



# CITY of NOVI CITY COUNCIL

**Agenda Item N**  
**April 6, 2009**

**SUBJECT:** Approval to enter into an agreement with Bellefeuil, Szur, & Associates, Inc. aka BS&A Software, for the use of their .NET Fund Accounting and Equalizer Property-Based .NET Programs for a total of \$22,725.

**SUBMITTING DEPARTMENT:** Finance

**CITY MANAGER APPROVAL:** 

<b>EXPENDITURE REQUIRED</b>	<b>\$22,725</b>
<b>AMOUNT BUDGETED</b>	<b>To be included in next budget amendment; previously assumed to be completed in 2009-10</b>
<b>APPROPRIATION REQUIRED</b>	<b>\$15,750 101-209.00-802.000</b> <b>\$ 6,975 101-253.00-802.000</b>
<b>LINE ITEM NUMBER</b>	<b>101-209.00-802.000 &amp; 101-253.00-802.000</b>

**BACKGROUND INFORMATION:**

BS&A has developed an upgraded version of their Fund Accounting and Property-Based applications using Microsoft's .NET framework and SQL databases.

The following BS&A applications will be upgraded to the .NET version:

**Fund Accounting Applications:**

1. General Ledger
2. Accounts Payable
3. Cash Receipting
4. Payroll
5. Miscellaneous Receivables
6. Purchase Orders
7. Fixed Assets
8. Utility Billing

**Cost of System Upgrade:**

- no charge
- no charge
- no charge
- no charge
- no charge
- no charge
- no charge
- no charge

**Property-Based Applications:**

9. Assessing \$15,750
10. Tax \$ 6,975

The .NET system upgrades for the Fund Accounting applications were negotiated free of charge in June 2006 when the City entered into a licensing agreement with BS&A Software for the use of these programs. This action has resulted in a savings to the City of over \$143,000.

**RECOMMENDED ACTION:** Approval to enter into an agreement with Bellefeuil, Szur, & Associates, Inc. aka BS&A Software, for the use of their .NET Fund Accounting and Equalizer Property-Based .NET Programs for a total of \$22,725.

	1	2	Y	N
Mayor Landry				
Mayor Pro Tem Gatt				
Council Member Burke				
Council Member Crawford				

	1	2	Y	N
Council Member Margolis				
Council Member Mutch				
Council Member Staudt				



BS&A SOFTWARE  
 14965 ABBEY LANE  
 BATH, MI 48808  
 PHONE: 517-641-8900  
 FAX: 517-641-8960  
 www.bsasoftware.com

**PROPOSAL FOR  
 CITY OF NOVI, OAKLAND COUNTY**

**EQUALIZER PROPERTY-BASED .NET SYSTEMS  
 NETWORK VERSION**

**Expected Release Date: Varies by Application-See below dates**  
 Prices based on approximately 20,882 parcels.

*Please Note: To efficiently run these applications the Hardware requirements have increased.  
 Please review our required specifications prior to ordering these applications.*

<b>Equalizer Assessing.Net</b> <i>Windows customer since 8/1999</i>	\$15,300
<b>Equalizer Tax.Net</b> <i>Windows customer since 3/2005</i> 50% credit applied <i>Note: After 3/2009 program cost will be 75% of listed price.</i>	\$13,050  - \$6,525
<b>Equalizer Special Assessment.Net</b> <i>Windows customer since 3/2007</i> 100% credit applied <i>Note: After 3/2009 program cost will be 25% of listed price.</i>	\$4,495  -\$4,495

**Program Installation Fee:**

<b>On-site Installation</b>	\$900
<b>Total</b>	<b>\$22,725</b>

Please mark box if you wish to take advantage of deferred billing.

2 – year



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**ANNUAL SERVICE AND SUPPORT - (Below fees are effective at your next renewal period)**

Assessing System	\$3,060
Tax System	\$2,610
Special Assessment System	\$900
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<b>Total:</b>	<b>\$6,570</b>

BS&A Software reserves the right to increase the annual fee by no more than the yearly Consumers Price Index (CPI).

**IMPORTANT PROPOSAL NOTES:**

\* While it is our intention to install and implement the software for all customers desiring to upgrade to the .Net applications in 2009, due to high demand, we cannot guarantee that your installation will be completed in the current year. However, by signing the proposal your price will be 'locked in,' and we will execute your installation as soon as possible.

\* Note: Client has option to pay for programs over multiple budget years if desired.

\* Note: this proposal does not include costs for Training, or the APEX sketching software (800-858-9958). The Assessing .NET System is compatible with Apex Version 3 Pro & Medina.

*BS&A Software promises that if you are not satisfied with our products or services after the first year, you may return the program and we will fully refund the purchase price of your software.*

SQL Server - Based on user count, the version of SQL that BS&A Software recommends is as follows. Please see the attached Microsoft SQL pricing list which includes Governmental Reseller contact information.

