

EXHIBIT B

Site Industries LLC

Bid Contact **Michael McFann**
michael@cemsites.com
Ph 724-906-4443

Address **3358 Pittsburgh Rd.**
Perryopolis, PA 15473

Item #	Line Item	Notes	Unit Price	Qty/Unit	Attch.	Docs
12344-805-C19--01-01	Refer to Cost Proposal Page in Bid Packet	Supplier Product Code:	First Offer -	1 / n/a	Y	Y

Supplier Total **\$0.00**

Site Industries LLCItem: **Refer to Cost Proposal Page in Bid Packet****Attachments**

20200514112058.pdf



WWW.CEMSITES.COM 1-877-783-9626

Michael McFann
CemSites
3358 Pittsburgh Rd. Perryopolis, PA 15473
(877) 783-9626
Michael@cemsites.com

5/14/20

City of Fort Lauderdale, FL

Subject: CemSites 12344-805-C19 Submission

We are very pleased to submit CemSites proposal in response to Solicitation 12344-805-C19 Cemetery Management Software to provide a cloud cemetery records management system for the City of Fort Lauderdale, FL. This submission highlights our project approach and addresses all information detailed in Solicitation 12344-805-C19 Cemetery Management Software.

We pioneered our cloud customer centric approach to cemetery management in 2012. With our lean and in-house team, we migrate over 45,000,000 records annually. We are the fastest growing cloud cemetery software in the world, last year alone we helped over 70 cemetery management organizations adopt our customer centric management solutions.

We acknowledge that this offer is binding, shall remain open for 30 days from 5/13/20, and cannot be withdrawn within that time without written consent of the City of Fort Lauderdale, FL.

We would be pleased to answer any questions you might have regarding our submission.

Thank you for the opportunity to submit our proposal for your consideration.

Sincerely,

Michael McFann
Director of Project Management

City of Fort Lauderdale, FL Solicitation 12344-805-C19 Cemetery Management Software
CemSites Submission
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EXECUTIVE SUMMARY

By this Proposal, we offer to provide the Goods and/or Services in accordance with the Contract Conditions in on the basis set out in this Proposal Form. We warrant that:

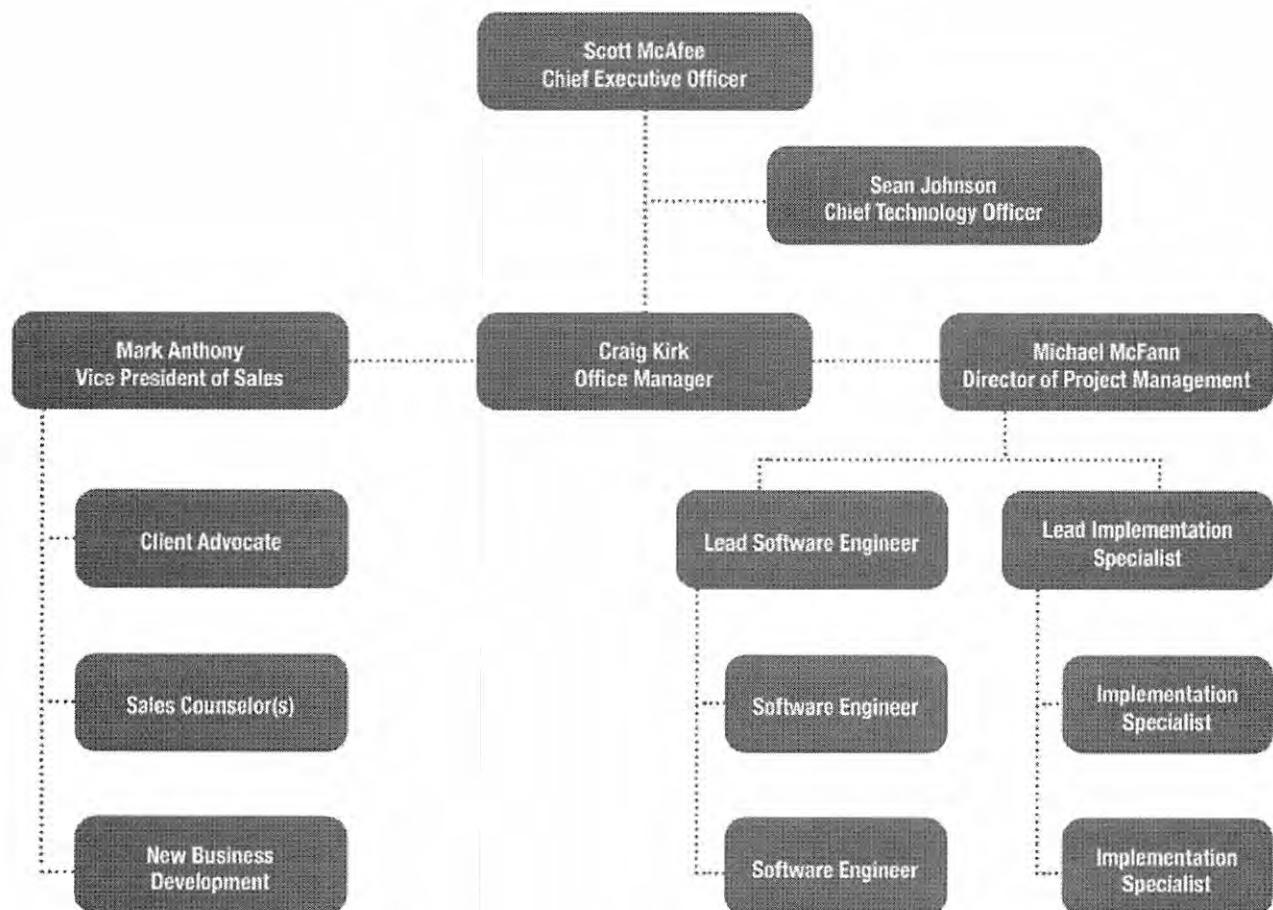
- All information contained in this Proposal Form is accurate and complete.
- We have not provided any inaccurate or misleading information to the City of Fort Lauderdale, FL in connection with this Solicitation.
- We have read Solicitation 12344-805-C19 and we are fully acquainted with all matters in connection with the Contract.

