

**Proposal for:**  
**Augusta Township, Washtenaw County, MI**  
**June 03, 2026**  
**Quoted by: Matthew James**

**Software and Services for BS&A Cloud Upgrade**



*Thank you for the opportunity to quote our software and services.*

*At BS&A, we are focused on delivering unparalleled service, solutions, support, and customer satisfaction. You'll see this in our literature, but it's not just a marketing strategy... it's a mindset deeply embedded in our DNA. Our goal is to provide such remarkable customer service that our customers feel compelled to remark about it.*

*We are extremely proud of the many long-term customer relationships we have built. Our success is directly correlated with putting the customer first and consistently choosing to **listen**. Delivering unparalleled customer service is the foundation of our company.*

## Cost Summary

Software is licensed for use only by municipality identified on the cover page. If used for additional entities or agencies, please contact BS&A for appropriate pricing. Prices subject to change if the actual count is significantly different than the estimated count. Module fees are charged annually and include unlimited support.

### Upgrade - Cloud Modules – Annual Fee

<b>Financial Management</b>	
GL-General Ledger	\$3,680.00
AP-Account Payable	\$3,000.00
CR-Cash Receipting	\$3,335.00
Total	\$10,015.00
<b>Property</b>	
ASG-Assessing	\$6,485.00
TX-Tax	\$4,575.00
DPP-Delinquent Personal Property	\$1,255.00
SPAS-Special Assessments	\$2,330.00
Total	\$14,645.00
<b>Utility Billing</b>	
UB-Utility Billing	\$2,610.00
Total	\$2,610.00
<b>Subtotal</b>	<b>\$27,270.00</b>

### New Purchase - Cloud Modules - Annual Fee

<b>Community Development</b>	
BD-Building Department	\$5,135.00
Total	\$5,135.00
<b>Subtotal</b>	<b>\$5,135.00</b>

## Data Conversions/Database Setup

BD-Conversion Cloud Permit	\$7,280.00
Setup of Permit and Enforcement Types, Fee Schedules, Permit and Enforcement History for up to 5 years	
<b>Total</b>	<b>\$7,280.00</b>

## Upgrade Implementation

### Services include:

- Management of your upgrade by our dedicated upgrade team for a smooth shift from .NET to BS&A Cloud
- Assigned project coordinator works with you to create a project schedule aligned with your processes and needs
- How-to guides and select reference videos provided for your users to become familiar with relevant Cloud processes prior to your go-live.
- Preliminary conversion and validation performed by the Upgrade Team, validating data, balances, configurations, and related settings prior to your live upgrade.
- Final data extraction, upgrade and validation for your BS&A Cloud go-live.
- Module-specific data validation performed by domain experts in the dedicated Upgrade Team.
- Testing and implementation of existing customizations prior to go-live, preserving functionality and ensuring critical components are converted.
- Migration of key custom reports, enabling continuity in reporting for your municipality from .NET to Cloud.
- Automated configuration of users and security roles based on your prior setup in .NET.
- Conversion of approval workflows based on role-specific security, maintaining established processes.
- Training for all primary users on global functions of BS&A Cloud, such as navigation, searching, and reporting.
- Module-specific training for users of your municipality in their primary daily activities in BS&A Cloud.
- As applicable, configuration of existing hardware (barcode scanners, etc) for seamless integration with BS&A Cloud.
- As needed, transition from .NET Online Payments to cloud architecture configuration for uninterrupted payment processing.
- Prioritized support by the dedicated Upgrade Team for two weeks following your go-live, leveraging BS&A's best in class support system for case visibility and seamless transition to BS&A Customer Support following the hypercare period.

