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November 3, 1998

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Dear Les:

I am happy to hear that Gainesville has decided to move ahead with the Legistar conversion project and per your request, I am forwarding the estimate cost tables and work order with this letter.

As we previously discussed, the prorated balance of the current support contract will be applied to the support cost of the new system. This will result in an estimated \$3000 to \$4000 credit depending on the implementation dates. Please also note that the cost tables include the printing costs for 24 user manuals. If you would prefer to print the needed manuals yourselves, we will provide one unbound master for you to use and this will save approximately \$800 from the estimate.

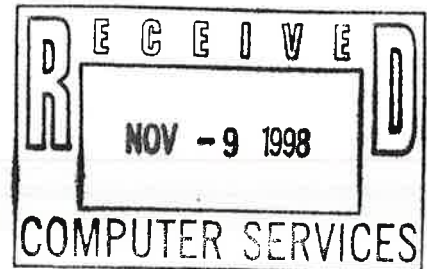
I have estimated about 40 hours for report and customization conversion and have applied a license trade-in discount and program hours discount. I also want to point out that the 5 days allocated for training are total man-days and may be broken up into half day combinations with help desk to optimize training delivery and application of learned skills.

Upon execution of the work order or issue of a City Purchase order, our project coordinator, Clare Budek, will contact you to begin planning and scheduling. If you have any questions, please feel free to contact me at (312) 559-0900.

Sincerely,



John Cichon  
General Manager



Producers of:

Legislator Management & Training System  
**LEGISTAR**

# Daystar<sup>®</sup> computer systems, inc.

## CLIENT WORK / PURCHASE ORDER

Client ID: 2173      Project ID: GAN110  
Phone: 352-334-5000      W/PO Date: 11/03/98  
Program: Legistar 3.5 to 4.0 Conversion

To: Les Auerbach, Computer Systems Analyst  
City of Gainesville  
222 E. University Avenue,  
Gainesville, FL 32601

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### DESCRIPTION OF PRODUCT OR SERVICE

The City of Gainesville instructs and authorizes Daystar to convert the existing 16-bit version 3.51 Legistar system to the 32-bit Legistar98 (4.0) version. The conversion project will be conducted in specific phases with associated amounts to be billed at the completion of each phase as indicated in the attached tables.

**Phase I:** Daystar will determine the specifications and planning elements involved in converting the City's existing 16bit Legistar v3.51 to the 32bit Legistar v4.0 system. Daystar will conduct an on-site Analysis Survey to review the current v3.51 Legistar report formats that the City is using and determine requirements for conversion of those formats as well as data conversion. Daystar will outline an implementation plan based on the results of the Analysis survey and communications with the City Clerk via phone, fax and email. This project will be concluded upon the delivery of a conversion implementation report to the City Clerk.

**Phase II:** Daystar will customize the v4.0 reports as needed and outlined in the Legistar Analysis Survey developed in Phase I. Daystar will install, integrate and test the converted reports into the Legistar v4.0 system. Daystar will convert the City's current Legistar v3.51 database tables and text files to the v4.0 database. Daystar will then integrate and test the converted data. This project will be concluded upon providing the Alpha version of the v4.0 system for review. After review by the City Clerk, any required adjustments will be noted and implemented in the final system.

**Phase III:** Daystar will install the customized version of Legistar v4.0 system on the City computer. Daystar will then deliver 5 days of combined user and administration training of the system. This training will focus on the new features and functions of the v4.0 Legistar system and those elements that differ in function or operation from Legistar v3.51. Daystar will also deliver 3 days of on-site help desk assistance to the City regarding the use of the system by the trained staff members. This project will be concluded after the delivery of both the training and help desk described above.

**Phase IV:** Daystar will provide hot-line support and assistance during a four week roll-out period during which the City will test the installed Legistar v4.0 system. Additionally Daystar will implement adjustments, fixes or workarounds for any system errors or problems that the City identifies during this four week performance period. The performance period will commence upon the installation of the completed system and will conclude four weeks later.

**Phase V:** 90 days after installation, the annual support period will commence and support payment due. Any remaining prorated amount from the current support contract will be applied against this payment as a credit.

**Expenses:** Estimated travel expenses as indicated in the attached tables will be directly billed as incurred and without mark-up.

