Maintenance
Go Live Assistance	160	\$ 195	\$ 31,200	\$ 0
HCM Accelerated Timeline	400	\$ 163	\$ 65,200	\$ 0
Project Management	200	\$ 163	\$ 32,600	\$ 0
Conversions			\$ 43,600	\$ 0
Onsite Implementation	264	\$ 195	\$ 51,480	\$ 0
Remote Implementation	744	\$ 163	\$ 121,272	\$ 0
TOTAL			\$ 345,352	\$ 0

3rd Party Hardware, Software and Services

Description	Qty	Unit Price	Unit Discount	Total Price	Unit Maint/SaaS	Unit Maint/SaaS Discount	Total Maint/SaaS
Tyler Secure Signature System with 2 Keys	1	\$ 1,650	\$ 0	\$ 1,650	\$ 0	\$ 0	\$ 0

TOTAL

\$ 1,650

\$ 0

Summary

One Time Fees

Recurring Fees

Total Tyler Software

\$ 0

\$ 0

Total Annual

\$ 0

\$ 99,426

Total Tyler Services

\$ 345,352

\$ 0

Total Third-Party Hardware, Software, Services

\$ 1,650

\$ 0

Summary Total

\$ 347,002

\$ 99,426

Contract Total

\$ 844,132

Estimated Travel Expenses excl in Contract Total

\$ 27,000

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

Detailed Breakdown of Conversions (Included in Summary Total)

Description	Qty	Unit Price	Unit Discount	Extended Price
Accounting/GL				
AC - Actuals up to 3 years	1	\$ 1,000	\$ 0	\$ 1,000
AC - Budgets up to 3 years	1	\$ 1,000	\$ 0	\$ 1,000
AC Standard COA	1	\$ 2,000	\$ 0	\$ 2,000
Accounts Payable				
AP - Checks up to 5 years	1	\$ 2,200	\$ 0	\$ 2,200
AP - Invoice up to 5 years	1	\$ 2,800	\$ 0	\$ 2,800

AP Standard Master	1	\$ 1,200	\$ 0	\$ 1,200
Capital Assets				
CA - History	1	\$ 1,000	\$ 0	\$ 1,000
CA Std Master	1	\$ 2,000	\$ 0	\$ 2,000
Contract Management				
Contracts	1	\$ 3,000	\$ 0	\$ 3,000
General Billing				
GB Std CID	1	\$ 1,000	\$ 0	\$ 1,000
Payroll/HR				
HR Human Resources - Certifications	1	\$ 1,400	\$ 0	\$ 1,400
HR Human Resources - Education	1	\$ 1,400	\$ 0	\$ 1,400
HR Human Resources - PM Action History up to 5 years	1	\$ 1,400	\$ 0	\$ 1,400
HR Human Resources - Position Control	1	\$ 1,400	\$ 0	\$ 1,400
HR Human Resources - Recruiting	1	\$ 1,400	\$ 0	\$ 1,400
PR Payroll - Accrual Balances	1	\$ 1,500	\$ 0	\$ 1,500
PR Payroll - Accumulators up to 5 years	1	\$ 1,400	\$ 0	\$ 1,400
PR Payroll - Check History up to 5 years	1	\$ 1,200	\$ 0	\$ 1,200
PR Payroll - Deductions	1	\$ 1,800	\$ 0	\$ 1,800
PR Payroll - Earning/Deduction Hist up to 5 years	1	\$ 2,500	\$ 0	\$ 2,500
PR Payroll - Standard	1	\$ 2,000	\$ 0	\$ 2,000
PR Payroll - State Retirement Tables	1	\$ 1,400	\$ 0	\$ 1,400
Project and Grant Accounting				
PG - Actuals up to 3 years	1	\$ 1,000	\$ 0	\$ 1,000
PG - Budgets up to 3 years	1	\$ 1,000	\$ 0	\$ 1,000
PGA Standard	1	\$ 2,000	\$ 0	\$ 2,000
Purchasing				
Purchase Orders - Standard	1	\$ 1,800	\$ 0	\$ 1,800
Purchasing - Standard	1	\$ 1,800	\$ 0	\$ 1,800

