

Town of Fort Frances, ON

Summary of Software & Professional Service

Total Concurrent Users - 15 (8 Full Access, 7 Limited Access)

Capital Outlay - Core Financial Modules	Software	Services	Total
Foundation Layer (15 concurrent users)	\$48,667	\$30,975	\$79,642
General Ledger with Bank Reconciliation	Included	Included	Included
Management Financial Reporter (unlimited users)	Included	Included	Included
Excel Based Budgeting	Included	Included	Included
Accounts Payables with EFT	Included	Included	Included
Accounts Receivables with Invoicing	Included	Included	Included
Payroll	Included	Included	Included
Diamond Utility Billing	Included	Included	Included
Diamond Property Taxation	Included	Included	Included
Diamond Cash Control and Receipts	Included	Included	Included
Additional a la Carte Items			
SmartList Builder (Query Tool)	\$2,000	\$1,050	\$3,050
Inventory (with Data Conversion)	Included	\$4,200	\$4,200
Fixed Assets	Included	\$3,150	\$3,150
Accounts Receivable Data Conversion	Included	\$2,100	\$2,100
Payroll Data Conversion	Included	\$2,100	\$2,100
Accounts Payable Data Conversion	Included	\$2,100	\$2,100
GRAND TOTAL PROJECT	\$50,667	\$45,675	\$96,342

Operational Items	Amount
Annual Software Maintenance and Project Support	\$14,187
Contingency for Travel (One Week at Go-Live)	\$2,400
Total Operational Items	\$16,587

Town of Fort Frances, ON

Summary of Software & Professional Service

Total Concurrent Users - 15 (8 Full Access, 7 Limited Access)

Additional Items (June 30, 2016)	Software	Services	Total	Operational (Annual Costs)
eSend (5000 pieces annually)	\$4,000	\$1,050	\$5,050	\$1,120
Virtual Town Hall - Full Bundle	\$5,000	\$5,250	\$10,250	\$5,000
Asset/Equipment Usage and Costing	\$0	\$2,100	\$2,100	\$1,400
Employee Self Service (based on 200 employees)	\$0	\$2,100	\$2,100	\$3,500
Time Clock and Advanced Tracker Integration	Included	\$1,050	\$1,050	\$0
TOTAL ADDITIONAL ITEMS	\$9,000	\$11,550	\$20,550	

Comments
<p>eSend gives you the power of email and eBilling right from the Diamond solution with full audit. You can now send these documents directly via email:</p> <ul style="list-style-type: none"> - Utility Bills and Utility Arrears Letters - Property Tax Notices and Property Tax Arrears Letters - Tax Statements - Pre-authorized Payment Letters for Property Tax - Cash Receipts and PAP withdrawal notification/receipt - More coming soon (pet and business license notice, permits, sundry AR invoices)
<p>Virtual Town Hall provides a full citizen self-service portal for inquiry, payment (credit or debit) and more (as per the demo). It can be implemented during along with other modules right away or at any later date. As a special introductory offer, Diamond is pleased to offer the entire Virtual Town Hall bundle for \$5,000 (a \$25,000 value) and give you until June 30, 2017 as price protection.</p> <p>If you wish to use Paymentus as an initial step, Diamond has integrated with Paymentus as well and only minor configuration is required for that integration with no special modules or licensing costs.</p>
<p>Asset/Equipment usage and costing (as demonstrated during the demo) has been offered as an initial offer with system purchase at no additional cost (we have noted the service fees to configure and the annual maintenance fees only) as it seems to be a fundamental component of your current offering.</p>
<p>Employee self-service allows users a web-based platform to enter time, project and equipment information (as demonstrated) and a portal to deliver additional employee self-service functions. This is sold on an annual subscription basis.</p>
<p>Time Clock/Advance Tracker - this is subject to discussion as to the final process and methods chosen (something we will happily discuss with you during project scoping). We have suggested one day of services here if you wish to keep your existing time clock and/or advance tracker solutions and need to integrate data to payroll.</p>

R.F.P. No. 16-AD-01 Summary

Supplier	Asyst	Keystone	Diamond	Diamond	Vadium	TownSuites
Core Modules	\$ 61,840.00	\$ 66,415.00	\$ 133,142.00	\$ 98,742.00	\$ 71,525.00	\$ 99,375.00
Annual Maintenance/Support	\$ 15,540.00	\$ 13,845.00	\$ 23,819.00	\$ 14,187.00	\$ 15,050.00	\$ 56,475.00
Sub-Total	\$ 77,380.00	\$ 80,260.00	\$ 156,961.00	\$ 112,929.00	\$ 86,575.00	\$ 155,850.00
Capital Cost (Net of HST Rebate)	\$ 62,928.38	\$ 67,583.90	\$ 135,485.30	\$ 100,479.86	\$ 72,783.84	\$ 101,124.00
Additional Modules	\$ 570.00	\$ 570.00	\$ 26,700.00	\$ 26,700.00	\$ 12,058.00	\$ 74,175.00
Annual Maintenance/Support	\$ 575.00	\$ 1,005.00	\$ 3,360.00	\$ 3,360.00	\$ 2,415.00	\$ 39,300.00
Sub-Total	\$ 1,145.00	\$ 1,575.00	\$ 30,060.00	\$ 30,060.00	\$ 14,473.00	\$ 113,475.00
HST	\$ 10,208.25	\$ 10,638.55	\$ 24,312.73	\$ 18,588.57	\$ 13,136.24	\$ 35,012.25
TOTAL	\$ 88,733.25	\$ 92,473.55	\$ 211,333.73	\$ 161,577.57	\$ 114,184.24	\$ 304,337.25
Administrator Licences	35					
Concurrent Users		35	35	15	20	

