

CodePal Toolkit Quote



OWNER INFORMATION

Name Hidalgo County Fire Marshal's Office
Address 1903 N. Knights
City, State ZIP Pharr, TX 78577
Phone 956-318-2656
Contact FM Homero Garza
Contact Chief Deputy FM Eric Sanchez

CONTRACTOR INFORMATION

Company Capitol Strategies Consulting, Inc.
Name Bob Lee
Address 3901 Wood Duck Drive, Suite D
City, State ZIP Springfield, IL 62711
Phone (217) 787-1133
Email bob.lee@cap-strategies.com
Date 6/21/2017

Capitol Strategies & CodePal Toolkit

• Focused on America, Focused on Others, Focused on You

Capitol Strategies Consulting and our CodePal Toolkit product both have our roots in the Midwest and the state and local government marketplace. Over the past few years we have expanded in various ways into other state governments. We promote heavily the qualities and characteristics of U.S. workers, technologies, and business practices, and are strongly encourage employing veterans for both employees and partners. CodePal Toolkit visionary Bob Lee is a U.S. Army veteran. Jack Rooney, Capitol Strategies founder, has received several awards for supporting the use of veterans as employees and the advancement of veteran owned firms as partners.

Enterprise level customer support quality, small company flexibility and personal relationships

Capitol Strategies CodePal Toolkit customers are surprised when they first call in for customer care support. They quickly realize that, although they purchased a software solution at an "app price", they are receiving service levels normally only associated with enterprise-level systems. While other vendors simply provide their clients with links to their "questions and answers" web page, Capitol Strategies CodePal Toolkit staff answers the phone and you are able to work through your questions with an experienced support technician.

In fact, our client's references will confirm that they have established a strong working relationship with the players on our support team. This high level of personal support is especially important to medium and smaller municipal governments as they often have limited on-location IT support staff. The CodePal Toolkit is a great product and the only thing better than CodePal Toolkit is the great support staff that stands behind it.

Customer Challenges & CodePal Toolkit Solutions

Customer Goals & Challenges: For specific review of goals and challenges see attached.

CodePal Toolkit Ongoing Support and Services

• Initial Analysis and Setup

When you have purchased your Toolkit subscription, The CodePal Toolkit Team from Capitol Strategies Consulting, Inc. will perform the basic setup of your subscription. Our setup process involves a analysis cycle that covers, at minimum, these areas: a) Your Toolkit Personnel – examining their skills, job duties, and the way in which they perform their work. This examination will provide us with a detailed view of the workflows of every department in your organization. b) The types of Activities, Permits, and other data-gathering activities your organization performs. c) An examination of your reporting needs and the design of any special reports you may need.

Our analysis cycle follows this pattern: We apply changes to your Toolkit setup, then we review those changes with you. From this review we discover any other changes that need to be made, apply those changes, and review the changes with you. This cycle continues until your Toolkit subscription meets your needs. This process enables you to rapidly begin using your Toolkit subscription.

• Initial Training

As part of your Toolkit subscription, The CodePal Toolkit Team from Capitol Strategies Consulting, Inc. provides training of key personnel in your organization who will be maintaining the Toolkit and providing on-going training for your personnel who will be using the Toolkit on a daily basis. Based on the initial analysis, other training may need to be planned. This training is not a part of the initial training and will be indicated as a line item in your subscription.

• Ongoing Toolkit Support

The CodePal Toolkit Team from Capitol Strategies Consulting, Inc. provides, as a part of your subscription, excellent, personable support for any issues you may encounter while using the Toolkit. Help with any issue is as simple as placing a phone call. The details of our support for your subscription can be found in the **CodePal Toolkit Service Level Agreement** which is attached to this quote.

CodePal Toolkit Tools - Not all may be Quoted here

• CodePal Toolkit Core:

Your subscription includes the flexible design of our base product. This flexible design allows the Toolkit to meet the needs of State government, Municipal government, and large, medium, or small businesses. The Toolkit will be set up to provide you greater efficiency and a common place to electronically issue and track inspections, permits, requests, and complaints. Our setup of your Toolkit subscription will provide an easy to use tool that is tailored to the needs of each organization, department, and user. Reports can be generated at any time from the pool of standard reports included with the Toolkit.

• CodePal Toolkit - DynaSync:

If our initial analysis shows you need to have data converted from your current systems to the Toolkit, then your subscription will include DynaSync. DynaSync is the Toolkit's data conversion tool. If your purchase of the Toolkit includes converting data from another system, you will need to use DynaSync. DynaSync was created to convert data from different types of databases and from data exported to spreadsheets and text files. DynaSync can also be setup to push data to and pull data from 3rd party software manually or by an automated schedule.

• CodePal Toolkit Online

Our initial analysis of your needs may conclude that an Internet interface to the Toolkit is required. If so, then your subscription will include the Toolkit Online. The Toolkit Online is an Internet interface for state and city contractors and employees, and the customers of large, medium, and small businesses. This tool allows contractors to request, view and print permits and inspections from anywhere they can find a connection to the Internet. Large, medium, and small businesses can access inspections performed on their businesses to review any code violations so they can more quickly bring their businesses into compliance with codes.

