

AGENDA

Joint Administrative Services Board
March 24, 2014 1:00 p.m.
Joint Government Center

1. **Call to Order.**
2. **Approval of Minutes. (March 17 Minutes Attached).**
3. **Closed Session ERP Contract Negotiation.**
 - a. **Contract Negotiation Strategy.** Plante and Moran will be available by phone. We will review the steps to contract with Tyler and establish key dates and a timeline.
 - b. **Vendor hosted vs. self-hosted cost comparison.** We will review the cost comparison with Plante and Moran for the two options. This comparison will become a tool for further discussions with Tyler.
4. **Pay and Classification Studies.** Although the Government and Schools were not able to find a common vendor for their Pay and Classification Studies, the goal of obtaining a common set of benchmark communities remains. Springsted has suggested the following communities of comparison, though no decision has been made by the government:

Loudoun County
Fauquier County
Warren County
Fauquier County
Shenandoah County
Page County
City of Winchester
Town of Front Royal
Clarke County Schools
Frederick County

Evergreen has proposed some 30 communities to which Clarke PS could compare, but has not narrowed this further, nor has Clarke PS established its preference. It is therefore an opportune time to revisit this issue and further discuss how to achieve the goal of a common set of benchmark communities.

5. **Set Next Meeting.**

CONTRACT NEGOTIATIONS STRATEGY

- 1) Define Key Stakeholders:
 - Clarke County JAS (Technology Governance)
 - Clarke County School Board and Board of Supervisors
 - Tyler Technologies
 - Plante & Moran
 - Legal Counsel(s)

- 2) Outline Process and involvement of Stakeholders:
 - Initial Agreement Review
 - Initial Suggested Amendments
 - Review by Legal Counsel
 - Distribution to Vendor
 - Coordination of Negotiation "Meeting"
 - Documentation of Results of Negotiation
 - Subsequent Review of Amendments
 - Final Approval of Agreement

- 3) Critical Dates (**proposed dates in parenthesis**):
 - Contract Execution (**Tuesday, 6/3**)
 - Board Award (**Monday 6/2**)
 - Communication in Advance (**Wednesday, 5/14**)
 - Finalizing Terms and Conditions (**Monday, 5/12**)
 - Final Pricing and Statement of Work (**Wednesday, 5/7**)
 - Final Decision on Hosting Mode (**Monday, 3/31**)

- 4) Identify and Prioritize Key Agreement Tenets:
 - Types of agreements to be negotiated
 - Structure of agreements (e.g., master agreement concept)
 - Terms and Conditions
 - Payment Terms
 - Total Contract Price

- 5) Financial
 - a. Source(s) of Project Funding:
 - School Capital Budget (50%)
 - Government Capital Budget (50%)
 - Clarke County Sanitary Authority?
 - Operating Expenses

 - b. Any special considerations that impact payment stream, use of funds, timing, restrictions, etc? (example, pay on delivery).

 - c. Price freeze duration.

6) Determine Roles and Responsibilities in Negotiation Process:

- Pre-meeting/discussion
- Advance Communication to Vendor
- Negotiation
- Follow-up to Negotiation
- Final Negotiation

7) Develop Negotiation Strategy based upon Priorities:

- Critical terms and conditions
- "Walk away" items
- Acceptable payment terms – proper retention/leverage
- Contract value vs. Budget
- Assessing Project "risk" – timing product maturity, scope, environmental factors
- Significance of contract timing; client, vendor, other factors (e.g., economic conditions)
- Impact of not executing Agreement; or deferring
- Resource implications of delay(s)
- Utilization of "Intent to Award," if necessary.