Estimated Time: n/a hours @ \$/hour  
Anticipated Start Date: 01/01/99  
Reference:

Estimated Service Charge:	47,075.00	±20%
Cost of Products:	6,450.00	
Estimated Expenses:	4,430.00	

Daystar is authorized to proceed:

Estimated Total Cost: \$57,955.00

Client Signature: \_\_\_\_\_

Date: \_\_\_\_\_

**LEGISTAR SYSTEM PROPOSAL FOR THE  
CITY OF GAINESVILLE**

<b>PROJECT COSTS TABLES SUMMARY SHEET</b>		
<b>Cost Table Description</b>	<b>Total Charges</b>	<b>Annual Maintenance</b>
Table A - Application Software	\$35,150	\$5,250
Table B - Project Services & Options	\$25,665	\$1,200
Table C - Training Services	\$7,860	n/a
Product and Services Sub-Total:	<b>\$68,675</b>	<b>\$6,450</b>
Discounts - Special Discounts or Adjustments	(\$21,600)	\$0
<b>PRODUCT AND SERVICES TOTAL:</b>	<b>\$47,075</b>	<b>\$6,450</b>

<b>PHASE DELIVERY &amp; PAYMENT SHEET</b>		
<b>Phase Description</b>	<b>Percent Due</b>	<b>Amount Due</b>
Project Planning - Specifications and Implementation Plan	\$11,769	25%
Customization - Report & Program changes & Data table loading	\$18,830	40%
Installation & Training - On-site Installation & User Training	\$11,769	25%
4 Week Performance Period & Concurrent Operation	\$4,708	10%
Phase Delivery Sub-Total:	<b>\$47,075</b>	<b>100%</b>
Estimated Expenses (Billed as incurred)**	\$4,430	
Annual Maintenance Begins (90 days after installation)	\$6,450	
Sales, Use or other local taxes if applicable*		
<b>PROJECT DELIVERABLES, EXPENSES AND ANNUAL MAINTENANCE TOTALS:</b>	<b>\$57,955</b>	

The tables above represent a cost summary for the purchase of the Legistar system and related products and services. The PROJECT COSTS SUMMARY SHEET indicates the total costs as detailed on the supporting tables. The PHASE DELIVERY & PAYMENT SHEET breaks down the total project into a phased delivery and payment schedule with the amount due upon completion of each phase.

\* The cost estimates above do not include the Client's state or local taxes if applicable. If this transaction is subject to any such taxes then **TAXES CHARGED FOR THIS TRANSACTION ARE IN ADDITION TO THE ESTIMATES INDICATED ABOVE.**

Unless otherwise specified and added to the estimates total, the Client is responsible for payment of any State or local income taxes, sales, service or use taxes resulting from this transaction, beyond those taxes normally incurred by Daystar as a corporation in the State of Illinois.

If the Client is a tax exempt entity or this transaction is not subject to taxation, Daystar may require written proof of such exemption.

\*\* Where travel is required beyond 30 miles of Chicago, travel time is billed at 1/2 hourly rate for the actual time spent traveling. Expenses are estimates only and all reasonable out-of-pocket travel expenses will be billed to the client without markup. Daystar uses current full-fare coach costs, hotel rates, and government approved per diem to calculate this estimate and will work with the client to take advantage of allowable government rates and discounts for travel and lodging. If this proposal requires a fixed cost for expenses, then Daystar will calculate 150% of the estimate above for a fixed expense amount of **\$6,645.00**

**LEGISTAR SYSTEM COST TABLES FOR THE CITY OF GAINESVILLE**

<b>APPLICATION SOFTWARE</b>					<b>Table A</b>	
<b>Code Number</b>	<b>Description of Application or Product</b>	<b>Qty</b>	<b>Price per Unit</b>	<b>Total</b>	<b>Annual Maintenance</b>	
L301	Legistar for Windows v3.5 16bit Network Base/First User		11500			
L302	Legistar for Windows v3.5 16bit Additional Network User		350			
L310	Legistar for Windows v3.5 16bit Network Site Lic.		35000			
L401	Legistar v4.0 32bit Network Site Lic. 0-50k population		15000			
L402	Legistar v4.0 32bit Network Site Lic. 50-100k population		24000			
L403	Legistar v4.0 32bit Network Site Lic. 100-250k population	1	35000	35000	5250	
L404	Legistar v4.0 32bit Network Site Lic. 250-750k population		46000			
L405	Legistar v4.0 32bit Network Site Lic. 750-1.5m population		67000			
L406	Legistar v4.0 32bit Network Site Lic. 1.5m-3m population		89000			
L410	States, Provinces or Cities/Countries over 3m population		115000			
	MS-SQL/Server v6.5 NT Network Base Lic. w/media		1000			
	MS-SQL/Server v6.5 Open License per user (min 5)		225			
A101	AIMS - Archival & Imaging Management System Module (Single)		650			
R110	Legistar v4.0 Report Source Code Site License		3500			
C201	ConTrack Constituent Tracking Network Base/Single Seat		995			
C202	ConTrack v2.0 32bit Network Site Lic. 50-100k population		3500			
C203	ConTrack v2.0 32bit Network Site Lic. 100-250k population		5500			
C204	ConTrack v2.0 32bit Network Site Lic. 250-750k population		8500			
C205	ConTrack v2.0 32bit Network Site Lic. 750-1.5m population		10000			
C206	ConTrack v2.0 32bit Network Site Lic. 1.5m-3m population		12000			
C210	States, Provinces or Cities/Countries over 3m population		call			
	ISYS Full Text Search Single-User		435			
	ISYS Full Text Search 3-user LAN Pack		1100			
	ISYS Full Text Search 5-user LAN Pack		1800			
	ISYS Full Text Search 10-user LAN Pack		3500			
	ISYS WEB Server Site License w/ HTML support		7500			
	Crystal Reports Writer Pro - Single User		400			
	Crystal Reports Writer Pro - 5-user		1500			
	Crystal Reports Writer Pro 50-user		10000			
	Real-time Communications Software License	1	150	150	N/A	
<b>APPLICATION SOFTWARE TOTAL:</b>				<b>\$35,150</b>	<b>\$5,250</b>	