Profile of Proposal	
Company/Individual Name	Site Industries, LLC. dba CemSites
Office Address	3358 Pittsburgh Rd. Perryopolis, PA 15473
Firm Summary	With a background of 30+ years combined in design, programing and software development; our organization has the in-depth knowledge and experience to undertake this initiative on behalf of the City of Fort Lauderdale, FL – and to complete it effectively, on time and on budget. CemSites is the oldest, most experienced cloud cemetery software solution in the industry. Our staff has a proven track record of providing solutions in the areas of cemetery record management, mapping, and AR financial software. When considering software for the niche cemetery industry, no other company has more experience migrating cemeteries to the cloud than CemSites. Over 300 Cemeteries and 190,000,000+ records have been migrated to the CemSites SecureCRM since January 2016 alone. Our passion is to provide our partners and their clientele the best experience possible during times of need.

Capacity - Available Staff			
Name	Title	Role and Responsibility	Date Available From
Michael McFann	DPM	Director of Project Management	5/1/20
Doug Sesar	SSE	Senior Software Engineer	5/1/20
Josh Lawrence	SE	Software Engineer	5/1/20
Natalie Rockrot	SE	Software Engineer	5/1/20

Pat Hager	IMP	Implementation Specialist	5/1/20
Melissa Petruzzi	DES	Design/Writing	5/1/20
Ethan Polo	CA	Client Advocate	5/1/20
Mark Anthony	VP	Vice President of Sales	5/1/20
Craig Kirk	BC	Billing Coordinator	5/1/20

ORGANIZATION CHART



EXPERIENCE AND QUALIFICATIONS

CemSites will provide our proven partner onboarding process detailed below.

- **Discovery:** An initial discovery phase will further qualify priority within the requirements of the City of Fort Lauderdale, FL software implementation. Once priority of automation is confirmed many pieces of the CRM software can be implemented with migrations and customization time lined accordingly.
- **Project Management Methodology:** CemSites works from an Agile project management methodology. Using this method, CemSites and the City of Fort Lauderdale, FL will be able to work closely together to ensure all goals are reached quickly and cost effectively. As proven over the last two decades the Agile methodology is superior to Waterfall and other software implementation methods because it:
 - Enhances collaboration between the customer and the vendors.
 - Increases the level of software quality
 - Increases customer satisfaction
 - Shortens time to market
 - Reduces cost of development
- **Adoption and Partnering:** CemSites offers CemCare to all clients included in your licensing. This includes a dedicated client advocate that is available 24/7/365 to work directly with your team. There are quarterly reviews and report cards of use of the software to ensure proper use and full adoption from your team.
- **CemSites is committed to transparency and timely communication throughout the build process and beyond to deliver both a premium product and premium customer service.** Working closely with the City of Fort Lauderdale, FL we will develop a custom standard communication schedule that goes above and beyond the needs of the City of Fort Lauderdale, FL.
 - Development updates through demonstrations
 - Scheduled webinars
 - Conference calls
 - Shared reporting through Google Drive
 - Progress signoffs

REFERENCES

City of Painesville – Painesville, OH
 Karla Chardon
 Office of the City Clerk
 440-392-5911

- 3 cemeteries, 140 total acres, appx 100,00 records
- Management oversight of all locations from Multi-Site Dashboard



- Comparative Metrics
 - Property Inventory
 - Sales Performance
 - Employee Activity

Beechwood Cemetery – Ottawa, ON

James Patterson

Sales Director

613-741-9530

- Large SQL server database, 265 total acres, appx 5,000,000 records
- Transitioned from Grave Centric to Customer Centric
- Enterprise deployment
- Replicated our proprietary cloud architecture in Canada meeting governing standards and provincial law requirements

City of Savannah – Savannah, GA

Richard Gerbasi

Director of Cemeteries

912-651-6843

- 5 cemeteries, 416 total acres, appx 1,100,000 records
- Transitioned from Grave Centric to Customer Centric
- Management oversight of all locations from Multi-Site Dashboard
 - Comparative Metrics
 - Property Inventory
 - Sales Performance
 - Employee Activity
- Case studies highlight our experience in implementing the CemSites solution in other countries. Beechwood Cemetery is the National Cemetery of Canada, fully implemented in our customer centric solution. The City of Savannah, GA, and the City of Painesville, OH are implemented with multiple cemeteries with management oversight of all.

REQUIRED SERVICES

- Project Management
 - Included
- Hardware consulting, design, and installation
 - Included
- Installation and configuration of all components
 - Included

City of Fort Lauderdale, FL Solicitation 12344-805-C19 Cemetery Management Software

CemSites Submission

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- Complete system testing of all installed components
 - Included
- Integration and Interface Development (Infor/Lawson Financials)
 - Custom Integration – Not Quoted
- Knowledge Transfer to Staff
 - Included
- Complete Data Conversion/Migration from previous solution with (CFS) and manual tracking systems as described in 3.2.1 and 3.2.2 above
 - Included
- Ongoing Support and Maintenance Services
 - CemSites offers CemCare to all clients included in your licensing. This includes a dedicated client advocate that is available 24/7/365 to work directly with your team. There are quarterly reviews and report cards of use of the software to ensure proper use and full adoption from your team.
- Training Services – Train the Trainer and Administrator Training for all components for the staff identified, including Security configuration (users, groups, access, and functionality rights)
 - The Train the Trainer model is a training strategy widely used in the workplace. The trainer, a subject-matter expert, trains other employees – in the use of a new software program, for example – and simultaneously teaches them how to train others in the use of the program. The method offers distinct advantages over other training models because trainees typically learn faster and retain the information better than in other teaching models

FUNCTIONAL REQUIREMENTS

- A highly intuitive system from a user perspective, which can allow the City of Fort Lauderdale to take advantage of technology to improve performance and efficiency.
 - All specifications are supported as demonstrated and delivered within our CRM system.
- Canned and ad-hoc reporting with downloading and printing capabilities. Easy access to the data for report and query generation without the need for a programming specialist.
 - All specifications are supported as demonstrated and delivered within our CRM system.
- Support for user-friendly mobile technology for field staff using iPads, Androids, or other mobile devices.
 - All specifications are supported as demonstrated and delivered within our CRM system.
- Multi-user environment with multiple tiers of user access: The system needs to be able to limit user access through security groups. The ability to add and remove users and change user access levels needs

to be performed by the on-site System Administrator. These user-access security settings need to extend to include related documents or attachments.

