



SpryPoint Proposal

City of Fort Lauderdale



CITY OF FORT LAUDERDALE

Proposal for SpryCIS and SpryMobile MFS

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Statement of Confidentiality

The contents of this proposal, including screenshots, are confidential and are supplied on the understanding that they will be held confidential and not disclosed to third parties without the prior written consent of SpryPoint.

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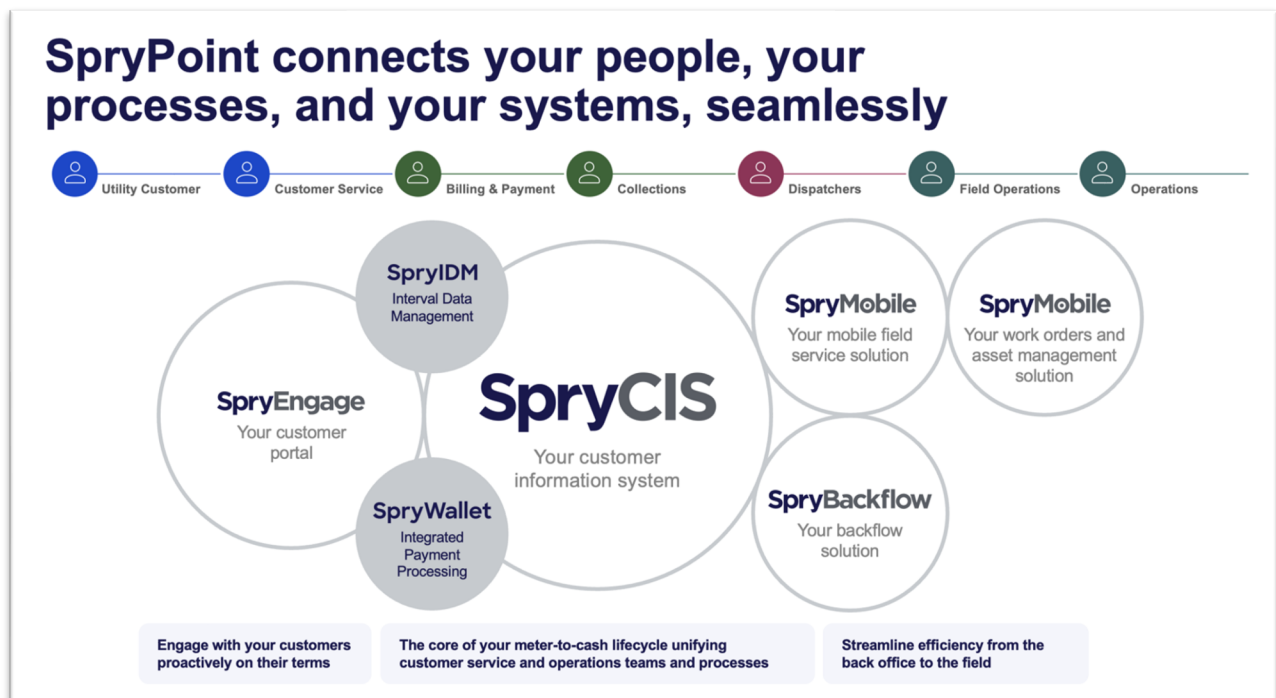
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1. Executive Summary

SpryPoint is pleased to propose a proven, best-of-breed platform designed specifically to support the City of Fort Lauderdale's goals to improve integrations and to modernize their utility billing technology. The purpose of this proposal is to provide updated pricing options to include both **sole source** and **Omnia**, as well as detailed integration descriptions included in the implementation. The SpryPoint applications to be implemented, include:

- **SpryCIS** – A modern Customer Information and Billing System
- **SpryMobile Field Service** – A powerful Field Service application, purpose-built for utilities
- **SpryWallet** – *Integrated Payment Processing (priced separately*)*



SpryPoint's implementation team brings deep utility experience, and a structured methodology grounded in best practices. Our collaborative approach ensures we align with your internal teams, meet milestones, and deliver a successful go-live — with ongoing support to ensure lasting value.

