Proposal for Software and Services, Presented to...
Town of Allenstown, Merrimack County NH
April 28, 2015
Quoted by: Steve Rennell

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.*

Contents

Please return all pages, retaining a copy for your records.

Attachments

Please retain for your records.

Hardware Requirements
SQL Server Pricing

Questions? Please call Steve Rennell at (855) 272-7638 or email srennell@bsasoftware.com   *Page 2 of 9*

Prices good for a period of 90 days from date on quote.   *Town of Allenstown, Merrimack County NH. Quoted April 28, 2015.*

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.

Applications, New Purchase

General Ledger .NET	**$5,875**
Accounts Payable .NET	**$4,980**
Purchase Order .NET	**$4.980**
Miscellaneous Receivables .NET	**$4,980**
Fixed Assets .NET	**$4,980**
Subtotal	**$25,795**

Data Conversions

Convert existing BMSI data to BS&A format:

General Ledger (COA, Budget, Balance and journal transactions for current and two previous fiscal years)	**$2,940**
Accounts Payable (Vendors, Invoices & Checks back to start of previous fiscal year)	**$2,490**
Subtotal	**$5,430**

No data conversion to be performed for:
Miscellaneous Receivables
Purchase Order
Fixed Assets

Project Management and Implementation Planning

Services include:
 – *Analyzing customer processes to ensure all critical components are addressed.*
 – *Creating and managing the project schedule in accordance with the customer's existing processes and needs.*
 – *Planning and scheduling training around any planned process changes included in the project plan.*
 – *Modifying the project schedule as needed to accommodate any changes to the scope and requirements of the project that are discovered.*
 – *Providing a central contact between the customer's project leaders, developers, trainers, IT staff, conversion staff, and other resources required throughout the transition period.*
 – *Installing the software and providing IT consultation for network, server, and workstation configuration and requirements.*
 – *Reviewing and addressing the specifications for needed customizations to meet customer needs (when applicable).*

(4 onsite days) **$7,000**

Questions? Please call Steve Rennell at (855) 272-7638 or email srennell@bsasoftware.com   *Page 3 of 9*

Prices good for a period of 90 days from date on quote.   *Town of Allenstown, Merrimack County NH. Quoted April 28, 2015.*

Implementation and Training

- *$1,000/day*
- *Days quoted are estimates; you are billed for actual days used*

Services include:

- *Setting up users and user security rights for each application*
- *Performing final process and procedure review*
- *Configuring custom settings in each application to fit the needs of the customer*
- *Setting up application integration and workflow methods*
- *Onsite verification of converted data for balancing and auditing purposes*
- *Training and Go-Live*

Software Setup	Days: 2	**$2,000**
General Ledger .NET	Days: 1	**$1,000**
General Ledger .NET (joint City/Sewer Commission training)	Days: 1	**$1,000**
Accounts Payable .NET (joint City/Sewer Commission training)	Days: 3	**$3,000**
Purchase Order .NET (joint City/Sewer Commission training)	Days: 3	**$3,000**
Miscellaneous Receivables .NET (joint City/Sewer Commission training)	Days: 1	**$1,000**
Fixed Assets .NET	Days: 1	**$1,000**
	Total: 12	Subtotal **$12,000**

Optional Post-Go Live Assistance

- *Review and consult on streamlining day-to-day activities as they relate to the processes within the BS&A applications*
- *Assist customers with more detailed and advanced report options available within the BS&A applications*
- *Revisit commonly-used procedures discussed during training*
- *As needs arise, provide assistance with bank reconciliations*
- *$1,000/day*
- *Days quoted are estimates; you are billed for actual days used*

Post-Go Live for all Financial Mgt apps for which training was performed	Days: 2	**$2,000**

Questions? Please call Steve Rennell at (855) 272-7638 or email srennell@bsasoftware.com   *Page 4 of 9*

Prices good for a period of 90 days from date on quote.   *Town of Allenstown, Merrimack County NH. Quoted April 28, 2015.*

Cost Totals

Not including Annual Service Fees

Applications	$25,795
Data Conversions	$5,430
Project Management and Implementation Planning	$7,000
Implementation and Training	$12,000
Post-Go Live Assistance	$2,000

Total Proposed	**$52,225**

Travel Expenses   **$8,219**

Travel Expenses are calculated assuming that the Town and the Sewer Commission would be implemented and trained concurrently. If this is not possible, or the Town purchases BS&A but the Sewer Commission does not, travel expenses and training days may require revision.