- All specifications are supported as demonstrated and delivered within our CRM system.
- Ability to track and manage multiple cemeteries.
 - All specifications are supported as demonstrated and delivered within our CRM system.
- Cloud-based, Software as a Service or hosted (preferred) or on premise.
 - CemSites is a true Cloud Software Solution
- Configurable/customizable management dashboard: The system must offer flexibility for City staff to configure screen layout and create customized fields and reports. The ability to customize individual modules is preferred.
 - All specifications are supported as demonstrated and delivered within our CRM system.
- Complete audit trail and logging: The system must provide a transactional audit log tracking all system modifications and associated user, date & time.
 - All specifications are supported as demonstrated and delivered within our CRM system.
- Archiving: The system needs to provide an archiving functionality to track and store cemetery records as needed with the ability to seamlessly retrieve/ reactivate records.
 - All specifications are supported as demonstrated and delivered within our CRM system.
- Documentation of interments.
 - All specifications are supported as demonstrated and delivered within our CRM system.
- Tracking of lot sales (with variable price structures based on cemetery and location within the cemetery).
 - All specifications are supported as demonstrated and delivered within our CRM system.
- Ability to generate and print deeds, interment orders, lot cards, deceased cards, and owner cards.
 - All specifications are supported as demonstrated and delivered within our CRM system.
- Scheduling of interments and other events, including tracking assigned staff member(s).
 - All specifications are supported as demonstrated and delivered within our CRM system.
- Mapping of cemeteries (ESRI ArcGIS preferred).
 - Grave Mapping is included, and all specifications are supported as demonstrated and delivered within our CRM system.
 - ESRI ArcGIS – Custom Integration - Not Quoted
- Ability to print detailed maps of cemeteries and lots.
 - All specifications are supported as demonstrated and delivered within our CRM system.
- Ability to map structures to include, but not limited to, monuments, benches, fountains, and trees.
 - All specifications are supported as demonstrated and delivered within our CRM system.
- Tracking maintenance activities (including work orders).



- All specifications are supported as demonstrated and delivered within our CRM system.
- Attachment of uploaded documents to lots, lot owners and interment records.
 - All specifications are supported as demonstrated and delivered within our CRM system.
- Ability to transfer lot ownership within and between cemeteries.
 - All specifications are supported as demonstrated and delivered within our CRM system.
- Ability to track changes in lot ownership in real-time.
 - All specifications are supported as demonstrated and delivered within our CRM system.
- Ability to track and search ownership by individuals of multiple lots.
 - All specifications are supported as demonstrated and delivered within our CRM system.
- Ability to track and manage A/R with option to export data to printable reports or other software.
 - A/R All specifications are supported as demonstrated and delivered within our CRM system.
 - Lawson – Custom Integration – Not Quoted
- Generation and printing of invoices, receipts, contracts, and deeds.
 - All specifications are supported as demonstrated and delivered within our CRM system.
- Ability to provide internet access of selected historical records for genealogical research.
 - All specifications are supported as demonstrated and delivered within our CRM system.
- Mobile navigation to any gravesite.
 - All specifications are supported as demonstrated and delivered within our CRM system.
- Self-Service Kiosk compatibility.
 - Integrations and stand-alone devices are available thru our strategic partnership with Face2Face Marketing.
- Outlook email interface compatibility preferred.
 - Custom Integration – Not Quoted
- Microsoft Office compatibility for exported documents, especially Word and Excel. Mail merge integration.
 - All specifications are supported as demonstrated and delivered within our CRM system.
- Open Platform API and SDK
 - Included

Minority/Women (M/WBE)

- N/A

Subcontractors

- N/A



REQUIRED FORMS

- A. Proposal Certification Complete and attach the Proposal Certification provided herein.
- B. Cost Proposal Provide firm, fixed, costs for all services/products using the form provided in this request for proposal. These firm fixed costs for the project include any costs for travel and miscellaneous expenses. No other costs will be accepted.
- C. Non-Disclosure Agreement This form is to be completed and inserted in this section. Your firm may be deemed non-responsive for failing to sign this form.
- D. Non-Collusion Statement This form is to be completed and inserted in this section.
- E. Non-Discrimination Certification Form This form is to be completed and inserted in this section. City of Fort Lauderdale Bid 12344-805-C19 5/8/2020 10:01 AM p. 26
- F. Local Business Preference (LBP) This form is to be completed and inserted in this section.
- G. Contract Payment Method This form must be completed and returned with your proposal. Proposers must presently have the ability to accept these credit cards or take whatever steps necessary to implement acceptance of a card before the start of the contract term, or contract award by the City.
- H. Sample Insurance Certificate Demonstrate your firm's ability to comply with insurance requirements. Provide a previous certificate or other evidence listing the Insurance Companies names for the required coverage and limits.
- I. W-9 for Proposing Firm This form must be completed and returned with your proposal.
- J. Active Status Page from Division of Corporations – Sunbiz.org Provide PDF of current page with your proposal.

SECTION VI - COST PROPOSAL PAGE

Proposer Name: Cam Sites

Proposer agrees to supply the products and services at the prices bid below in accordance with the terms, conditions and specifications contained in this RFP.

Cost to the City: Contractor shall quote firm, fixed, costs for all services/products identified in this request for proposal. These firm fixed costs for the project include any costs for travel and miscellaneous expenses. No other costs will be accepted.

Notes:

Attach a breakdown of costs including but not limited to labor, equipment, materials and parts.

Software Solution:

- | | |
|--|----------------------|
| 1. Annual Software License Cost (up to 10 users) | \$ <u>40,080.00</u> |
| 2. One-time Implementation Fee (including Training, Travel etc.) | \$ <u>120,000.00</u> |
| 3. Annual Software Maintenance Cost (fixed price for term) | \$ <u>0</u> |

Data Conversion and Migration (see sections 3.2.1, 3.2.2, 3.4.7 and 4.2.4 for details):

- | | |
|--|---------------------|
| 4. Data Conversion/Migration from previous software solution | \$ <u>10,000.00</u> |
| 5. Data Conversion/Migration from manual tracking system | \$ <u>0</u> |

Total Project Cost

\$ 160,080.00

Price Included
Included in line item #2.

Correct Value.

Submitted by:

Michael McFarlane
Name (printed)
5/13/20
Date

[Signature]
Signature
Director of Project Management
Title

[Signature]
5/14/20

SECTION VI - COST PROPOSAL PAGE

Proposer Name: Cem Sites

Proposer agrees to supply the products and services at the prices bid below in accordance with the terms, conditions and specifications contained in this RFP.

Cost to the City: Contractor shall quote firm, fixed, costs for all services/products identified in this request for proposal. These firm fixed costs for the project include any costs for travel and miscellaneous expenses. No other costs will be accepted.