We are very excited for the CIS project with the City and hope this proposal can assist in procurement, SOW discussions, and ensure a successful implementation.

Pricing

Pricing Summary



City of Fort Lauderdale

	<u>Annual Cost</u>	<u>Implementation Cost</u>	<u>Solution Cost</u>
SpryCIS	\$ 247,520	\$ 853,000	\$ 1,100,520
SpryMobile	\$ 26,520	\$ 43,200	\$ 69,720
Total	\$ 274,040	\$ 896,200	\$ 1,170,240

Notes

All SpryPoint solutions are delivered in the cloud and little to no hardware is required.
SpryCIS is priced at \$4.42/Active Account/Year and assumes 56,000 Active Accounts
SpryMobile includes 20 Full Users @ \$110.50/user/month.
SMS Pricing - Inbound & Outbound is \$.02 per message
IVR - Outbound Voice Messaging is billed at \$.03 per minute
Travel Costs are estimated at \$75,000

5 Year Total Cost of Ownership

SpryPoint

City of Fort Lauderdale

Software as a Service Fees

	Year 1	Year 2	Year 3	Year 4	Year 5
SpryCIS	\$ 247,520	\$ 247,520	\$ 247,520	\$ 247,520	\$ 247,520
SpryMobile	\$ 26,520	\$ 26,520	\$ 26,520	\$ 26,520	\$ 26,520
Total	\$ 274,040	\$ 274,040	\$ 274,040	\$ 274,040	\$ 274,040

Implementation

	Year 1	Year 2	Year 3	Year 4	Year 5
Project Management	\$ 200,000	\$ -	\$ -	\$ -	\$ -
Planning	\$ 8,000	\$ -	\$ -	\$ -	\$ -
Analysis	\$ 46,400	\$ -	\$ -	\$ -	\$ -
Data Conversion	\$ 136,000	\$ -	\$ -	\$ -	\$ -
Reporting & Dashboards	\$ 32,000	\$ -	\$ -	\$ -	\$ -
Development - Bill Template &. Forms	\$ 24,000	\$ -	\$ -	\$ -	\$ -
Integrations and Enhancements	\$ 64,200	\$ -	\$ -	\$ -	\$ -
Configuration	\$ 80,000	\$ -	\$ -	\$ -	\$ -
Training	\$ 56,000	\$ -	\$ -	\$ -	\$ -
Testing	\$ 97,600	\$ -	\$ -	\$ -	\$ -
Mock Cutover	\$ 16,000	\$ -	\$ -	\$ -	\$ -
Cutover	\$ 32,000	\$ -	\$ -	\$ -	\$ -
Post Implementation Support	\$ 104,000	\$ -	\$ -	\$ -	\$ -
Total	\$ 896,200	\$ -	\$ -	\$ -	\$ -

Maintenance & Support

	Year 1	Year 2	Year 3	Year 4	Year 5
Hardware	Included	Included	Included	Included	Included
Upgrades & Ongoing Support	Included	Included	Included	Included	Included
Total	Included	Included	Included	Included	Included

All SpryPoint solutions are delivered in the cloud and little to no hardware is required.

