

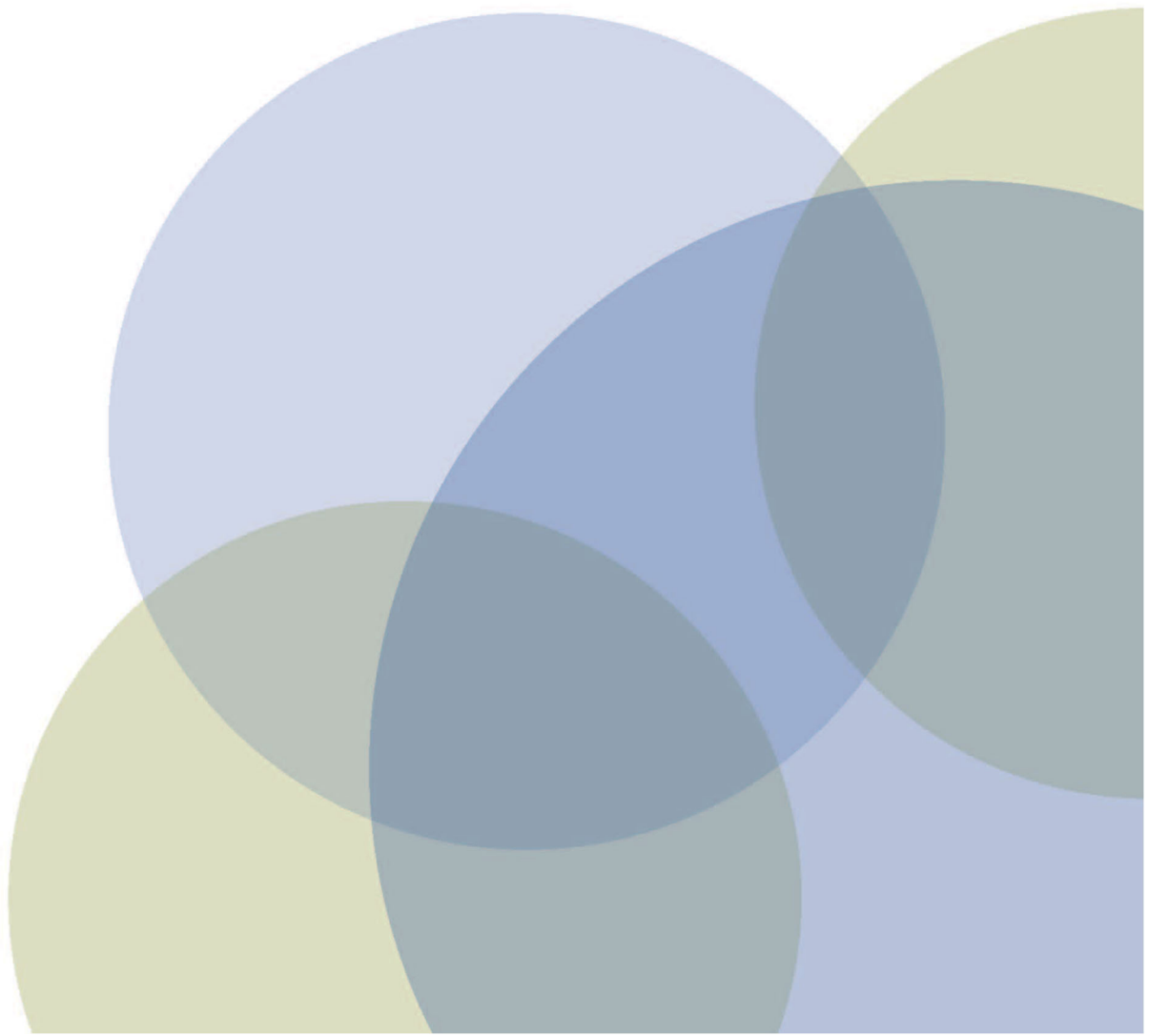


Town of Palm Beach, Florida

Request to Negotiate (CAD/RMS)

BAFO

Thursday, August 24, 2023





840 West Long Lake Road
Troy, Michigan 48098
P: 800.333.9673
www.tylertech.com

Thursday, August 24, 2023

Mr. Duke Basha
Assistant Manager Procurement & Contracts Division
Town of Palm Beach
951 Okeechobee Road
West Palm Beach, Florida 33401

Dear Mr. Basha,

Tyler Technologies, Inc. (Tyler) is pleased to provide our Best and Final Offer (BAFO) pricing in response to the Invitation to Negotiate (ITN) from the Town of Palm Beach (Town) for an integrated public safety system that includes Enterprise Public Safety software.

Should the Town have any questions regarding this BAFO response, please contact:

Craig Campbell, Senior Account Executive
840 West Long Lake Road
Troy, Michigan 48098
770-252-4783
Craig.Campbell@tylertech.com

Sincerely,

A handwritten signature in black ink, appearing to read "Andrew B. Hittle".