Notes:

Attach a breakdown of costs including but not limited to labor, equipment, materials and parts.

Software Solution:

- | | |
|--|----------------------|
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Data Conversion and Migration (see sections 3.2.1, 3.2.2, 3.4.7 and 4.2.4 for details):

- | | |
|--|---------------------|
| 4. Data Conversion/Migration from previous software solution | \$ <u>10,000.00</u> |
| 5. Data Conversion/Migration from manual tracking system | \$ <u>0</u> |

Total Project Cost \$ 160,080.00

Submitted by:

Michael McFann
Name (printed)

5/13/20
Date

[Signature]
Signature

Director of Project Management
Title

5/14/2020

Quote

**Quote**

5/14/20

CEMSITES
 3358 Pittsburgh Road
 Perryopolis, Pennsylvania 15473
 (877) 783-9626

QUOTE #
 016059
BILLED TO LAURIE PLATKIN
 City of Fort Lauderdale
 Fort Lauderdale, FL

PRODUCT	QUANTITY	PRICE	TOTAL
Secure CRM <i>Completely customizable cloud cemetery records management software powered by our FlexCore framework. It is user-friendly and intuitive while maintaining robust computing and advanced searching options effectively automate your workflow process.</i>	1	\$28,000.00	\$28,000.00
Secure CRM License <i>Annual License. Includes access for 10 user profiles billed at \$180.00 per month.</i>	1	\$21,600.00	\$21,600.00
Data Migration - Custom <i>Cleanse and import existing digital data. Comprehensive data review will commence after scheduled discovery meeting. Up to 50 hours are allocated for this migration, additional time spent will be billable at \$150.00 per hour. (PCS)</i>	1	\$10,000.00	\$10,000.00
Obstruction Manager <i>Layered maps that mark the locations of trees, benches, buildings, rocks and other obstructions in relation to graves. Up to 53 hours allocated, additional time spent billed at \$150.00 per hour.</i>	1	\$8,000.00	\$8,000.00
Map Printing <i>Search and print cemetery maps by section, lot and grave level to use as a reference tool for both visitors and grounds crew. Up to 80 hours allocated, additional time spent billed at \$150.00 per hour. (4 Locations)</i>	1	\$16,000.00	\$16,000.00
Visual Lot Viewer <i>Visually connect burial, grave, owner and marker information with its physical location. Most consistent lot configuration setup globally. Includes Quick Add w/ Drag & Drop. Up to 23 hours allocated, additional time spent billed at \$150.00 per hour.</i>	1	\$6,000.00	\$6,000.00
AR Finance Module <i>Streamline your cemetery's entire receivables process. Includes a standard template contract, invoice, billing statement & receipt. Up to 100 hours allocated, additional time spent billed at \$150.00 per hour.</i>	1	\$15,000.00	\$15,000.00

5/14/2020

Quote

PRODUCT	QUANTITY	PRICE	TOTAL
AR Finance License <i>Annual License. Includes access for 10 user profiles billed at \$150.00 per month.</i>	1	\$18,000.00	\$18,000.00
AR Financial Integration <i>Integration w/ Lawson. Note: Comprehensive integration review will commence after scheduled discovery meeting. Up to 45 hours are allocated for this integration, additional time spent will be billable at \$150.00 per hour. (Import/Export)</i>	1	\$9,000.00	\$9,000.00
Custom Document <i>Custom Document. Up to 66 hours allocated, additional time spent billed at \$150.00 per hour.</i>	5	\$2,000.00	\$10,000.00
Website Integration <i>One page integration seamlessly emulating existing website. Includes Walk-To-Site, Records Search, Upcoming Burials & Recent Interments. Up to 30 design hours allocated, additional time spent will be billable at \$150.00 per hour.</i>	1	\$4,500.00	\$4,500.00
Website Hosting <i>Website hosting billed annually.</i>	1	\$480.00	\$480.00
KeepSafe Memorials <i>Preserve heritage by selling online pages to which clients can add information about both living and deceased loved ones. Up to 23 hours allocated, additional time spent billed at \$150.00 per hour.</i>	1	\$3,500.00	\$3,500.00
Mapping - Grave Level <i>Allows cemeteries to plot, display and review burial inventory at the grave level. Up to 66 hours allocated, additional time spent billed at \$150.00 per hour. (4 Locations) (With Lat/Long supplied)</i>	1	\$10,000.00	\$10,000.00
CemCare - Partner Support <i>Dedicated client advocate assigned to support your cemetery. Emergency hotline 365 days-a-year. Proactive outreach that includes preemptive check-ups, quarterly evaluations, maintenance, software training, and adoption.</i>	1	\$0.00	\$0.00
TOTAL			\$160,080.00

This estimate is valid for 30 days and is based on the data and information we have gathered to date. Actual data quality and map detail will affect price. If during development, the job exceeds the original estimated development/design hours allocated, an estimate for additional work billable at \$150.00 per hour will be provided to the client for approval prior to continuing the client build. Upon completion and software beta release, an itemized final invoice will be provided to the client for payment processing. Does not include any transaction and/or bank fees or any applicable local/state/federal taxes. This is only an estimate. Please request invoice to pay from.

RFP # 12344-805-C19 - Cemetery Management Software Non-Disclosure and Confidentiality Agreement

It is hereby understood and agreed that:

- The City of Fort Lauderdale, hereinafter referred to as the "City", is providing the cemetery data in the form of an MSSQL database, hereinafter respectively referred to as "data" and "database", to the bidder specified below and subject to the terms of this Non-Disclosure and Confidentiality Agreement.
- All data contained in the database is confidential in nature and is intended only for the use of the below signed bidder. All data is and will remain the property of the City.
- The data contained in the database must only be used in the development of bidder proposal for the City's cemetery software solution solicitation, RFP # 12344-805-C19. Any misuse or divulging of the data beyond its intended use may be subject to penalties under applicable laws.
- None of the data may be copied in part or in whole without the prior written agreement of the City of Fort Lauderdale.
- All bidder employees or associates using this data in part or in whole have a responsibility to ensure that none of the data, in part or in whole, is disclosed, duplicated, or transcribed in any way in contravention of this Non-Disclosure and Confidentiality Agreement.
- Bidder agrees to indemnify and hold the City harmless from and against any and all damages the City may suffer as a result of the disclosure or use of any Confidential Information in violation of this Agreement, or other violation hereof, including consequential damages, costs of litigation and collection, and attorneys' fees.
- The data shall remain the property of the City and shall be certified in writing by the bidder that it has been destroyed, after it was used for the development of the bidder proposal.
- The Bidder acknowledges that any violation or threatened violation of this Agreement may cause irreparable injury to the City, for which monetary damages may not be a sufficient remedy; and that the City will be entitled, without waiving any other rights or remedies to such injunctive or equitable relief as deemed appropriate by a court of competent jurisdiction.
- Venue shall lie in the 17th Judicial Circuit, Broward County, Florida, in the appropriate court or before the appropriate administrative body, or in the event of federal jurisdiction, in the Southern District of Florida.