TOTAL

\$ 43,600

Optional Tyler SaaS and Related Services

Description	Qty	Imp. Hours	Annual Fee
Financial Management			
Quatred Asset Scanning Interface	1	16	\$ 1,368
Human Resources Management			
ExecuTime Advance Scheduling Mobile Access	1	0	\$ 2,352
ExecuTime Advanced Scheduling - Up to 150 Employees	1	64	\$ 9,410
Recruiting	1	16	\$ 974
Revenue Management			
Tyler Cashiering	1	40	\$ 6,729
Civic Services			
MyCivic Bundle	1	44	\$ 8,000
Data Insights			
Socrata Capital Projects Explorer	1	0	\$ 6,000
Socrata Open Finance	1	0	\$ 12,000
Integrations			
Munis General Ledger API Toolkit	1	24	\$ 4,558
Subscription Fees			
ACFR Statement Builder	1	32	\$ 6,070
Recurring Services			
Tyler Detect	1	0	\$ 15,000
TOTAL:		236	\$ 72,461

Optional Professional Services

Description	Quantity	Unit Price	Extended Price	Maintenance
Install Fee - Socrata Capital Projects Explorer	1	\$ 1,600	\$ 1,600	\$ 0
Install Fee - Socrata Open Finance	1	\$ 3,200	\$ 3,200	\$ 0
Install Fee - Tyler Detect	1	\$ 1,000	\$ 1,000	\$ 0
P-Card Import Format	1	\$ 5,500	\$ 5,500	\$ 0
Onsite Implementation	64	\$ 195	\$ 12,480	\$ 0
Remote Implementation	172	\$ 163	\$ 28,036	\$ 0
TOTAL			\$ 51,816	\$ 0

Optional 3rd Party Hardware, Software and Services

Description	Qty	Unit Price	Unit Discount	Total Price	Unit Maint/SaaS	Unit Maint/SaaS Discount	Total Maint/SaaS
Cash Drawer	1	\$ 260	\$ 0	\$ 260	\$ 0	\$ 0	\$ 0
Hand Held Scanner - Model 1950GSR	1	\$ 450	\$ 0	\$ 450	\$ 0	\$ 0	\$ 0
Hand Held Scanner Stand	1	\$ 30	\$ 0	\$ 30	\$ 0	\$ 0	\$ 0
Koa Hills - Data Conversion Assistance - Finance	1	\$ 25,800	\$ 0	\$ 25,800	\$ 0	\$ 0	\$ 0
Koa Hills - Data Conversion Assistance - HCM	1	\$ 13,980	\$ 0	\$ 13,980	\$ 0	\$ 0	\$ 0
Koa Hills - Tyler Hosted Data Archive Module - Financials Professional Services	1	\$ 11,340	\$ 0	\$ 11,340	\$ 0	\$ 0	\$ 0
Koa Hills - Tyler Hosted Data Archive Module - HCM Professional Services	1	\$ 8,160	\$ 0	\$ 8,160	\$ 0	\$ 0	\$ 0
Pattern Stream Automated Document System - SaaS	1	\$ 0	\$ 0	\$ 0	\$ 14,372	\$ 0	\$ 14,372
Printer (TM-S9000)	1	\$ 1,623	\$ 0	\$ 1,623	\$ 0	\$ 0	\$ 0
TOTAL				\$ 61,643			\$ 14,372

Tyler Annual Discount Detail (Excludes Optional Products)

Description	Annual Fee	Annual Fee Discount	Annual Fee Net
Data Insights			
Munis Analytics & Reporting w Executive Insights	\$ 13,019	\$ 1,823	\$ 11,196
Additional			
Tyler ReadyForms Processing (including Common Form Set)	\$ 4,380	\$ 613	\$ 3,767
Financial Management			
Accounting/GL	\$ 18,597	\$ 2,604	\$ 15,993
Accounts Payable	\$ 5,312	\$ 744	\$ 4,568
Bid Management	\$ 2,031	\$ 284	\$ 1,747
Budgeting	\$ 5,312	\$ 744	\$ 4,568
Capital Assets	\$ 4,473	\$ 626	\$ 3,847
Cash Management	\$ 3,059	\$ 428	\$ 2,631
Contract Management	\$ 2,019	\$ 283	\$ 1,736
eProcurement	\$ 3,059	\$ 428	\$ 2,631
Project & Grant Accounting	\$ 3,585	\$ 502	\$ 3,083
Purchasing	\$ 7,727	\$ 1,082	\$ 6,645
Revenue Management			
Accounts Receivable	\$ 3,907	\$ 547	\$ 3,360
General Billing	\$ 2,593	\$ 363	\$ 2,230
Integrations			
DocuSign Signature Service - Annual Fee	\$ 8,000	\$ 1,120	\$ 6,880
Human Resources Management			
ExecuTime Time & Attendance - Up to 150 Employees	\$ 7,566	\$ 1,059	\$ 6,507
ExecuTime Time & Attendance Mobile Access	\$ 3,003	\$ 420	\$ 2,583
Human Resources & Talent Management	\$ 4,584	\$ 642	\$ 3,942
Payroll w/ESS	\$ 5,590	\$ 783	\$ 4,807
Document Management			
Tyler Content Manager SE	\$ 7,796	\$ 1,091	\$ 6,705
TOTAL	\$ 115,612	\$ 16,186	\$ 99,426