County of Clarke - Financial Impact Analysis
Executive Summary

Tyler On-Premise												
10 Year Cost Projections												
Description	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total	
Core												
Total Capital Core	\$ 224,964	\$ 154,261	\$ 52,612	\$ 10,000	\$ 24,000	\$ -	\$ 10,000	\$ -	\$ -	\$ 34,000	\$ 509,838	
Software	\$ 83,143	\$ 22,658	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 105,801	
Hardware	\$ 10,000	\$ -	\$ -	\$ 10,000	\$ 24,000	\$ -	\$ 10,000	\$ -	\$ -	\$ 34,000	\$ 88,000	
Implementation Costs & Services	\$ 131,821	\$ 131,603	\$ 52,612	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 316,037	
Total Operating Expenses Core	\$ 69,465	\$ 70,590	\$ 71,749	\$ 72,942	\$ 74,172	\$ 76,397	\$ 78,660	\$ 80,962	\$ 83,305	\$ 85,689	\$ 763,930	
Depreciation & Amortization	\$ 67,033	\$ 67,033	\$ 67,033	\$ 67,033	\$ 67,033	\$ 42,184	\$ 42,184	\$ 42,184	\$ 42,184	\$ 42,184	\$ 546,085	
Total Core	\$ 586,427	\$ 446,146	\$ 244,007	\$ 159,976	\$ 189,205	\$ 118,581	\$ 140,844	\$ 123,146	\$ 125,488	\$ 195,873	\$ 2,329,690	
Non-Core												
Total Capital Non-Core	\$ 156,320	\$ 78,603	\$ 26,320	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 261,242	
Total Operating Expenses Non-Core	\$ 27,996	\$ 27,996	\$ 27,996	\$ 27,996	\$ 27,996	\$ 28,836	\$ 29,676	\$ 30,516	\$ 31,356	\$ 32,195	\$ 292,558	
Depreciation & Amortization	\$ 27,399	\$ 27,399	\$ 27,399	\$ 27,399	\$ 27,399	\$ 24,850	\$ 24,850	\$ 24,850	\$ 24,850	\$ 24,850	\$ 261,242	
Total Non-Core	\$ 211,714	\$ 133,997	\$ 81,715	\$ 55,395	\$ 55,395	\$ 53,685	\$ 54,525	\$ 55,365	\$ 56,205	\$ 57,045	\$ 815,042	
Grand Total Expenses Core and Non-Core	\$ 798,141	\$ 580,143	\$ 325,721	\$ 215,370	\$ 244,600	\$ 172,266	\$ 195,369	\$ 178,511	\$ 181,693	\$ 252,917	\$ 3,144,733	
Cashflow Impact	\$ 703,709	\$ 485,711	\$ 231,289	\$ 120,938	\$ 150,168	\$ 105,233	\$ 128,336	\$ 111,478	\$ 114,660	\$ 185,884	\$ 2,337,405	
Income Statement Impact	\$ 416,857	\$ 347,279	\$ 246,789	\$ 205,370	\$ 220,600	\$ 172,266	\$ 185,369	\$ 178,511	\$ 181,693	\$ 218,917	\$ 2,373,653	

Tyler SaaS												
10 Year Cost Projections												
Description	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total	
Core												
Total Capital Core	\$ 27,132	\$ 59,564	\$ 27,021	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 113,717	
Software	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Hardware	\$ 6,021	\$ 3,621	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 9,642	
Implementation Costs & Services	\$ 21,111	\$ 55,943	\$ 27,021	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 104,075	
Total Operating Expenses Core	\$ 103,942	\$ 103,942	\$ 103,942	\$ 103,942	\$ 103,942	\$ 107,060	\$ 110,179	\$ 113,297	\$ 116,415	\$ 119,533	\$ 1,086,194	
Depreciation & Amortization	\$ 10,972	\$ 10,972	\$ 10,972	\$ 10,972	\$ 10,972	\$ 10,972	\$ 10,972	\$ 10,972	\$ 10,972	\$ 10,972	\$ 109,717	
Total Core	\$ 169,177	\$ 234,041	\$ 168,957	\$ 114,914	\$ 114,914	\$ 118,032	\$ 121,150	\$ 124,268	\$ 127,387	\$ 130,505	\$ 1,309,628	
Non-Core												
Total Capital Non-Core	\$ 1,357	\$ 5,429	\$ 2,714	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 9,500	
Total Operating Expenses Non-Core	\$ 68,981	\$ 68,981	\$ 68,981	\$ 68,981	\$ 68,981	\$ 71,050	\$ 73,182	\$ 75,377	\$ 77,639	\$ 79,968	\$ 722,121	
Depreciation & Amortization	\$ 950	\$ 950	\$ 950	\$ 950	\$ 950	\$ 950	\$ 950	\$ 950	\$ 950	\$ 950	\$ 9,500	
Total Non-Core	\$ 71,288	\$ 75,360	\$ 72,645	\$ 69,931	\$ 69,931	\$ 72,000	\$ 74,132	\$ 76,327	\$ 78,589	\$ 80,918	\$ 741,121	
Grand Total Expenses Core and Non-Core	\$ 240,465	\$ 309,401	\$ 241,602	\$ 184,845	\$ 184,845	\$ 190,032	\$ 195,282	\$ 200,596	\$ 205,975	\$ 211,423	\$ 2,791,871	
Cashflow Impact	\$ 228,544	\$ 297,479	\$ 229,680	\$ 172,923	\$ 172,923	\$ 178,111	\$ 183,360	\$ 188,674	\$ 194,054	\$ 199,501	\$ 1,101,549	
Income Statement Impact	\$ 211,976	\$ 244,409	\$ 211,866	\$ 184,845	\$ 184,845	\$ 190,032	\$ 195,282	\$ 200,596	\$ 205,975	\$ 211,423	\$ 1,037,941	