Proposer:

Company or Organization: CemSites

Contact Name: Mike McFadyen

Contact Signature: [Signature]

Contact Title: Director of Project Management

Mailing Address: 3358 Pittsbladen Rd. Berwyn PA 19313

Phone: 877 783 9676 Fax: N/A

E-mail Address of Contact Person: michael@cemsites.com

NON-COLLUSION STATEMENT:

By signing this offer, the vendor/contractor certifies that this offer is made independently and free from collusion. Vendor shall disclose below any City of Fort Lauderdale, FL officer or employee, or any relative of any such officer or employee who is an officer or director of, or has a material interest in, the vendor's business, who is in a position to influence this procurement.

Any City of Fort Lauderdale, FL officer or employee who has any input into the writing of specifications or requirements, solicitation of offers, decision to award, evaluation of offers, or any other activity pertinent to this procurement is presumed, for purposes hereof, to be in a position to influence this procurement.

For purposes hereof, a person has a material interest if they directly or indirectly own more than 5 percent of the total assets or capital stock of any business entity, or if they otherwise stand to personally gain if the contract is awarded to this vendor.

In accordance with City of Fort Lauderdale, FL Policy and Standards Manual, 6.10.8.3,

3.3. City employees may not contract with the City through any corporation or business entity in which they or their immediate family members hold a controlling financial interest (e.g. ownership of five (5) percent or more).

3.4. Immediate family members (spouse, parents and children) are also prohibited from contracting with the City subject to the same general rules.

Failure of a vendor to disclose any relationship described herein shall be reason for debarment in accordance with the provisions of the City Procurement Code.

<u>NAME</u>	<u>RELATIONSHIPS</u>
<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>

In the event the vendor does not indicate any names, the City shall interpret this to mean that the vendor has indicated that no such relationships exist.

N/A  5/13/20

-

**CONTRACTOR'S CERTIFICATE OF COMPLIANCE WITH
NON-DISCRIMINATION PROVISIONS OF THE CONTRACT**

The completed and signed form should be returned with the Contractor's submittal. If not provided with submittal, the Contractor must submit within three business days of City's request. Contractor may be deemed non-responsive for failure to fully comply within stated timeframes.

Pursuant to City Ordinance Sec. 2-17(a)(i)(ii), bidders must certify compliance with the Non-Discrimination provision of the ordinance.


- (a) Contractors doing business with the City shall not discriminate against their employees based on the employee's race, color, religion, gender (including identity or expression), marital status, sexual orientation, national origin, age, disability or any other protected classification as defined by applicable law.

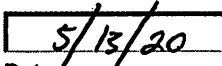
Contracts. Every Contract exceeding \$100,000, or otherwise exempt from this section shall contain language that obligates the Contractor to comply with the applicable provisions of this section.

The Contract shall include provisions for the following:

- (i) The Contractor certifies and represents that it will comply with this section during the entire term of the contract.
- (ii) The failure of the Contractor to comply with this section shall be deemed to be a material breach of the contract, entitling the City to pursue any remedy stated below or any remedy provided under applicable law.


Authorized Signature

 *Director of Project Management*
Print Name and Title


Date

CONTRACT PAYMENT METHOD

The City of Fort Lauderdale has implemented a Procurement Card (P-Card) program which changes how payments are remitted to its vendors. The City has transitioned from traditional paper checks to credit card payments via MasterCard or Visa as part of this program.

This allows you as a vendor of the City of Fort Lauderdale to receive your payments fast and safely. No more waiting for checks to be printed and mailed.

In accordance with the contract, payments on this contract will be made utilizing the City's P-Card (MasterCard or Visa). Accordingly, bidders must presently have the ability to accept the credit card or take whatever steps necessary to implement acceptance of a card before the start of the contract term, or contract award by the City.

All costs associated with the Contractor's participation in this purchasing program shall be borne by the Contractor. The City reserves the right to revise this program as necessary.

By signing below you agree with these terms.

Please indicate which credit card payment you prefer:

☐ MasterCard

☒ Visa

Com Sites
Company Name

Michael McFann
Name (Printed)

5/13/20
Date

[Signature]
Signature

Director of Project Management
Title

LOCAL BUSINESS PREFERENCE CERTIFICATION STATEMENT

The Business identified below certifies that it qualifies for the local business price preference classification as indicated herein, and further certifies and agrees that it will re-affirm its local preference classification annually no later than thirty (30) calendar days prior to the anniversary of the date of a contract awarded pursuant to this ITB. Violation of the foregoing provision may result in contract termination.

(1)

Business Name

is a **Class A Business** as defined in City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186. A copy of the City of Fort Lauderdale current year Business Tax Receipt and a complete list of full-time employees and evidence of their addresses shall be provided within 10 calendar days of a formal request by the City.

(2)

Business Name

is a **Class B Business** as defined in the City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186. A copy of the Business Tax Receipt or a complete list of full-time employees and evidence of their addresses shall be provided within 10 calendar days of a formal request by the City.

(3)

Business Name

is a **Class C Business** as defined in the City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186. A copy of the Broward County Business Tax Receipt shall be provided within 10 calendar days of a formal request by the City.

(4)

Business Name

requests a **Conditional Class A** classification as defined in the City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.

(5)

Business Name

requests a **Conditional Class B** classification as defined in the City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.

(6)

Business Name

is considered a **Class D Business** as defined in the City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186 and does not qualify for Local Preference consideration.

BIDDER'S COMPANY:

AUTHORIZED COMPANY PERSON:

NAME

SIGNATURE

DATE

Form W-9
(Rev. November 2017)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

▶ Go to www.irs.gov/FormW9 for instructions and the latest information.

Give Form to the requester. Do not send to the IRS.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.
Site Industries, LLC

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.