Note: USTI did not include Fixed Asset Module as the Town is currently using the Asyst Module
The Annual Maintenance/Support for Fixed Assets would have to be added on

4.2 Optional Items

MODULES	CONCURRENT USER\$**	LICENSE FEE (IDENTIFY FOR ADDITIONAL USERS)	IMPLEMENTATION COSTS	TRAINING			ANNUAL MAINTENANCE (SUPPORT ENHANCEMENTS)	DATA CONVERSION	OTHER	COST FOR SYSTEM	COMMENTS
				DAYS	TOTAL COST	ADDITIONAL TRAINING DAYS					
Animal Control	35	\$1000	\$1050	1	\$1050		\$280	None		\$3380	\$100
Business Licencing	35	\$1000	\$1050	1	\$1050		\$280	None		\$3380	\$100
Cemetery	35	\$1000	\$0	1	\$1050		\$280	None		\$2330	
Municipal Ticketing	35	\$3000	\$2100	1	\$1050		\$840	None		6990	
Recreation Management	TBD	TBD	TBD						TBD	\$1BD	Based on discovery and need
Land Management	35	\$4000	\$2100	1	\$1050		\$1120	None		\$8270	
Fleet Management	35	\$2000	\$2100	1	\$1050		\$560	None		\$5710	
Lottery Licencing	Not Available										
Building Maintenance	35	Part of Fleet									
Sub-TOTAL										\$30,060	
HST										\$	
										\$3,908	
TOTAL										\$33,968	

** Additional CONCURRENT users start at \$1500 per user (limited access) and \$3700 (full access).

CLIENT REFERENCES

Diamond specializes exclusively in local government and works with Microsoft to deliver comprehensive business management solutions that combine rich functionality, high adaptability and low total cost of ownership. Our mandate is to **“help the public sector achieve greater success”** through improved utilization of technology. To this end, Diamond has provided comprehensive project management, implementation, training and on-going support services to roughly **280 municipalities across Canada and one hundred in Ontario**. We understand trends in good governance and municipal business needs and optimize Microsoft technology to meet the specific needs of Canadian and Ontario municipalities.

A listing of municipalities that are utilizing Diamond’s integrated Microsoft Dynamics GP based solutions in Ontario is provided below along with specific reference sites and these can be contacted at the discretion of the Town of Fort Frances:

Adjala - Tosorontio, Township of
Alnwick - Haldimand, Township of
Assignack, Township of
Athens, Township of
Aylmer, Town of
Bancroft, Town of
Barrie, City of
Blue Mountains, Town of The
Bluewater, Municipality of
Bradford West Gwillimbury
Brant, County of
Brighton Municipality
Brock, Township of
Caledon, The Town of
Centre Wellington, Township of
Clarington, Municipality of
Cobourg, Town of
Collingwood, Town of
Cramahe, Township of
Deseronto, Town of
Douro-Dummer, Township of
Dufferin, County of
East Zorra-Tavistock, Township of
Eastern Ontario Health Unit
Elliot Lake, City of
Enniskillen, Township of
Essa, Township of
Essex, Town of
French River, Municipality of

Frontenac Islands, Township of
Frontenac, County of
Grey, County of
Halton Hills, Town of
Hamilton, Township of
Hastings, County of
Huron East, Municipality of
Huron, County of
Ingersoll, Town of
Innisfil, Town of
King, Township of
Kingsville, Town of
Lambton Shores, Municipality of
Lanark Highlands, Township of
Lanark, County of
Larder Lake, Town of
Leeds & Grenville, United County of
Lennox & Addington, County of
Middlesex, County of
Midland, Town of
Mississippi Mills, Town of
New Tecumseth, Town of
Niagara-on-the-Lake
Norfolk County
North Eastern Manitoulin and the Islands
North Kawartha, Township of
Norwich, Township of
Orangeville, Town of

Orillia, City of
Owen Sound, City of
Oxford, County of
Papineau-Cameron, Township of
Parry Sound, Town of
Pembroke, City of
Perth East, Township of
Perth, Town of
Peterborough, County of
Port Hope, Municipality of
Prescott Russell, United Counties of
Prince Edward, County of
Quinte West, The City of
Ramara, Township of
Renfrew, County of
Russell, Township of
Sault Ste Marie, City of
Scugog, Township of
Sioux Lookout, Municipality of

South Bruce Peninsula, Town of
South Frontenac, Township of
South Huron, Municipality of
South West Oxford, Township of
Springwater, Township of
St Thomas, City of
Stratford, City of
Strathroy-Caradoc, Township of
Tay Valley Township
Tay, Township of
Thames, Municipality of
Tillsonburg, Town of
Trent Hills, Municipality of
Uxbridge, Township of
Wasaga Beach, Town of
Wellington North, Township of
Whitchurch-Stouffville, Town of
Woodstock, City of
Zorra, Township of



July 5, 2016

Operations & Finance Committee
Town of Fort Frances
320 Portage Avenue
FORT FRANCES, Ontario
P9A 3P9

RE: Municipal Financial System Acquisition

Dear O&F Committee,

The Fort Frances Power Corporation (FFPC) fully supports the acquisition of Diamond Microsoft Dynamics as the Town of Fort Frances' Municipal Financial System. After reviewing all submitted proposals and attending the software demonstrations, we believe that this is the only solution that is able to meet the current and future needs of both the Town of Fort Frances and FFPC. We were very pleased to learn that almost twenty of the one-hundred municipalities utilizing this solution in Ontario, also own Local Distribution Companies.

The Fort Frances Power Corporation would be more than happy to contribute its fair share of the capital purchase and implementation costs.

Yours Truly,

Joerg Ruppentein

President & CEO