Differences												
Cashflow Impact	\$ 475,165	\$ 188,232	\$ 1,609	\$ (51,985)	\$ (22,755)	\$ (72,878)	\$ (55,025)	\$ (77,196)	\$ (79,394)	\$ (13,617)	\$ 292,156	
Income Statement Impact	\$ 204,881	\$ 102,871	\$ 34,923	\$ 20,526	\$ 35,755	\$ (17,767)	\$ (9,913)	\$ (22,085)	\$ (24,282)	\$ 7,495	\$ 332,404	

**County of Clarke - Financial Impact Analysis
Tyler Summary - On-Site**

Overview											
Description	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Core											
Total Capital Core	\$ 224,964	\$ 154,261	\$ 52,612	\$ 10,000	\$ 24,000	\$ -	\$ 10,000	\$ -	\$ -	\$ 34,000	\$ 509,838
Software	\$ 83,143	\$ 22,658	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 105,801
Hardware	\$ 10,000	\$ -	\$ -	\$ 10,000	\$ 24,000	\$ -	\$ 10,000	\$ -	\$ -	\$ 34,000	\$ 88,000
Implementation Costs & Services	\$ 131,821	\$ 131,603	\$ 52,612	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 316,037
Total Operating Expenses Core	\$ 69,465	\$ 70,590	\$ 71,749	\$ 72,942	\$ 74,172	\$ 76,397	\$ 78,660	\$ 80,962	\$ 83,305	\$ 85,689	\$ 763,930
Depreciation & Amortization	\$ 67,033	\$ 67,033	\$ 67,033	\$ 67,033	\$ 67,033	\$ 42,184	\$ 42,184	\$ 42,184	\$ 42,184	\$ 42,184	\$ 546,085
Total Core	\$ 586,427	\$ 446,146	\$ 244,007	\$ 159,976	\$ 189,205	\$ 118,581	\$ 140,844	\$ 123,146	\$ 125,488	\$ 195,873	\$ 2,329,690
Non-Core											
Total Capital Non-Core	\$ 156,320	\$ 78,603	\$ 26,320	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 261,242
Total Operating Expenses Non-Core	\$ 27,996	\$ 27,996	\$ 27,996	\$ 27,996	\$ 27,996	\$ 28,836	\$ 29,676	\$ 30,516	\$ 31,356	\$ 32,195	\$ 292,558
Depreciation & Amortization	\$ 27,399	\$ 27,399	\$ 27,399	\$ 27,399	\$ 27,399	\$ 24,850	\$ 24,850	\$ 24,850	\$ 24,850	\$ 24,850	\$ 261,242
Total Non-Core	\$ 211,714	\$ 133,997	\$ 81,715	\$ 55,395	\$ 55,395	\$ 53,685	\$ 54,525	\$ 55,365	\$ 56,205	\$ 57,045	\$ 815,042
Grand Total Expenses Core and Non-Core	\$ 798,141	\$ 580,143	\$ 325,721	\$ 215,370	\$ 244,600	\$ 172,266	\$ 195,369	\$ 178,511	\$ 181,693	\$ 252,917	\$ 3,144,733