Payment Schedule

1st Payment: **$12,430** to be invoiced upon execution of this agreement.

2nd Payment: **$25,795** to be invoiced at start of training.

3rd Payment: **$22,219** to be invoiced upon completion of training.

Questions? Please call Steve Rennell at (855) 272-7638 or email srennell@bsasoftware.com   *Page 5 of 9*

Prices good for a period of 90 days from date on quote.   *Town of Allenstown, Merrimack County NH. Quoted April 28, 2015.*

Annual Service Fees, New Purchases

Unlimited service and support during your first year with the program are included in your purchase price. Thereafter, Service Fees are billed annually. BS&A Software reserves the right to increase the Annual Service Fee by no more than the yearly Consumers Price Index (CPI).

General Ledger .NET	$1,175
Accounts Payable .NET	$1,000
Purchase Order .NET	$1,000
Miscellaneous Receivables .NET	$1,000
Fixed Assets .NET	$1,000
Total Annual Service, New Purchases	**$5,175**

Questions? Please call Steve Rennell at (855) 272-7638 or email srennell@bsasoftware.com　　　　　　　　　　*Page 6 of 9*

Prices good for a period of 90 days from date on quote.　　　　*Town of Allenstown, Merrimack County NH. Quoted April 28, 2015.*

Optional Item(s)

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.

Questions? Please call Steve Rennell at (855) 272-7638 or email srennell@bsasoftware.com   *Page 7 of 9*

Prices good for a period of 90 days from date on quote.   *Town of Allenstown, Merrimack County NH. Quoted April 28, 2015.*

Acceptance

Signature constitutes...

1. An order for products and services as quoted
    Quoted prices do not include Program Customization or training beyond the estimated number of days
2. Agreement with the proposed Annual Service Fees
3. Acceptance of BS&A's hardware recommendations required to efficiently run the .NET applications

_____

Signature   **Date**

BS&A PLEDGE. We offer a one-year, risk-reversal pledge on our software. If, up to a year after installation, you are not happy with our software and service, you can return our software for a full refund.

Returning Accepted Proposal to BS&A

Please return the entire proposal, with signature/date (this page) and contact information (next page) filled out, by any of these methods:

Mail: BS&A Software
        14965 Abbey Lane
        Bath, MI 48808

Fax: (517) 641-8960

Email: srennell@bsasoftware.com

Once your proposal is received, a BS&A representative will contact you to begin the scheduling process.

Questions? Please call Steve Rennell at (855) 272-7638 or email srennell@bsasoftware.com   *Page 8 of 9*

Prices good for a period of 90 days from date on quote.   *Town of Allenstown, Merrimack County NH. Quoted April 28, 2015.*

Contact Information

If any mailing addresses are PO Boxes, please also provide a Street Address for UPS/Overnight mail.

If additional contacts need to be submitted, please make a copy of this page.

Key Contact for Implementation and Project Management

Name_____ Title_____

Phone/Fax_____ Email_____

Mailing Address_____

City, State, Zip_____

IT Contact

Name_____ Title_____

Phone/Fax_____ Email_____

Mailing Address_____

City, State, Zip_____

Questions? Please call Steve Rennell at (855) 272-7638 or email srennell@bsasoftware.com   *Page 9 of 9*

Prices good for a period of 90 days from date on quote.   *Town of Allenstown, Merrimack County NH. Quoted April 28, 2015.*