**\$32,000.00**

## New Module Project Management and Implementation Planning

### Services include:

- Analyzing customer processes to ensure all critical components are addressed.
- Creating and managing the project schedule in accordance with the customer's existing processes and needs.
- Planning and scheduling training around any planned process changes included in the project plan.
- Modifying the project schedule as needed to accommodate any changes to the scope and requirements of the project that are discovered.
- Providing a central contact between the customer's project leaders, developers, trainers, IT staff, conversion staff, and other resources required throughout the transition period.
- Installing the software and providing IT consultation for network, server, and workstation configuration and requirements.
- Reviewing and addressing the specifications for needed customizations to meet customer needs (when applicable).

**Total** **\$7,965.00**

## New Module Implementation and Training

- \$1,225/day
- Days quoted are estimates; you are billed for actual days used
- Training days quoted/billed in full day increments only

### Services include:

- Setting up users and user security rights for each application
- Performing final process and procedure review
- Configuring custom settings in each application to fit the needs of the customer
- Setting up application integration and workflow methods
- Onsite verification of converted data for balancing and auditing purposes
- Training and Go-Live

### Setup Days

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ITS Setup - CD	Setup Days: 2	\$2,450.00
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Total Setup Days: 2	Subtotal: \$2,450.00
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### Implementation and Training Days

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ITS Training - CD	Training Days: 8	\$9,800.00
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Total Training Days: 8	Subtotal: \$9,800.00
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<b>Total Days: 10</b>	<b>Total: \$12,250.00</b>
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## Cost Totals

Upgrade Modules – <i>Annual Fee</i>	Subtotal	\$27,270.00
Cloud New Purchase – <i>Annual Fee</i>	Subtotal	\$5,135.00
Data Conversions/Database Setup	Subtotal	\$7,280.00
Upgrade Implementation	Subtotal	\$32,000.00
Project Management and Implementation Planning	Subtotal	\$7,965.00
Implementation and Training	Subtotal	\$12,250.00

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**Total Proposed** **\$91,900.00**

**The final invoice will reflect actual expenses following the completion of training activities based on the guidelines described below.**

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\$160/\$185/\$225 per day hotel, varies by state  
\$90 per day car rental  
\$70 per day meals  
\$730 per trip airfare/related expenses  
\$0.725/mile round trip for drive distance

### Payment Schedule

1<sup>st</sup> Payment: **\$31,245** to be invoiced upon execution of this agreement.  
2<sup>nd</sup> Payment: **\$27,270** to be invoiced upon the subscription start date for upgrade modules.  
3<sup>rd</sup> Payment: **\$16,000** to be invoiced upon completion of upgrade implementation.  
4<sup>th</sup> Payment: **\$5,135** to be invoiced upon the subscription start date of new modules.  
5<sup>th</sup> Payment: **\$12,250** to be invoiced upon completion of new module training.

# Addendum

## Conversion Scope Definition

The successful conversion of data from a customer's legacy system(s) is contingent upon the Customer's ability to provide complete and accurate data exports. When possible, BS&A will assist with or perform the data extraction from the Customer's legacy system(s). To complete this project successfully, the Customer shall:

- Provide access to all required data exports from legacy systems in a mutually agreed-upon format and according to the project timeline.
- Ensure the completeness and accuracy of all exported data.
- Provide documentation regarding data structures, relationships, and business rules associated with the legacy data.
- Designate a knowledgeable representative familiar with the legacy system to address questions or issues that may arise during the conversion process.

BS&A's ability to complete the data conversion is dependent upon the fulfillment of these Customer responsibilities.

In addition:

- The scope of this conversion is based on the information provided by the customer regarding their legacy system(s). If additional data sources are introduced or if the scope of the legacy system(s) changes, this may result in additional charge or changes to the project schedules.
- The following outlines the data points that can be converted into BS&A. Any data point that is not used or not available in the legacy system will not be included in the conversion process.

## Community Development Suite

### Community Development

- Property/Parcel
- Contractors
- Permit
  - Inspections/Fees
  - Reviews
- Enforcements
  - Violations/Inspections/Fees
- Certificates/Fees
- Bonds/Escrows
- Occupancy Certificates
- PZE Processes
  - Reviews