Cost Summary											
Description	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Estimated Capital Costs - Core											
Hardware	\$ 10,000	\$ -	\$ -	\$ 10,000	\$ 24,000	\$ -	\$ 10,000	\$ -	\$ -	\$ 34,000	\$ 88,000
Application Software	\$ 81,270	\$ 9,030	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 90,300
Other Software	\$ 13,628	\$ 13,628	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 27,256
Implementation Services	\$ 105,515	\$ 26,379	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 131,894
Forms Services	\$ 2,300	\$ 9,200	\$ 4,600	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 16,100
Travel and Lodging	\$ 5,714	\$ 22,857	\$ 11,429	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 40,000
Project Planning Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Implementation Services	\$ 3,720	\$ 14,882	\$ 7,441	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 26,043
Software Modification Services	\$ 4,086	\$ 16,343	\$ 8,171	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 28,600
Third Party Hardware and Software	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Interface Services	\$ 1,000	\$ 4,000	\$ 2,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 7,000
Data Conversion Services	\$ 9,486	\$ 37,943	\$ 18,971	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 66,400
Discount	\$ (11,755)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (11,755)
Total Estimated Capital Costs - Core	\$ 224,964	\$ 154,261	\$ 52,612	\$ 10,000	\$ 24,000	\$ -	\$ 10,000	\$ -	\$ -	\$ 34,000	\$ 509,838
Estimated Capital Costs - Non-Core											
Hardware	\$ 12,747	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 12,747
Application Software	\$ 132,300	\$ 14,700	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 147,000
<i>Less: SymPro Cash Management</i>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<i>Less: SymPro Investment Management</i>	\$ (43,200)	\$ (4,800)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (48,000)
<i>Less: Animal License</i>	\$ (1,485)	\$ (165)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (1,650)
<i>Less: Business License</i>	\$ (2,970)	\$ (330)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (3,300)
<i>Less: UB Interface</i>	\$ (2,475)	\$ (275)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (2,750)
Other Software	\$ 4,063	\$ 4,063	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8,125
Implementation Services	\$ 67,540	\$ 16,885	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 84,425
<i>Less: SymPro Cash Management Impl.</i>	\$ (1,880)	\$ (470)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (2,350)
<i>Less: SymPro Investment Management Impl.</i>	\$ (8,000)	\$ (2,000)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (10,000)
<i>Less: Animal License Impl.</i>	\$ (940)	\$ (235)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (1,175)
<i>Less: Business License Impl.</i>	\$ (3,760)	\$ (940)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (4,700)
<i>Less: UB Interface Impl.</i>	\$ (1,880)	\$ (470)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (2,350)
Train the Trainer Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
End User Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Data Conversion Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Interface Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

County of Clarke - Financial Impact Analysis

Tyler Summary - On-Site

Forms Services	\$ 500	\$ 2,000	\$ 1,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,500
Other Implementation Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Software Modifications	\$ 7,414	\$ 29,657	\$ 14,829	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 51,900
Travel and Lodging	\$ 5,246	\$ 20,983	\$ 10,491	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 36,720
Discount	\$ (6,900)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (6,900)
Total Estimated Capital Costs - Non-Core	\$ 156,320	\$ 78,603	\$ 26,320	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 261,242
Disaster Recovery	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Fixed Price Contingency at 10% of Cap. Costs	\$ 38,128	\$ 23,286	\$ 7,893	\$ 1,000	\$ 2,400	\$ -	\$ 1,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,400	\$ 77,108
Estimated Capital Costs with Non-Core Components	\$ 419,412	\$ 256,150	\$ 86,826	\$ 11,000	\$ 26,400	\$ -	\$ 11,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 37,400	\$ 848,188