Comments

Tyler's quote contains estimates of the amount of services needed, based on our preliminary understanding of the scope, level of engagement, and timeline as defined in the Statement of Work (SOW) for your project. The actual amount of services required may vary, based on these factors.

Tyler's pricing is based on the scope of proposed products and services contracted from Tyler. Should portions of the scope of products or services be altered by the Client, Tyler reserves the right to adjust prices for the remaining scope accordingly.

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. Installations are completed remotely but can be done onsite upon request at an additional cost.

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.

Implementation hours are scheduled and delivered in four (4) or eight (8) hour increments.

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.

As a new Tyler client, you are entitled to a 30-day trial of the Tyler Detect cybersecurity service. Please reference <https://www.tylertech.com/services/tyler-detect> for more information on the service and contact CybersecuritySales@tylertech.com to initiate the trial.

Tyler Content Manager SE includes up to 1TB of storage. Should additional storage be needed it may be purchased as needed at an annual fee of \$5,000 per TB.

The SaaS fees for products that are not named users are based on 32 concurrent users. Should the number of concurrent users be exceeded, Tyler reserves the right to re-negotiate the SaaS fees based upon any resulting changes in the pricing categories.

Standard Project Management responsibilities include project plan creation, initial stakeholder presentation, bi-weekly status calls, updating of project plan task statuses, and go-live planning activities.

For the avoidance of doubt, Tyler Detect is a subscription service, not SaaS. Notwithstanding the foregoing language, payment of annual subscription fees for Tyler Detect commence on the availability of the service. Tyler Detect services will renew automatically for additional one (1) year terms, and subsequent subscription fees are due annually in advance on the anniversary of the availability date at our then-current rates. Pricing is based on client's current network size as defined by their entity size. Any material increases of network size may result in additional fees being assessed for the Tyler Detect service upon renewal. The quoted Tyler Detect amount does not include monitoring of student devices nor analysis of student network traffic. Tyler can quote an additional fee for these services.

Tyler's form library prices are based on the actual form quantities listed, and assume the forms will be provided according to the standard Munis form template. Any forms in addition to the quoted amounts and types, including custom forms or forms that otherwise require custom programming, are subject to an additional fee. Please also note that use of the Tyler Forms functionality requires the use of approved printers as well. You may contact Tyler's support team for the most current list of approved printers. Any forms included in this quote are based on the standard form templates provided. Custom forms, additional forms and any custom programming are subject to additional fees not included in this quote. The additional fees would be quoted at the time of request, generally during the implementation of the forms. Please note that the form solution provided requires the use of approved printers. You may contact Tyler's support team for the most current list of approved printers.

Tyler Secure Signature System includes digitizing two signatures, additional charges will apply for additional signatures.

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

DocuSign Signature Service refers to the interface between Tyler software and DocuSigns services. It does not include or take the place of DocuSigns proprietary products. Clients are required to provide certain DocuSign account information for implementation and to maintain its DocuSign account in order to use the interface. Clients who do not have a current DocuSign account can email tylertech@docusign.com for more information or to begin the process of obtaining an account.

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

Personnel Actions Forms Library includes: standard Personnel Action form - New and standard Personnel Action Form - Change.

Each API Toolkit or Connector comes with 8 free hours of API Development Consulting hours. Each API Bundle comes with 16 free API Development Consulting hours. Additional hours can be purchased beyond this standard offering.

Payroll library includes: standard PR check, standard direct deposit, standard vendor from payroll check, standard vendor from payroll direct deposit, W2, W2c, ACA 1095B, ACA 1095C and 1099 R.

Additional required hardware will be purchased by the client directly through Quatred.

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.