• CodePal Toolkit – Setup and Analysis

The CodePal Toolkit Team from Capitol Strategies Consulting, Inc. provides analysis and Toolkit setup based on what has been agreed upon as the appropriate solutions to your needs. This item appears in your subscription quote because further analysis related to implementation of these solutions may be needed to meet their setup requirements.

• CodePal Toolkit – Training

The CodePal Toolkit Team from Capitol Strategies Consulting, Inc. provides expert training in the use of the Toolkit. Trainers who love the Toolkit and who understand your business needs, the solutions we have provided to meet those needs, and are focused on the task of helping you make the most profitable use of your Toolkit subscription. The training period included in your subscription has been carefully designed to bring you and your personnel online with the Toolkit in the most efficient manner possible.

• CodePal Toolkit – Database Hosting

Upon completion of our initial analysis we may conclude that the most efficient and cost-effective way to handle the data collected by the Toolkit is by hosting your Toolkit database in the cloud. With this option you will not need to purchase expensive hardware, or hire IT staff. This option is generally used for medium-sized businesses, though organizations of small and enterprise-level may benefit by it as well.

Our Quote Based on Your Needs

Item Description - CodePal ToolKit Access Pricing	Amount	Quantity	Price
Total Number of Years for this Agreement		1	
CodePal Toolkit Installation Package - (Includes software, database, and Access Key with definition of hardware access)	\$3,000	1	\$3,000
CodePal Toolkit Client Device Access - Continual Use - on a Desktop, Laptop, or Tablet Device with Windows OS	\$1,200	6	\$7,200
CodePal Toolkit Client Device Access - Intermittent Use - on a Desktop, Laptop, or Tablet Device with Windows OS	\$250	0	
*CodePal Software - Access Total			\$10,200
Dyna-Sync Software Total			NA
Total Software Cost			\$10,200
Total Annual Cost for Support - System Software, System Modifications & Hosting (All that are Applicable)			\$4,040
Total Up Front Costs - Due at Signing (Software Installation Package & License Key is delivered at Client on the database when Signed)			\$14,240
Total Labor Required for Unique System Modifications - Installation, Conversion, & Configuration			\$4,000
Total Labor Required at Client Location - Business Analysis / Training			\$7,500
Capitol Strategies Consulting - Total Labor Cost for Services - System Implementation & Training - Balance Due After Completion of User Training			\$11,500
Grand Total Of CodePal System			\$24,540
CodePal System Annual Cost - Each Subsequent Year After Agreement			\$4,040
Support Begin Date	1/1/2018		
Support End Date	12/31/2018		

PAYMENT AND SUBSCRIPTION TERMS

Upon signing Hidalgo County Fire Marshal's Office agrees to the above CodePal Toolkit agreement as described in this quote for a period represented in the document above. Hidalgo County Fire Marshal's Office also agrees to the following terms:

- 1st payment due upon signing, at which point both the new Access Key for Hidalgo County Fire Marshal's Office and the installation package will be installed on the server. Balance is due after CodePal Training is complete.
- If the quoted subscription extends beyond the term described above, then Hidalgo County Fire Marshal's Office will be invoiced by Capitol Strategies Consulting, Inc. once per year on the anniversary date of the project.

Submitted by (Company Representative)

Date

CLIENT ACCEPTANCE

Hidalgo County Fire Marshal's Office agrees to hire the services of Capitol Strategies Consulting, Inc. to furnish the hardware, software, equipment, and labor that has been priced in this document. The hardware / equipment / software are to be installed at 1903 N. Knights, Pharr, TX 78577, and are subject to the terms and conditions of this agreement and others between Hidalgo County Fire Marshal's Office and Capitol Strategies Consulting, Inc. It is the responsibility of Hidalgo County Fire Marshal's Office, to ensure proper data backup procedures are in place to protect the inspection data. It is also the responsibility of Hidalgo County Fire Marshal's Office, to ensure all systems utilizing the synchronization feature of the software are equipped with Windows 7, Windows 8, or Windows 10 Professional version.

Submitted by (Authorized Representative)

Date



June 29, 2017

Hidalgo County Fire Marshal's Office
Attn: Fire Marshal, Homero Garza
1903 N. Knights.
Pharr, TX 78577

Fire Marshal Garza;

The letter is to inform you that Capitol Strategies Consulting, Inc. is the sole owner of CodePal Tool-Kit Inspection Software (CodePal Software's new name with enhancements). Capitol Strategies Consulting, Inc. is also currently the only distributor of the product and support for it. All CodePal upgrades and technical support can only be obtained through Capitol Strategies Consulting, Inc.

Specific areas unique to the CodePal Toolkit Software:

- #1 CP was originally created and has always maintained its identity as an inspection software
- #2 CP team utilizes the entire version (minus tables and charts) of codes/standards specifically converted for each client's need (ie IFC, NFPA etc.)
- #3 CP is easily adaptable through the configuration to fit ideally for both fire and building inspection needs

Thank you for choosing CodePal as your software solution.

Sincerely,

John Rooney (President)
Capitol Strategies Consulting, Inc.
3901 Wood Duck Dr.
Suite D
Springfield, IL 62711

P. O. Box 2705, Springfield, Illinois 62708-2705
217-787-1133