Estimated Operating Expenses	(Note: Assumes a 0.03 percent annual increase in on-going costs)														
Train the Trainer Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Professional Services: Training - at 5% Imp Services Cost	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Interface Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Forms Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Software Maintenance	\$ 31,965	\$ 31,965	\$ 31,965	\$ 31,965	\$ 31,965	\$ 31,965	\$ 31,965	\$ 31,965	\$ 31,965	\$ 31,965	\$ 31,965	\$ 31,965	\$ 31,965	\$ 31,965	\$ 319,650
Software Maint. Inflation at 3% Annually (starting Year 6)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 959	\$ 1,918	\$ 2,877	\$ 3,836	\$ 4,795	\$ -	\$ -	\$ -	\$ 14,384
Software Subscription	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Internal Support Cost	\$ 37,500	\$ 38,625	\$ 39,784	\$ 40,977	\$ 42,207	\$ 43,473	\$ 44,777	\$ 46,120	\$ 47,504	\$ 48,929	\$ -	\$ -	\$ -	\$ -	\$ 429,895
Estimated Operating Costs Core	\$ 69,465	\$ 70,590	\$ 71,749	\$ 72,942	\$ 74,172	\$ 76,397	\$ 78,660	\$ 80,962	\$ 83,305	\$ 85,689	\$ -	\$ -	\$ -	\$ -	\$ 763,930
Non-Core Operating Costs	\$ 57,098	\$ 57,098	\$ 57,098	\$ 57,098	\$ 57,098	\$ 57,098	\$ 57,098	\$ 57,098	\$ 57,098	\$ 57,098	\$ 57,098	\$ 57,098	\$ 57,098	\$ 57,098	\$ 570,980
<i>Less: SymPro Cash Management Impl.</i>	\$ (18,000)	\$ (18,000)	\$ (18,000)	\$ (18,000)	\$ (18,000)	\$ (18,000)	\$ (18,000)	\$ (18,000)	\$ (18,000)	\$ (18,000)	\$ (18,000)	\$ (18,000)	\$ (18,000)	\$ (18,000)	\$ (180,000)
<i>Less: SymPro Investment Management Impl.</i>	\$ (9,600)	\$ (9,600)	\$ (9,600)	\$ (9,600)	\$ (9,600)	\$ (9,600)	\$ (9,600)	\$ (9,600)	\$ (9,600)	\$ (9,600)	\$ (9,600)	\$ (9,600)	\$ (9,600)	\$ (9,600)	\$ (96,000)
<i>Less: Animal License Impl.</i>	\$ (413)	\$ (413)	\$ (413)	\$ (413)	\$ (413)	\$ (413)	\$ (413)	\$ (413)	\$ (413)	\$ (413)	\$ (413)	\$ (413)	\$ (413)	\$ (413)	\$ (4,130)
<i>Less: Business License Impl.</i>	\$ (594)	\$ (594)	\$ (594)	\$ (594)	\$ (594)	\$ (594)	\$ (594)	\$ (594)	\$ (594)	\$ (594)	\$ (594)	\$ (594)	\$ (594)	\$ (594)	\$ (5,940)
<i>Less: UB Interface Impl.</i>	\$ (495)	\$ (495)	\$ (495)	\$ (495)	\$ (495)	\$ (495)	\$ (495)	\$ (495)	\$ (495)	\$ (495)	\$ (495)	\$ (495)	\$ (495)	\$ (495)	\$ (4,950)
Inflation at 3% Annually (starting Year 6)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 840	\$ 1,680	\$ 2,520	\$ 3,360	\$ 4,199	\$ -	\$ -	\$ -	\$ 12,598
Estimated Operating Costs Non-Core	\$ 27,996	\$ 27,996	\$ 27,996	\$ 27,996	\$ 27,996	\$ 28,836	\$ 29,676	\$ 30,516	\$ 31,356	\$ 32,195	\$ -	\$ -	\$ -	\$ -	\$ 292,558
Estimated Operating Costs with Non-Core Components	\$ 97,461	\$ 98,586	\$ 99,745	\$ 100,938	\$ 102,168	\$ 105,233	\$ 108,336	\$ 111,478	\$ 114,660	\$ 117,884	\$ -	\$ -	\$ -	\$ -	\$ 1,056,488

