



Revised Proposal
Manitowoc, WI - City of
1/5/2021
Add On BP

Manitowoc, WI - City of - SaaS Cloud Migration



Dear Steve,

I have attached the draft contract for review, and included the pricing over 5 years. Please let me know if you have any questions.

Thank you,

Nicole

Product Pricing

Item Name	Rate	Quantity	Net Price
Springbrook Accounts Receivable Subscription	\$13,698.00	1	\$13,698.00
Springbrook Cash Receipts Subscription	\$8,394.00	1	\$8,394.00
Springbrook Cloud Database Backup Subscription	\$1,950.00	1	\$1,950.00
Springbrook Code and Contact Management Subscription	\$5,699.00	1	\$5,699.00
Springbrook Finance Suite Subscription	\$24,517.00	1	\$24,517.00
Springbrook Fixed Assets Subscription	\$5,256.00	1	\$5,256.00
Springbrook Human Resources Management Subscription	\$4,500.00	1	\$4,500.00
Springbrook Licenses and Permits Subscription	\$5,256.00	1	\$5,256.00
Springbrook Payroll Subscription	\$15,500.00	1	\$15,500.00
Springbrook Project Management Subscription	\$6,508.00	1	\$6,508.00
Springbrook Special Assessments Subscription	\$4,256.00	1	\$4,256.00
Springbrook Work Orders Subscription	\$7,340.00	1	\$7,340.00
Springbrook Building Permits Subscription	\$5,256.00	1	\$5,256.00
Products Total Net Price			\$108,130.00

Special One Time Pricing 2020	Product Total Price	Discount %	One Time Pricing
Year 1	\$108,130	-35%	\$70,285
Year 2	\$113,537	-25%	\$85,153
Year 3	\$119,213	-15%	\$101,331
Year 4	\$125,174	-15%	\$106,398
Year 5	\$131,433	-15%	\$111,718

Note: List Price assumes 5% year-over-year increase

Estimated Professional Services Pricing

Item Name	Rate	Description	Quantity	Discount %	Net Price
Springbrook SaaS Migration Professional Services	\$179.00	Cloud Migration Services	80	72.07%	\$4,000.00
Springbrook Module Add On Professional Services	\$179.00	Building Permits Implementation	27	0%	\$4,833.00
				Discount	72.07%
Estimated Professional Services Total Net Price					\$8,833.00



Grand Total Year 1:	\$79,118.00
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Order Detail

General Information	
Customer Name:	Manitowoc, WI - City of
Customer Contact:	Steve Corbeille
Customer Address:	900 Quay Street, Manitowoc, Wisconsin, United States, 54220-4543
Governing Agreement(s):	This Order Form is governed by the applicable terms found at: MSA: https://sprbrk.box.com/v/sprbrk-saas-terms MLA: https://sprbrk.app.box.com/v/sprbrk-onpremise-terms Professional Services: https://sprbrk.app.box.com/v/sprbrk-svcs-terms
Term(s):	5 year

Order Terms	
Items Ordered	Order Start Date
Professional Services Orders	Date of the last signature on the Order Form
Software Licenses, Subscriptions, Maintenance and Hosting (New)	The earlier of a) date of delivery** of software or log-in to hosted software to Customer or b) 60 days after last signature on the Order Form
Software Licenses, Subscriptions, Maintenance and Hosting (Renewal)	The day after expiration of your last order of the same product
Special Order Terms	None

**The date of delivery of software to the Customer is the date the software is made available to the customer, either by delivery of software or delivery of first log-in to a hosted environment, which may be either a test or production environment. This date of delivery is frequently earlier than the dates professional services are completed, the Customer completes user acceptance testing, the Customer distributes additional log-ins to end users, and the Customer go-live in a production environment.

Order Duration

The Order Duration is defined as follows:

- Any Software Licenses or Hardware are one-time, non-refundable purchases.
- Subscriptions, Maintenance, Hosting and Support (“Recurring Services”) continue from the Order Start Date through the term listed in this Order Form.
- Orders for Recurring Services auto-renew unless the Customer or Springbrook provides a written notice of non-renewal at least sixty (60) days’ before the end of the Order Term
- Subscription Service fees and any other recurring fees will be subject to an automatic increase by not more than five percent (5%)

Invoice Timing and Delivery

Invoices are delivered electronically via e-mail to the billing contact on file for the Customer. Customer invoices are issued for the full amount of software and services purchased as follows:

Items Ordered	Invoice Timing
Professional Services Orders	Monthly for services in the prior month*
Software Licenses and Hardware	Customer signature on Order Form
Subscriptions, Maintenance and Hosting (New)	Customer signature on Order Form
Software Licenses, Subscriptions, Maintenance and Hosting (Renewal)	60 days in advance of the Order Start Date
CivicPay Transactions	Monthly for transactions in the prior month

*Professional Services pricing is based on expected hours using Springbrook’s standard implementation methodology. Actual hours and billings may vary from this estimate. Please note that only when project costs exceed \$5,000 of this estimate, a signed change order will be required to continue work – changes under \$5,000 will continue to be delivered and billed accordingly.

Special Order Terms	
Special Order Terms	None
In the event of an inconsistency between this Order Form, any governing agreement, purchase order, or invoice, the Order Form shall govern as it pertains to this transaction.	



Payment Terms	
Payment Terms	Net 30
Special Invoicing Terms	None
Billing Contact	Steve Corbeille
Billing Email	scorbeille@manitowoc.org
If the Customer requires a PO number on invoices, Customer must provide Springbrook with the PO number and a copy of the PO prior to invoice issuance. If a PO number is not provided prior to the invoice issuance date, invoices issued on this Order Form will be valid without a PO reference.	
PO# (If required):	

As Buyer, by signing you agree to the terms and conditions as set forth in this agreement.

Agency Representative

BUYER SIGNATURE

BUYER SIGNATURE DATE

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As Seller, by signing you agree to the terms and conditions as set forth in this agreement.

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Springbrook Representative

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SELLER SIGNATURE

SELLER SIGNATURE DATE