- Recommendation:**
- Workgroup Edition

**Internet & Server Considerations:**

\*We strongly recommend you have Internet Access. This allows you to:

- A) Download Equalizer.NET Program Updates as soon as they become available. This can save you several days of transit time when you are waiting for a new feature you may have requested.
- B) Send email to our web site when you have questions or comments about our software and service.

*Prices good for a period of 90 days from date on proposal.*



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\*We strongly recommend you have a network with a dedicated file Server...not a Peer to Peer Network. Peer to Peer Networks are typically less stable and more prone to problems as compared to networks with dedicated file servers. Our software runs much more efficiently on networks with a dedicated file server. See our Hardware Specifications for more details.

Signature below constitutes:

- 1) An order for products & services as quoted in this proposal
2) That you have reviewed the proposed support/service fee amounts since they may have increased from your previous agreement
3) That you have read and concur with the hardware specifications required to efficiently operate the .Net applications.

Quoted by: Ted L Droste February 26, 2009

Accepted by: Date:

PLEASE COMPLETE THE FOLLOWING FOR OUR RECORDS

Contact Person for SUPPORT & NEWSLETTERS:

Contact Name Title
Mailing Address
(if PO Box, please provide Street Address for UPS or Overnight Mail Shipments)
Street Address
City, State Zip
Phone Number
Fax Number
Email

Contact Person for PROGRAM UPDATES:

Contact Name Title
Phone Number
Email

IT Contact Person:

Contact Name Title
Phone Number
Email

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**PROPOSAL FOR  
CITY OF NOVI, OAKLAND COUNTY**

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**EQUALIZER FUND ACCOUNTING .NET SYSTEMS  
NETWORK VERSION**

Prices based on approx. 20,882 parcels and 15,000 utility customers

*Please Note: To efficiently run these applications the Hardware requirements have increased.  
Please review our required specifications prior to ordering these applications.*

<b>Equalizer General Ledger.Net</b>	<b>\$15,195</b>
<i>Windows customer since 12/2006</i>	
100% credit applied	- \$15,195
<b>Equalizer Accounts Payable.Net</b>	<b>\$11,195</b>
<i>Windows customer since 12/2006</i>	
100% credit applied	- \$11,195
<b>Equalizer Cash Receipting.Net</b>	<b>\$11,195</b>
<i>Windows customer since 12/2006</i>	
100% credit applied	- \$11,195
<b>Equalizer Payroll.Net</b>	<b>\$17,295</b>
<i>Windows customer since 12/2006</i>	
100% credit applied	- \$17,295
<b>Equalizer Miscellaneous Receivables.Net</b>	<b>\$11,195</b>
<i>Windows customer since 12/2006</i>	
100% credit applied	- \$11,195
<b>Equalizer Purchase Orders.Net</b>	<b>\$11,195</b>
<i>Windows customer since 12/2006</i>	
100% credit applied	- \$11,195



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<b>Equalizer Fixed Assets.Net</b>	<b>\$11,195</b>
<i>Windows customer since 12/2006</i>	
100% credit applied	- \$11,195
<b>Equalizer Utility Billing.Net</b>	<b>\$29,700</b>
<i>Windows customer since 12/2006</i>	
100% credit applied	-\$29,700
<b>Equalizer Human Resources.Net</b>	<b>\$15,195</b>
<i>Windows customer since 12/2006</i>	
100% credit applied	- \$15,195
Expected Release Date: April 2009	
<b>Equalizer Timesheets.Net</b>	<b>\$9,995</b>
<i>Windows customer since 12/2006</i>	
100% credit applied	- \$9,995
Expected Release Date: April 2009	
<b>Equalizer Business Licensing.Net</b>	<b>\$8,295</b>
<i>Windows customer since 9/2007</i>	
100% credit applied	- \$8,295
Expected Release Date: TBD	
<b><u>On-Site Training/Implementation/Program Install</u></b>	
Est. 8 days @ \$900/day (all travel expenses included - billed for actual days used)	<b>\$7,200</b>
<hr/> <b>Total</b> <hr/>	<hr/> <b>\$7,200</b> <hr/>

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Accounts Payable	\$2,250
Cash Receipting	\$2,250
Payroll System	\$3,500
Purchase Order	\$2,250
Miscellaneous Receivables	\$2,250
Fixed Assets	\$2,250
Utility Billing	\$6,255
Human Resources	\$1,150
Timesheets	\$600
Business Licensing	\$1,650
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<b>Total:</b>	<b>\$27,455</b>

BS&A Software reserves the right to increase the annual fee by no more than the yearly Consumers Price Index (CPI).

**IMPORTANT PROPOSAL NOTES:**

- \* Above prices do not include program customization or training beyond the estimated days.
- \* Note: Client has option to pay for programs over multiple budget years if desired.

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Fax Number
Email

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Phone Number
Email

IT Contact Person:

Contact Name Title
Phone Number
Email
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