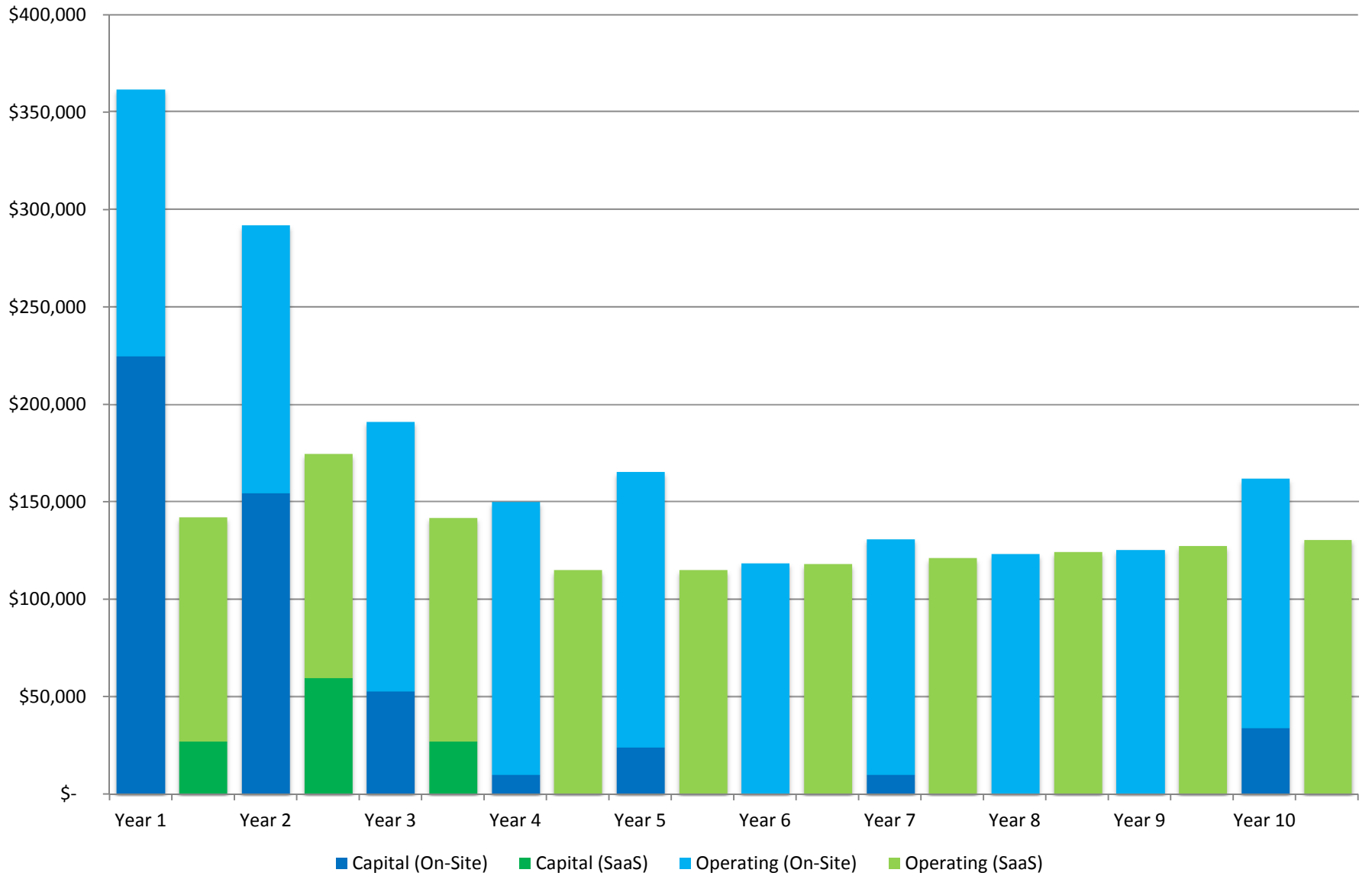
**County of Clarke - Financial Impact Analysis
Tyler Summary - SaaS**