Implementation Summary

Task	Start	Duration	End	Onsite/Offsite	Responsibility	Effort	Cost	Travel Cost
Project Management (over life of project)	12-Jan-26	561	27-Jul-27	Onsite/Offsite	SpryPoint & Client	1000	\$ 200,000	\$ 5,000
Planning - Deploy SaaS Environments (Sandbox, Test, Production)	12-Jan-26	21	2-Feb-26	Onsite	SpryPoint & Client	8	\$ 1,600	
Planning - Project Kickoff	12-Jan-26	21	2-Feb-26	Onsite	SpryPoint & Client	16	\$ 3,200	
Planning - Refresher Demonstration/Functional Overview	12-Jan-26	21	2-Feb-26	Onsite	SpryPoint & Client	16	\$ 3,200	
Analysis Workshops - SpryCIS - Customer Service	2-Feb-26	14	16-Feb-26	Onsite/Offsite	SpryPoint & Client	16	\$ 3,200	\$ 2,500
Analysis Workshops - SpryCIS - Meters & Equipment	2-Feb-26	14	16-Feb-26	Onsite/Offsite	SpryPoint & Client	16	\$ 3,200	\$ 2,500
Analysis Workshops - SpryCIS - Billing	2-Feb-26	14	16-Feb-26	Onsite/Offsite	SpryPoint & Client	16	\$ 3,200	\$ -
Analysis Workshops - SpryCIS - Accounting & Finance	2-Feb-26	14	16-Feb-26	Onsite/Offsite	SpryPoint & Client	16	\$ 3,200	\$ -
Analysis Workshops - SpryCIS - Credit & Collections	16-Feb-26	14	2-Mar-26	Onsite/Offsite	SpryPoint & Client	16	\$ 3,200	\$ 2,500
Analysis Workshops - SpryCIS - Cashiering & Payments	16-Feb-26	14	2-Mar-26	Onsite/Offsite	SpryPoint & Client	16	\$ 3,200	\$ 2,500
Analysis Workshops - SpryCIS - Rates	16-Feb-26	14	2-Mar-26	Onsite/Offsite	SpryPoint & Client	16	\$ 3,200	
Analysis Workshops - SpryCIS - Bill Template	16-Feb-26	14	2-Mar-26	Onsite/Offsite	SpryPoint & Client	8	\$ 1,600	
Analysis Workshops - SpryCIS - Data Conversion	2-Mar-26	14	16-Mar-26	Onsite/Offsite	SpryPoint & Client	24	\$ 4,800	\$ 2,500
Analysis Workshops - SpryCIS - Service Order Management	2-Mar-26	14	16-Mar-26	Onsite/Offsite	SpryPoint & Client	8	\$ 1,600	\$ 2,500
Analysis Workshops - SpryCIS - Integrations	2-Mar-26	14	16-Mar-26	Onsite/Offsite	SpryPoint & Client	16	\$ 3,200	
Analysis Workshops - SpryCIS - Reporting & Dashboards	2-Mar-26	14	16-Mar-26	Onsite/Offsite	SpryPoint & Client	8	\$ 1,600	
Analysis Workshops - SpryMobile	2-Mar-26	14	16-Mar-26	Onsite/Offsite	SpryPoint & Client	16	\$ 3,200	
Analysis Report, Review & Sign-Off	16-Mar-26	21	6-Apr-26	Onsite/Offsite	SpryPoint & Client	40	\$ 8,000	
Data Extraction from Cayenta	6-Apr-26	336	8-Mar-27	Onsite/Offsite	SpryPoint & Client	200	\$ 40,000	
Data Transformation & Conversion - Cut #1	6-Apr-26	336	8-Mar-27	Offsite	SpryPoint & Client	120	\$ 24,000	
Data Transformation & Conversion - Cut #2	6-Apr-26	336	8-Mar-27	Offsite	SpryPoint & Client	120	\$ 24,000	
Data Transformation & Conversion - Cut #3	6-Apr-26	336	8-Mar-27	Offsite	SpryPoint & Client	120	\$ 24,000	
Data Transformation & Conversion - Cut #4	6-Apr-26	336	8-Mar-27	Offsite	SpryPoint & Client	120	\$ 24,000	
Reporting - Custom Report Development	6-Apr-26	336	8-Mar-27	Offsite	SpryPoint	80	\$ 16,000	
Reporting - Dashboard & KPI Development	6-Apr-26	336	8-Mar-27	Offsite	SpryPoint	80	\$ 16,000	