Andrew Hittle
President, Public Safety Division

Table of Contents

1. BAFO1

 COST PROPOSAL1

 COST PROPOSAL NOTE1

1. BAFO

Cost Proposal

Item Number	Description	Quantity Required	Unit Price
Basis of Award (5)			
#1-1	Initial Licensing Cost	1	\$ -
#1-2	Conversion Cost	1	\$ 29,000.00
#1-3	Integration Cost	1	\$ 255,295.00
#1-4	Annual Maintenance Fee, First Year	3	\$ 245,000.00
#1-5	Training	1	\$ 23,900.00
Additional Charges (1)			
#2-1	Any Additional Costs not Covered in Basis of Award <i>Includes Travel / Living Expenses for on-site training and 3rd Party Hardware / Software</i>	1	\$ 100,610.00
	Total of One time Fees		\$ 408,805.00
Total Cost including First Year Maintenance Fee			\$ 653,805.00
	Year 2 Maintenance Fee		\$ 245,000.00
	Year 3 Maintenance Fee		\$ 245,000.00
	Total 3 Year Contract		\$ 1,143,805.00

Cost Proposal Note

Tyler is Submitting pricing based on a Software as a Service (SaaS) model. Tyler Software licensing costs, maintenance, hosting fees, and other recurring costs are included in the Enterprise Public Safety SaaS Fees. Yearly SaaS Fees for the initial 3-year term are as follows:

Year 1 = \$245,000.00

Year 2 = \$245,000.00

Year 3 = \$245,000.00

Third-Party hardware, software, and Services along with travel and living expenses associated with this project have been entered in the "Additional Charges" field.

Tyler's Detailed Cost Proposal is attached at the end of this section.



Sales Quotation For:
Quote Number:

Town of Palm Beach Police Department
2023-423497-R1J6X6

ANNUAL/SAAS COSTS INCLUDED

Enterprise Public Safety

Computer Aided Dispatch

- Enterprise CAD Combined LE/Fire/EMS
- CAD AVL
- BOLOs
- CAD Auto Routing
- Service Vehicle Rotation (Wrecker, Ambulance)
- Web CAD Monitor
- ASAP Interface
- CAD CFS (xml) Export Interface
- E-911 Interface
- Encoder Interface
- CAD NCIC Interface
- NG911 Interface (text to 911)
- Pre-Arrival Questionnaire Interface
- Telestaff Interface
- CAD Data Mart / Includes 2 users

Law Enforcement Records Management System

- Enterprise Law Enforcement Records
- Briefing Notes
- Equipment and Inventory
- LINX Interface
- Narcotics
- NCIC Interface
- Content Manager Core
- Use of Force
- Law Enforcement Records Management Data Mart / Includes 5-6 users
- Public Safety Analytics (Performance Dashboard, Citizen Connect, Explorer, Analytics)

Mobile

- Enterprise Law Enforcement Mobile Server Software
- Law Enforcement Mobile Site License
 - Enterprise Law Enforcement Field Mobile
 - LE Dispatch/Messaging/State/NCIC
 - Drivers License Mag Stripe Reader/Barcode Reader Interface
 - Mugshot Image Download
 - LE In-Car Mapping / AVL
 - LE In-Car Routing
- Fire/EMS Mobile Site License
 - Enterprise Fire Field Mobile
 - Fire Dispatch/Messaging
 - Fire In-Car Mapping / AVL
 - Fire In-Car Routing
- Field Reporting Site License
 - LE Field Reporting

- LE Accident Reporting (requires Crash module in RMS)
- Field Investigation Field Reporting
- MCT Ticket Writer (requires Ticket Writer interface in RMS)
- Stop Data Reporting (requires Stop Data in RMS)

Data Collect Mobile

- Data Collect Mobile [62]

Other Software

- Enterprise Public Safety SaaS Fee
- Workstation License

Hosting

- Mobility Hosting Annual Fee

Recurring Costs

- Data Archive

Subscription Fees

- Link Analysis

Enforcement Mobile

License

- REF License - MDC or TABLET [62]

Subscription License Fees

- Interface: Crash to FLHSMV
- Task: Custom Criminal Trespass Warning
- Crash Report Software (w/Drawing Tool) [62]

SERVICES INCLUDED

- Project Management
- Set Up and Configuration
- Other One-Time Services (Training, Go-Live Support, etc.)
- Implementation
- Conversions

Enterprise Public Safety

Third Party

- Lantronix UDS-1100
- Bar Coding Scanner Kit w/Signature Pad
- Redundant VPN Appliance Bundle
- Geo-File Maintenance Software (ArcGIS for Desktop Standard) / per Workstation
- Embedded Third Party Software

SUMMARY COSTS

	One-Time Fees	Recurring Fees
Software License Fees	\$ 0.00	\$ 245,00.00
Maintenance and Support on Licensed Software		\$ 0.00
Annual Costs		\$ 0.00
Professional Services	\$ 308,195.00	
Total Third-Party Hardware, Software, Services	\$ 33,110.00	\$ 0.00
Estimated Travel Expenses	\$ 67,500.00	
Total	\$ 408,805.00	\$ 245,000.00