<b>SPECIAL SERVICES, DISCOUNTS OR ADJUSTMENTS</b>					<b>Discounts</b>	
<b>Code Number</b>	<b>Description of Application or Product</b>	<b>Qty</b>	<b>Price per Unit</b>	<b>Total</b>	<b>Annual Maintenance</b>	
	Contracts/License Format Acceptance Discount	1	-2000	-2000		N/A
	Software Source-Code License Escrow		300			
	Legistar Software License Trade-in Allowance (If Applicable)	1	-17500	-17500		
	Hourly Programming Contract Discount Rate: 20%	70	-30	-2100		
<b>SPECIAL SERVICES, DISCOUNTS OR ADJUSTMENTS TOTAL:</b>				<b>-\$21,600</b>		

PROJECT SERVICES & OPTIONS					Table B
Service Code	Service Description	Qty	Unit Price	Total	Annual Maintenance
	Basic On-Site Specification Analysis		4000		
	Extended On-Site Specification Analysis		7500		
	Comprehensive On-Site Specification Analysis		12000		
	Custom Software Integration & Installation (Daily)	2	750	1500	
	MS SQL/Server Installation (Daily)		750		
	Training Database On-Site Setup & Installation (Daily)	0.5	750	375	
	Customization and Standard Programming (Hourly)	40	150	6000	1200
	Customizations Testing and Integration	14	150	2100	
	Technical Assistance/Help Desk (Daily)	3	750	2250	
	Legislative Procedures Analysis (Daily)	2	1200	2400	
	Project Management (Daily)	9	960	8640	
	Custom Data Conversion (Daily)		750		
	Travel Hours Billed At Half Rate	32	75	2400	
	City Code Set-up for Full Text Search Indexed CD-Rom		4250		
	City Code Indexed CD-Rom (Qty 50)		1100		
	City Code Indexed CD-Rom (Qty 100)		960		
	City Code Indexed CD-Rom (Qty 200)		750		
	City Code Indexed CD-Rom (per piece)		500		
<b>PROJECT SERVICES &amp; OPTIONS TOTAL:</b>				25,665	1200

TRAINING SERVICES					Table C	
Training Code	Training Type Description	Trng Units	Max # of Students		Unit Price	Training Cost
			per Unit	Total		
	Legistar System Overview (1.5 Hours)		32		300	
	Legistar General User Training (3 Days)		8		3600	
	Legistar System Administrator Training (2 Days)		4		2400	
	ISYS Full Text Search User Training (2.5 Hours)		8		500	
	ISYS Full Text Search Administrator Training (1.5 Hours)		4		300	
	ConTrack System User Training (2 Hours)		8		400	
	ConTrack System Administrator Training (1.5 Hours)		4		300	
	General Product Training (Daily)	5			1200	6000
	Legistar User Training Manual	24			35	840
	Legistar System Administrator Training Manual	2			30	60
	ISYS User Training Manual				25	
	ISYS System Administrator Training Manual				20	
	Printed Legistar User Manual Set				95	
	Printed ConTrack User/Administration Manual				55	
This configuration requires training materials and course preparation time of		1	day at	960	per day	960
<b>TRAINING SERVICES TOTAL:</b>						\$7,860

ESTIMATED PROJECT TRAVEL EXPENSES & DIRECT COSTS				Table D
Expense Code	Expense Description	Qty	Unit Price	Total
	Round Trip Air Fare	4	500	2000
	Per Diem	13	30	390
	Hotel	12	150	1800
	Car Rental		50	
	Shuttle, Taxi & other local ground transportation	8	30	240
<b>ESTIMATED PROJECT TRAVEL EXPENSES &amp; DIRECT COSTS TOTAL*:</b>				\$4,430