Development - Bill Template & forms	6-Apr-26	336	8-Mar-27	Offsite	SpryPoint	120	\$ 24,000	
Integration - Infor ERP (GL & AP)	6-Apr-26	336	8-Mar-27	Offsite	SpryPoint	80	\$ 16,000	
Integration - Catalis (Lockbox Payment File)	6-Apr-26	336	8-Mar-27	Offsite	SpryPoint	8	\$ 1,600	
Integration - Cityworks (Work Orders & Asset Management)	6-Apr-26	336	8-Mar-27	Offsite	SpryPoint	24	\$ 4,800	
Integration - Collection Agency (FDR Alliance)	6-Apr-26	336	8-Mar-27	Offsite	SpryPoint	24	\$ 4,800	
Integration - Cisco Computer Telephony (CTI)	6-Apr-26	336	8-Mar-27	Offsite	SpryPoint	16	\$ 3,200	
Integration - GIS (Esri)	6-Apr-26	336	8-Mar-27	Offsite	SpryPoint	8	\$ 1,600	
Integration - Sensus AMI (Metering) & Remote Disconnect	6-Apr-26	336	8-Mar-27	Offsite	SpryPoint	80	\$ 16,000	
Integration - Adcomp (Kiosk Payments)	6-Apr-26	336	8-Mar-27	Offsite	SpryPoint	24	\$ 4,800	\$ -
Integration - Ensign + (File)	6-Apr-26	336	8-Mar-27	Offsite	SpryPoint	8	\$ 1,600	\$ -
Integration - Vpie (File)	6-Apr-26	336	8-Mar-27	Offsite	SpryPoint	24	\$ 4,800	\$ -
Integration - Wells Fargo (ACH)	6-Apr-26	336	8-Mar-27	Offsite	SpryPoint	8	\$ 1,600	\$ -
Enhancement - SpryCIS & SpryWallet (Remote Turn-On Disclaimer Language)	6-Apr-26	336	8-Mar-27	Offsite	SpryPoint	20	\$ 4,000	\$ -
Configuration - SpryCIS (Iterative)	6-Apr-26	336	8-Mar-27	Onsite/Offsite	SpryPoint & Client	280	\$ 56,000	\$ 12,500
Configuration - SpryMobile (Iterative)	6-Apr-26	336	8-Mar-27	Onsite/Offsite	SpryPoint & Client	120	\$ 24,000	\$ -
Training - SpryCIS	6-Apr-26	154	7-Sep-26	Onsite/Offsite	SpryPoint & Client	240	\$ 48,000	\$ 12,500
Training - SpryMobile	6-Apr-26	154	7-Sep-26	Onsite/Offsite	SpryPoint & Client	40	\$ 8,000	\$ -
Testing - Functional - SpryCIS	6-Apr-26	154	7-Sep-26	Onsite/Offsite	SpryPoint & Client	120	\$ 24,000	
Testing - Integration - SpryCIS	6-Apr-26	154	7-Sep-26	Onsite/Offsite	SpryPoint & Client	120	\$ 24,000	
Testing - Parallel Processes - SpryCIS	6-Apr-26	154	7-Sep-26	Onsite/Offsite	SpryPoint & Client	120	\$ 24,000	
Testing - Performance - SpryCIS	6-Apr-26	154	7-Sep-26	Onsite/Offsite	SpryPoint & Client	8	\$ 1,600	
Testing - SpryMobile	6-Apr-26	154	7-Sep-26	Onsite/Offsite	SpryPoint & Client	40	\$ 8,000	\$ -
User Acceptance Testing	6-Apr-26	49	25-May-26	Onsite/Offsite	SpryPoint & Client	80	\$ 16,000	
Mock Cutover #1	6-Apr-26	14	20-Apr-26	Onsite	SpryPoint & Client	40	\$ 8,000	
Mock Cutover #2	6-Apr-26	14	20-Apr-26	Onsite	SpryPoint & Client	40	\$ 8,000	
Cutover (Go-Live)	6-Apr-26	7	13-Apr-26	Onsite	SpryPoint & Client	160	\$ 32,000	\$ 10,000
Post GO LIVE Review and Support (Month 1)	6-Apr-26	30	6-May-26	Onsite	SpryPoint & Client	320	\$ 64,000	\$ 10,000
Post GO LIVE Review and Support (Month 2)	6-Apr-26	31	7-May-26	Onsite/Offsite	SpryPoint & Client	160	\$ 32,000	\$ 7,500
Post GO LIVE Review and Support (Month 3)	6-Apr-26	31	7-May-26	Onsite/Offsite	SpryPoint & Client	40	\$ 8,000	\$ 2,500
						4484	\$ 896,200	\$ 75,000



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