☐ Individual/sole proprietor or single-member LLC

☐ C Corporation

☐ S Corporation

☐ Partnership

☐ Trust/estate

☒ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ P

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

☐ Other (see instructions) ▶

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from FATCA reporting code (if any) _____

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.
3358 Pittsburgh Road

6 City, state, and ZIP code
Perryopolis, PA 15473

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			-			-			
--	--	--	---	--	--	---	--	--	--

OR

Employer identification number

4	6	-	0	8	0	3	8	9	2
---	---	---	---	---	---	---	---	---	---


Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here

Signature of U.S. person ▶ 

Date ▶ 9 Nov 18

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding*, later.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

05/19/2020

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must have **ADDITIONAL INSURED** provisions or be endorsed. If **SUBROGATION IS WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER CSC Insurance Options 4552 Route 51 South Rostraver Township PA 15012	CONTACT NAME: Kendra Weaver PHONE (A/C, No, Ext): (724) 929-2300 E-MAIL ADDRESS: kweaver@cscinsurance.com FAX (A/C, No): (724) 929-3738
INSURED Site Industries, LLC, DBA: CemSites 3358 Pittsburgh Road Perryopolis PA 15473	INSURER(S) AFFORDING COVERAGE INSURER A: Travelers Ind Co of Amer INSURER B: Travelers P & C Co of America INSURER C: Farmington Casualty Co. INSURER D: INSURER E: INSURER F:
	NAIC # 25666 25674 41483

COVERAGES**CERTIFICATE NUMBER:** 7/20-21 Master**REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			6800L354962	07/31/2019	07/31/2020	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000
A	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY			6800L354962	07/31/2019	07/31/2020	COMBINED SINGLE LIMIT (Ea accident) \$ incl in GL BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
B	<input checked="" type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB DED <input checked="" type="checkbox"/> RETENTION \$ 5,000			CUP7N357915	07/31/2019	07/31/2020	EACH OCCURRENCE \$ 1,000,000 AGGREGATE \$ 1,000,000
C	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y / N <input type="checkbox"/>	N / A	UB0L355762	07/31/2019	07/31/2020	<input checked="" type="checkbox"/> PER STATUTE E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER**CANCELLATION**

City of Ft. Lauderdale Florida 100 N Andrews Avenue, Ste. 619 Ft. Lauderdale FL 33301	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE
---	---

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BID/PROPOSAL CERTIFICATION

Please Note: It is the sole responsibility of the bidder to ensure that his bid is submitted electronically through www.BidSync.com prior to the bid opening date and time listed. Paper bid submittals will not be accepted. All fields below must be completed. If the field does not apply to you, please note N/A in that field.

If you are a foreign corporation, you may be required to obtain a certificate of authority from the department of state, in accordance with Florida Statute §607.1501 (visit <http://www.dos.state.fl.us/>).

Company: (Legal Registration) Site Industries LLC. EIN (Optional): 46-0803898.

Address: 3358 PITTSBURGH RD.

City: Perryville State: PA Zip: 15473

Telephone No.: 877-783-9666 FAX No.: N/A Email: michael@consites.com

Delivery: Calendar days after receipt of Purchase Order (section 1.02 of General Conditions)

120

Total Bid Discount (section 1.05 of General Conditions): 20%

Check box if your firm qualifies for MBE / SBE / WBE (section 1.09 of General Conditions): ☐

ADDENDUM ACKNOWLEDGEMENT - Proposer acknowledges that the following addenda have been received and are included in the proposal:

<u>Addendum No.</u>	<u>Date Issued</u>	<u>Addendum No.</u>	<u>Date Issued</u>	<u>Addendum No.</u>	<u>Date Issued</u>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

VARIANCES: If you take exception or have variances to any term, condition, specification, scope of service, or requirement in this competitive solicitation you must specify such exception or variance in the space provided below or reference in the space provided below all variances contained on other pages within your response. Additional pages may be attached if necessary. No exceptions or variances will be deemed to be part of the response submitted unless such is listed and contained in the space provided below. The City does not, by virtue of submitting a variance, necessarily accept any variances. If no statement is contained in the below space, it is hereby implied that your response is in full compliance with this competitive solicitation. If you do not have variances, simply mark N/A. You must also click the "Take Exception" button.

The below signatory hereby agrees to furnish the following article(s) or services at the price(s) and terms stated subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the bid/proposal.

I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal, I will accept a contract if approved by the City and such acceptance covers all terms, conditions, and specifications of this bid/proposal. The below signatory also hereby agrees, by virtue of submitting or attempting to submit a response, that in no event shall the City's liability for respondent's direct, indirect, incidental, consequential, special or exemplary damages, expenses, or lost profits arising out of this competitive solicitation process, including but not limited to public advertisement, bid conferences, site visits, evaluations, oral presentations, or award proceedings exceed the amount of Five Hundred Dollars (\$500.00). This limitation shall not apply to claims arising under any provision of indemnification or the City's protest ordinance contained in this competitive solicitation.

Submitted by:

Michael McFARLI
Name (printed)


Signature

5/13/20
Date

Director of Project Management
Title

Revised 4/28/2020

BID/PROPOSAL CERTIFICATION

Please Note: It is the sole responsibility of the bidder to ensure that his bid is submitted electronically through www.BidSync.com prior to the bid opening date and time listed. Paper bid submittals will not be accepted. All fields below must be completed. If the field does not apply to you, please note N/A in that field.

If you are a foreign corporation, you may be required to obtain a certificate of authority from the department of state, in accordance with Florida Statute §607.1501 (visit <http://www.dos.state.fl.us/>).

Company: (Legal Registration) **CemSites**EIN (Optional):

Address: **3358 Pittsburgh Road**

City: **Perryopolis**State: **PA**Zip: **15473**

Telephone No.: **7249194080**FAX No.: Email: **michael@cemsites.com**

Delivery: Calendar days after receipt of Purchase Order (**section 1.02 of General Conditions**): **120**

Total Bid Discount (**section 1.05 of General Conditions**): **20%**

Check box if your firm qualifies for MBE / SBE / WBE (**section 1.09 of General Conditions**): ☐

ADDENDUM ACKNOWLEDGEMENT - Proposer acknowledges that the following addenda have been received and are included in the proposal:

<u>Addendum No.</u>	<u>Date Issued</u>	<u>Addendum No.</u>	<u>Date Issued</u>	<u>Addendum No.</u>	<u>Date Issued</u>
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VARIANCES: If you take exception or have variances to any term, condition, specification, scope of service, or requirement in this competitive solicitation you must specify such exception or variance in the space provided below or reference in the space provided below all variances contained on other pages within your response. Additional pages may be attached if necessary. No exceptions or variances will be deemed to be part of the response submitted unless such is listed and contained in the space provided below. The City does not, by virtue of submitting a variance, necessarily accept any variances. If no statement is contained in the below space, it is hereby implied that your response is in full compliance with this competitive solicitation. If you do not have variances, simply mark N/A. **You must also click the "Take Exception" button.**

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I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal, I will accept a contract if approved by the City and such acceptance covers all terms, conditions, and specifications of this bid/proposal. The below signatory also hereby agrees, by virtue of submitting or attempting to submit a response, that in no event shall the City's liability for respondent's direct, indirect, incidental, consequential, special or exemplary damages, expenses, or lost profits arising out of this competitive solicitation process, including but not limited to public advertisement, bid conferences, site visits, evaluations, oral presentations, or award proceedings exceed the amount of Five Hundred Dollars (\$500.00). This limitation shall not apply to claims arising under any provision of indemnification or the City's protest ordinance contained in this competitive solicitation.

Submitted by:

Michael McFann

Name (printed)

05/14/20

Date

Michael McFann

Signature

Director of Project Management

Title

Revised 4/28/2020

Laurie Platkin

From: Michael McFann <michael@cemsites.com>
Sent: Tuesday, July 14, 2020 9:06 AM
To: Laurie Platkin
Subject: Re: [-EXTERNAL-] Re: 12344-805-C19 - Cemetery Management Software System - BAFO - Site Industries
Attachments: City of Fort Lauderdale.pdf

Follow Up Flag: Follow up
Flag Status: Flagged

Categories: Information, Important

Good morning!

Please find CemSites final bid sheet attached (1).

Key Changes:

- Added the additional 5 users requested, up to 15 users
- Included Escrow Implementation & Annual License charges
- Included Tech Resource Bundle - Gold, a bundle of custom development hours billed at a discount rate
- Included Onsite Training
 - Bullets 2-4 are all optional but highly recommended

Let me know if I can help further, cheers!

MICHAEL MCFANN

Director of Project Management - CemSites

Office: 724-906-4443

Website: www.cemsites.com

Address: 3358 Pittsburgh Road, Perryopolis, PA 15473

Social: [LinkedIn](#)

The content of this email is confidential and intended for the recipient specified in the message only. It is strictly forbidden to share any part of this message with any third party, without the written consent of the sender. If you received this message by mistake, please reply to this message and follow with its deletion, so that we can ensure such a mistake does not occur in the future.

On Mon, Jul 13, 2020 at 1:03 PM Laurie Platkin <LPlatkin@fortlauderdale.gov> wrote:

**SECTION VI – COST PROPOSAL PAGE - 12344-805-C19 - Cemetery Management
Software - BAFO**

PROPOSER'S NAME: Site Industries LLC. dba CemSites

Proposer agrees to supply the products and services at the prices bid below in accordance with the terms, conditions and specifications contained in this RFP.

#	Item Description	Qty.	U/M	Unit Price	Extension
Conversion/Migration:					
1	Annual Enterprise Software License Cost (10-15 users) -	1	Lump Sum	\$ 47,904.00	\$47,904.00
2	One-time Implementation Fee (including Training,	1	Lump Sum	\$ 88,000.00	\$ 88,000.00
3	Annual Software Maintenance Cost (fixed	1	Lump Sum	0.00 (Included)	\$ -
4	Data Conversion/Migration from previous software solution	1	Lump Sum	\$ 8,000.00	\$ 8,000.00
5	Escrow Services for Software	1	Lump Sum	\$ 2,000.00	\$ 2,000.00
6	Ongoing Client Data Back-Up	1	Lump Sum	0.000 (Included)	\$ -
SUB-TOTAL					\$ 145,904.00
Additional Items:					
7	Cost of Additional License	1	Each	\$ 3,960.00	\$ 3,960.00
8	Optional - Escrow - Annual License	1	Each	\$1,200.00	\$1,200.00
9	Tech Resource Bundle - Gold	1	Each	\$ 5,750.00	\$ 5,750.00
10	Optional - Onsite Training - Included one trainier for three (3) full eight (8) hour days	1	Each	\$ 6,000.00	\$ 6,000.00
TOTAL					\$ 162,814.00

Submitted By:

Michael McFann

Name (Printed)

7/13/2020

Date

Site Industries LLC.

Company Name: (Legal Registration)



Signature

Director of Project Management

Title

7/13/2020

Date



CEMSITES
 3358 Pittsburgh Road
 Perryopolis, Pennsylvania 15473
 (877) 783-9626

PRODUCT	QUANTITY	PRICE	TOTAL
Secure CRM <i>Completely customizable cloud cemetery records management software powered by our FlexCore framework. It is user-friendly and intuitive while maintaining robust computing and advanced searching options effectively automate your workflow process.</i>	1	\$22,400.00	\$22,400.00
Obstruction Manager <i>Layered maps that mark the locations of trees, benches, buildings, rocks and other obstructions in relation to graves. Up to 32 hours allocated, additional time spent billed at \$150.00 per hour.</i>	1	\$6,400.00	\$6,400.00
Map Printing <i>Search and print cemetery maps by section, lot and grave level to use as a reference tool for both visitors and grounds crew. Up to 64 hours allocated, additional time spent billed at \$150.00 per hour.</i>	1	\$12,800.00	\$12,800.00
Visual Lot Viewer <i>Visually connect burial, grave, owner and marker information with its physical location. Most consistent lot configuration setup globally. Includes Quick Add w/ Drag & Drop. Up to 24 hours allocated, additional time spent billed at \$150.00 per hour.</i>	1	\$4,800.00	\$4,800.00
AR Finance Module <i>Streamline your cemetery's entire receivables process. Includes a standard template contract, invoice, billing statement & receipt. Up to 60 hours allocated, additional time spent billed at \$150.00 per hour.</i>	1	\$12,000.00	\$12,000.00
AR Financial Integration - Custom <i>An Import/Export AR Financial Integration with (Lawson) Note: A comprehensive integration review will commence during discovery. Up to 36 hours are allocated for this integration, additional time spent will be billable at \$150.00 per hour.</i>	1	\$7,200.00	\$7,200.00
Custom Document <i>Custom Document. Up to 8 hours allocated, additional time spent billed at \$150.00 per hour.</i>	5	\$1,600.00	\$8,000.00

