



City of Schertz, Texas

Schertz Police Records Management System

Tuesday, October 31, 2023

Best and Final Offer



5101 Tennyson Parkway
 Plano, Texas 75024
 P: (972) 713-3440
 www.tylertech.com

Tuesday, October 31, 2023

Ms. Jessica Kurz
 Director of Human Resources & Purchasing
 City of Schertz, TX
 1400 Schertz Parkway, Bldg. #2
 Schertz, Texas 78154

Dear Ms. Kurz,

Tyler Technologies, Inc. (Tyler) is pleased to provide our Best and Final Offer (BAFO) to the City of Schertz (City) for an integrated public safety system that includes Enterprise Public Safety software hosted by Tyler in the CJIS-compliant AWS GovCloud. With decades of experience in designing, developing, and delivering public sector software nationally, we look forward to the opportunity to enter into a contract with the City to implement the requested software and interfaces and provide professional services including project management, data archiving, testing, and training.

Tyler knows cities face tough budgetary choices in making capital purchases. Our BAFO proposal includes several pricing considerations to help make Tyler more affordable. We are reducing both one-time costs and recurring costs. Additionally, we are holding recurring costs constant for the initial 3-year pricing term and limiting increases for Years 4 and 5 at 3 percent rather than our normal 5 percent annual increases.

Please see the chart below for a summary of pricing changes contained in the enclosed quote:

	RFP Price	BAFO Price	Savings
One Time Costs	\$ 301,850	\$ 291,170	\$ 10,680
Recurring Costs (5 years)	159,458	148,737	10,721
	167,432	148,737	18,695
	175,802	148,737	27,065
	184,592	156,565	28,027
	193,822	164,480	29,342
Total Cost (5 years)	\$ 1,182,956	\$ 1,058,426	\$ 124,530

In addition to pricing considerations, Tyler would like the City to consider the many benefits that expanding your partnership with Tyler offers. First, we are a low-risk option as a financially stable company with a long history and good relationship with the City. Second, we offer robust integrations into the City’s existing Enforcement Mobile and Municipal Justice products, as well as the Enterprise Justice (Odyssey) system run by your three partner counties. Finally, as an experienced provider for

numerous Texas law enforcement agencies, we make regulatory compliance and state systems integration a relatively easy process. The City can count on Tyler to be a consistent provider of excellent service and innovative solutions for many years to come.

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

Eric Burrell, Account Executive

5101 Tennyson Parkway

Plano, Texas 75024

(806) 789-6117

Eric.Burrell@tylertech.com

Tyler can provide a successfully proven and low-risk approach that will allow the City to quickly achieve the goals set forth for this project. We firmly believe that the Tyler solution combines the product, the experience, and the approach to fully meet the project's goals.

Sincerely,

A handwritten signature in black ink, appearing to read "Andrew Hittle". The signature is written in a cursive, flowing style.

Andrew Hittle

President, Public Safety Division

Investment Summary

Please refer to the BAFO investment summary on the following pages.



Sales Quotation For:
Quote Number:

Schertz Police Department
2022-429435-B2S7S5

ANNUAL/SAAS COSTS INCLUDED

Enterprise Public Safety

Law Enforcement Records Management System

- Enterprise Law Enforcement Records
- Use of Force
- Gangs
- Livescan Interface
- NCIC Interface
- Bookings
- Content Manager Core
- Citizen Reporting Interface
- Alarms
- Crash
- Pawn Shops
- Equipment and Inventory
- Public Safety Analytics (Performance Dashboard, Citizen Connect, Explorer, Analytics)

Mobile

- Enterprise Law Enforcement Mobile Server Software
- Field Reporting Site License
- LE Field Reporting
- LE Accident Reporting
- Field Investigation Field Reporting
- MCT Ticket Writer
- Stop Data Reporting

Other Software

- Enterprise Public Safety SaaS Fee
- Workstation License

Recurring Costs

- Data Archive

SERVICES INCLUDED

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

THIRD PARTY PRODUCTS INCLUDED

Enterprise Public Safety

Third Party

- Digital Camera for Mug Shots
- Bar Coding Scanner Kit w/Signature Pad
- Redundant VPN Appliance Bundle
- Embedded Third Party Software

SUMMARY COSTS		
	One-Time Fees	Recurring Fees
Software License Fees	\$ 0.00	\$ 148,737
Maintenance and Support on Licensed Software		\$0.00
Annual Costs		\$ 0.00
Professional Services	\$ 209,370.00	\$ 0.00
Total Third-Party Hardware, Software, Services	\$ 29,800.00	\$0.00
Estimated Travel Expenses	\$ 52,000.00	
Total	\$ 291,170.00	\$ 148,737.00

OPTIONAL CUSTOM SOFTWARE				
Description	Quantity	Unit	Total	Maint
Custom Interface to Crime Analysis (one-way)	1	\$ 14,400	\$ 14,400	\$ 0
Custom Interface to LEADS Online (two-way)	1	\$ 25,600	\$ 25,600	\$ 0
Custom Interface to Fusion Center (one-way)	1	\$ 38,400	\$ 38,400	\$ 0
Custom Interface to Regional Case Database (one-way)	1	\$ 14,400	\$ 14,400	\$ 0
Custom Interface from Parole/Probation (one-way)	1	\$ 16,800	\$ 16,800	\$ 0
Custom Interface to Central Square CAD Alarms (one-way)	1	\$ 16,800	\$ 16,800	\$ 0
Custom Interface to Central Square CAD Career Criminals (one-way)	1	\$ 16,800	\$ 16,800	\$ 0