Overview											
Description	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Core											
Total Capital Core	\$ 27,132	\$ 59,564	\$ 27,021	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 113,717
Software	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Hardware	\$ 6,021	\$ 3,621	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 9,642
Implementation Costs & Services	\$ 21,111	\$ 55,943	\$ 27,021	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 104,075
Total Operating Expenses Core	\$ 103,942	\$ 103,942	\$ 103,942	\$ 103,942	\$ 103,942	\$ 107,060	\$ 110,179	\$ 113,297	\$ 116,415	\$ 119,533	\$ 1,086,194
Depreciation & Amortization	\$ 10,972	\$ 10,972	\$ 10,972	\$ 10,972	\$ 10,972	\$ 10,972	\$ 10,972	\$ 10,972	\$ 10,972	\$ 10,972	\$ 109,717
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Total Operating Expenses Non-Core	\$ 68,981	\$ 68,981	\$ 68,981	\$ 68,981	\$ 68,981	\$ 71,050	\$ 73,182	\$ 75,377	\$ 77,639	\$ 79,968	\$ 722,121
Depreciation & Amortization	\$ 950	\$ 950	\$ 950	\$ 950	\$ 950	\$ 950	\$ 950	\$ 950	\$ 950	\$ 950	\$ 9,500
Total Non-Core	\$ 71,288	\$ 75,360	\$ 72,645	\$ 69,931	\$ 69,931	\$ 72,000	\$ 74,132	\$ 76,327	\$ 78,589	\$ 80,918	\$ 741,121
Grand Total Expenses Core and Non-Core	\$ 241,415	\$ 310,351	\$ 242,552	\$ 185,795	\$ 185,795	\$ 190,982	\$ 196,232	\$ 201,546	\$ 206,925	\$ 212,373	\$ 2,791,871

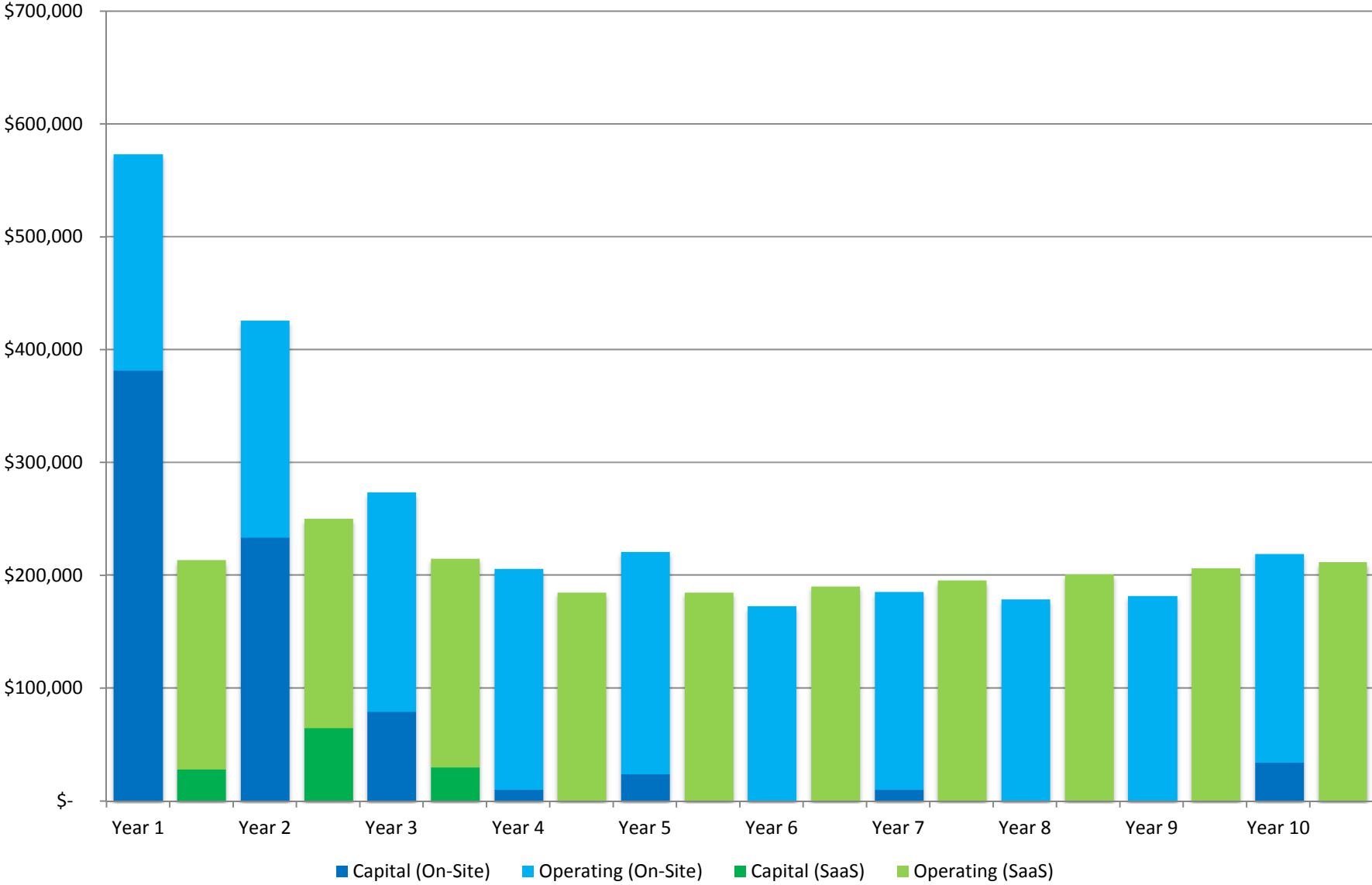
Cost Summary											
Description	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Estimated Capital Costs											
Hardware	\$ 3,200	\$ 800	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,000
Application Software	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Implementation Services - Other	\$ 2,746	\$ 10,986	\$ 5,493	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 19,225
Forms Services	\$ 7,600	\$ 1,900	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 9,500
Travel and Lodging	\$ 10,764	\$ 43,057	\$ 21,529	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 75,350
Third Party Hardware and Software	\$ 2,821	\$ 2,821	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,642
Estimated Capital Costs	\$ 27,132	\$ 59,564	\$ 27,021	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 113,717
Non-Core Components											
Non-Core Components	\$ 1,357	\$ 5,428.57	\$ 2,714.29	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 9,500
Disaster Recovery	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Fixed Price Contingency at 10% of Cap. Costs	\$ 2,713	\$ 5,956	\$ 2,702	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 11,372
Estimated Capital Costs with Non-Core Components	\$ 31,202	\$ 70,949	\$ 32,438	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 134,589