PRODUCT	QUANTITY	PRICE	TOTAL
Website Integration <i>One page integration seamlessly emulating existing website. Includes Walk-To-Site, Records Search, Upcoming Burials & Recent Interments. Up to 18 design hours allocated, additional time spent will be billable at \$150.00 per hour.</i>	1	\$3,600.00	\$3,600.00
KeepSafe Memorials <i>Preserve heritage by selling online pages to which clients can add information about both living and deceased loved ones. Up to 14 hours allocated, additional time spent billed at \$150.00 per hour.</i>	1	\$2,800.00	\$2,800.00
Mapping - Grave Level <i>Allows cemeteries to plot, display and review burial inventory at the grave level. Up to 40 hours allocated, additional time spent billed at \$150.00 per hour.</i>	1	\$8,000.00	\$8,000.00
TOTAL			\$88,000.00



CEMSITES
3358 Pittsburgh Road
Perryopolis, Pennsylvania 15473
(877) 783-9626

PRODUCT	QUANTITY	PRICE	TOTAL
Tech Resource Bundle - Bronze <i>10 hour bundle pack billed at \$125.00 per hour.</i>	1	\$1,250.00	\$1,250.00
Tech Resource Bundle - Silver <i>25 hour bundle pack billed at \$120.00 per hour.</i>	1	\$3,000.00	\$3,000.00
Tech Resource Bundle - Gold <i>50 hour bundle pack billed at \$115.00 per hour.</i>	1	\$5,750.00	\$5,750.00
Tech Resource Bundle - Enterprise <i>100 hour bundle pack billed at \$110.00 per hour.</i>	1	\$11,000.00	\$11,000.00

12344-805-C19 - CONTRACT PRICING ALL THREE TERMS

YEAR 1 - Software Solution and Data Conversion/Migration		Qty.	U/M	Unit Price	Extension
1	Annual Enterprise Software License Cost (15-users) - Modules to Include Track and Manage Multiple Cemeteries; Accounting; Track & Manage Accounts Receivable; Audit Trail Tracking; Customization: (1) Between Modules, (2) of Security Group Tiers, (3) of Management Dashboard; Report and Query Generation; Cemetery Mapping; Sales and Tracking Lot Sales; Document Creation; Mobile Technology Support; Scheduling; Interments/Events; Tracking Assigned Staff and Maintenance	1	Year	\$ 47,904.00	\$ 47,904.00
2	One-time Implementation Fee (including Training, Travel etc.) - Breakdown Attached	1	Lump Sum	\$ 88,000.00	\$ 88,000.00
3	Annual Software Maintenance Cost (fixed price for term)	1	Lump Sum	Included	Included
4	One-time Data Conversion/Migration from previous software solution	1	Lump Sum	\$ 8,000.00	\$ 8,000.00
5	Escrow Services for Software	1	Lump Sum	\$ 2,000.00	\$ 2,000.00
6	Ongoing Client Data Back-Up	1	Lump Sum	Included	Included
7	Tech Resource Bundle - Enterprise - (100 hour bundle)	1	Each	\$ 11,000.00	\$ 11,000.00
8	Optional On-Site Training- Includes One (1) Trainer for three (3) full eight (8) hour days.	1	Each	\$ 6,000.00	\$ 6,000.00
				TOTAL	\$ 162,904.00
YEAR 2		Qty.	U/M	Unit Price	Extension
9	Annual Enterprise Software License Cost (15-users) Years 2-5	1	Year	\$ 47,904.00	\$ 47,904.00
10	Optional - Escrow - Annual License - Years 2-5	1	Year	\$ 1,200.00	\$ 1,200.00
				TOTAL	\$ 49,104.00
YEAR 3		Qty.	U/M	Unit Price	Extension
11	Annual Enterprise Software License Cost (15-users) Years 2-5	1	Year	\$ 47,904.00	\$ 47,904.00
12	Optional - Escrow - Annual License - Years 2-5	1	Year	\$ 1,200.00	\$ 1,200.00
				TOTAL	\$ 49,104.00
YEAR 4		Qty.	U/M	Unit Price	Extension
13	Annual Enterprise Software License Cost (15-users) Years 2-5	1	Year	\$ 47,904.00	\$ 47,904.00
14	Optional - Escrow - Annual License - Years 2-5	1	Year	\$ 1,200.00	\$ 1,200.00
				TOTAL	\$ 49,104.00
YEAR 5		Qty.	U/M	Unit Price	Extension
15	Annual Enterprise Software License Cost (15-users) Years 2-5	1	Year	\$ 47,904.00	\$ 47,904.00
16	Optional - Escrow - Annual License - Years 2-5	1	Year	\$ 1,200.00	\$ 1,200.00
				TOTAL	\$ 49,104.00
1ST TERM GRAND TOTAL					\$ 359,320.00

12344-805-C19 - CONTRACT PRICING ALL THREE TERMS

YEAR 6		Qty.	U/M	Unit Price	Extension
13	Annual Enterprise Software License Cost (15-users) Years 2-5	1	Year	\$ 47,904.00	\$ 47,904.00
14	Optional - Escrow - Annual License - Years 2-5	1	Year	\$ 1,200.00	\$ 1,200.00
				TOTAL	\$ 49,104.00

YEAR 7		Qty.	U/M	Unit Price	Extension
15	Annual Enterprise Software License Cost (15-users) Years 2-5	1	Year	\$ 47,904.00	\$ 47,904.00
16	Optional - Escrow - Annual License - Years 2-5	1	Year	\$ 1,200.00	\$ 1,200.00
				TOTAL	\$ 49,104.00

2ND TERM GRAND TOTAL	\$ 98,208.00
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YEAR 8		Qty.	U/M	Unit Price	Extension
13	Annual Enterprise Software License Cost (15-users) Years 2-5	1	Year	\$ 47,904.00	\$ 47,904.00
14	Optional - Escrow - Annual License - Years 2-5	1	Year	\$ 1,200.00	\$ 1,200.00
				TOTAL	\$ 49,104.00

YEAR 9		Qty.	U/M	Unit Price	Extension
15	Annual Enterprise Software License Cost (15-users) Years 2-5	1	Year	\$ 47,904.00	\$ 47,904.00
16	Optional - Escrow - Annual License - Years 2-5	1	Year	\$ 1,200.00	\$ 1,200.00
				TOTAL	\$ 49,104.00

3RD TERM GRAND TOTAL	\$ 98,208.00
-----------------------------	---------------------