



915 E 1st St, Los Angeles, CA 90012

September 12, 2017

Mr. David Kuhn, IT Business Services Manager
City of Olympia, City Hall
601 4th Avenue East
Olympia, WA 98501

Dear Mr. Kuhn:

I enclose the eCourt, eProbation, eProsecutor and eDefender pricing overview for your review. As discussed over the phone, you will use the cloud – Amazon Web Services or Microsoft Azure – so you don't have to worry about the overhead of managing hardware. Additionally, each system is configured and setup independently to provide for a separation of sensitive data and security but integrated to facilitate efficiency.

Thus, we can get started on eProbation as soon as you are able. There are no upfront, one-time license fees or implementation progress payments. The annual license and maintenance fees and the professional service fees to date are due just before each rollout.

As with all of our case management systems, eProbation starts from a highly capable baseline configuration. We simply need to tweak screens and data elements to meet your specific needs, making the configuration move quickly. Your staff will be involved in every phase of the project.

Additionally, we have configured probation data elements to be tracked for the functional family therapy and evidence based programs that the New York Foundling Organization is helping to rollout throughout the State of Washington. This will put the City of Olympia in the forefront of the evidence-based-practices being applied in the state.

Call me if you need additional information. I look forward to working with you on this project.

Sincerely,

Riley Miles
Journal Technologies
(877) 587-8927 ext. 4607

Pricing Overview

	<u>One-Time Cost</u> <i>(in thousands)</i>	<u>Annual License and Maintenance Fees</u>
Professional services, including expenses Implementation services for eCourt, eProsecutor, eDefender, eProbation	\$ 275	
Licenses, maintenance, upgrades and support	<u>\$ 275</u>	<u>\$ 60</u>
Hosting fees		<u>\$ 40</u>

Notes

Since governments normally have limited capital budgets, we lease our systems so that our clients are not confronted with large initial capital investments. We have found that this model allows the court to plan for growth in a cost conscious way and provides reinforcement and incentives in a “succeed-or-lose” environment for us to provide high-quality products and continuing services to our clients. For a highly service-oriented software agreement, the court/agency pays an annual fee. These costs include licenses, maintenance, updates, upgrades and routine support. This approach also spreads costs over the life of the project. The continuing licenses are subject to the payment of the annual fees. *Because we lease eCourt, eProbation, eProsecutor and eDefender, it is under continuous warranty.*

There are no upfront, one-time license fees or implementation progress payments. The annual license and maintenance fees and the professional service fees to date are due just before each rollout. We have not provided for any conversions or interfaces.

We will include licenses for 13 court, 5 probation, 5 prosecutor, 3 public defender users and additional user licenses for unlimited use of the Public Portal. If the number of users increases, the annual fees, including an annual CPI adjustment, will be adjusted. (The proposed annual fees are significantly below our minimum for these four products. Your organizational structure is unique, and we want to encourage that cooperation.)

Training will be integrated into all facets of configuration and implementation. Training begins day one. We have an unlimited budget for implementation training; we will train until you want no more.

There are no software escrow fees, if you use our Software Escrow Agreement.

We have prepared our proposal on the assumption that the City is hereby exempt from federal excise taxes and is not subject to any Washington or other local sales or use taxes.

The annual license and maintenance fees include licenses, updates, upgrades and routine support. Non-routine projects will be done pursuant to a Statement of Work using an agreed upon hourly rate plus expenses. The current rate is \$175/hr. However, because the systems are configurable, the IT department and power users will be able to make most changes.