Estimated Operating Expenses											
Description	(Note: Assumes a 0.03 percent annual increase in on-going costs)										
Software Subscription	\$ 113,104	\$ 113,104	\$ 113,104	\$ 113,104	\$ 113,104	\$ 113,104	\$ 113,104	\$ 113,104	\$ 113,104	\$ 113,104	\$ 1,131,040
Less: Animal License	\$ (1,993)	\$ (1,993)	\$ (1,993)	\$ (1,993)	\$ (1,993)	\$ (1,993)	\$ (1,993)	\$ (1,993)	\$ (1,993)	\$ (1,993)	\$ (19,930)
Less: Business License	\$ (4,763)	\$ (4,763)	\$ (4,763)	\$ (4,763)	\$ (4,763)	\$ (4,763)	\$ (4,763)	\$ (4,763)	\$ (4,763)	\$ (4,763)	\$ (47,630)
Less: UB Interface	\$ (2,406)	\$ (2,406)	\$ (2,406)	\$ (2,406)	\$ (2,406)	\$ (2,406)	\$ (2,406)	\$ (2,406)	\$ (2,406)	\$ (2,406)	\$ (24,060)
Software Maintenance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Inflation at 3% Annually (starting Year 6)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,118	\$ 6,237	\$ 9,355	\$ 12,473	\$ 15,591	\$ 46,774
Estimated Operating Costs	\$ 103,942	\$ 103,942	\$ 103,942	\$ 103,942	\$ 103,942	\$ 107,060	\$ 110,179	\$ 113,297	\$ 116,415	\$ 119,533	\$ 1,086,194
Non-Core Operating Costs	\$ 68,981	\$ 68,981	\$ 68,981	\$ 68,981	\$ 68,981	\$ 71,050	\$ 73,182	\$ 75,377	\$ 77,639	\$ 79,968	\$ 722,121
Disaster Recovery	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Estimated Operating Costs with Non-Core Components	\$ 172,923	\$ 172,923	\$ 172,923	\$ 172,923	\$ 172,923	\$ 178,111	\$ 183,360	\$ 188,674	\$ 194,054	\$ 199,501	\$ 1,808,315

County of Clarke ERP Project Tyler Cost Analysis - Core



County of Clarke ERP Project Tyler Cost Analysis - Core & Non-Core



County of Clarke ERP Project Tyler On-Site v. SaaS

