

**IN THE COUNTY LEGISLATURE OF JACKSON COUNTY, MISSOURI**

**A RESOLUTION** authorizing an increase to the contract with VertiQ Software LLC, of Morgan Hill, CA, for the furnishing of programming changes to the software management system for use by the Jackson County Medical Examiner's Office, at an additional cost to the County not to exceed \$10,000.00.

**RESOLUTION #17295, May 24, 2010**

**INTRODUCED BY** Theresa Garza Ruiz, County Legislator

WHEREAS, by Resolution 17006, dated September 14, 2009, the legislature did award a contract for the furnishing of a software management system for use by the Jackson County Medical Examiner's Office to VertiQ Software LLC, of Morgan Hill, CA, under the terms and conditions of Request for Proposals No. 30-09, at a cost to the County not to exceed \$116,150.00; and,

WHEREAS, the Medical Examiner now recommends additional programming to the software management system at a cost to the County not to exceed \$10,000.00; and,

WHEREAS, the additional programming and increase in the contract is in the best interest of the health, welfare, and safety of the citizens of Jackson County; now therefore,

**BE IT RESOLVED** by the County Legislature of Jackson County, Missouri, that the increase to the contract with VertiQ Software LLC, of Morgan Hill, CA, in the amount of \$10,000.00, for the furnishing of programming changes to the software management

system for use by the Jackson County Medical Examiner's Office is hereby authorized, and that the Director of Finance and Purchasing be and is hereby authorized to execute for the County any documents necessary for the accomplishment of the increase, in a form to be approved by the County Counselor; and,

BE IT FURTHER RESOLVED that the Director of the Department of Finance and Purchasing is authorized to make all payments, including the increase and final payment on the contract.

Effective Date: This Resolution shall be effective immediately upon its passage by a majority of the Legislature.

APPROVED AS TO FORM:

Pamela Fellin  
Deputy/Assistant County Counselor

[Signature]  
Acting County Counselor

Certificate of Passage

I hereby certify that the attached resolution, Resolution #17295 of May 24, 2010, was duly passed on June 7, 2010 by the Jackson County Legislature. The votes thereon were as follows:

Yeas 7

Nays 0

Abstaining 0

Absent 2

6.7.10  
Date

[Signature]  
Mary Jo Spino, Clerk of Legislature

There is a balance otherwise unencumbered to the credit of the appropriation to which the expenditure is chargeable and there is a cash balance otherwise unencumbered in the treasury to the credit of the fund from which payment is to be made each sufficient to provide for the obligation herein authorized.

ACCOUNT NUMBER: 002 2001 56661  
ACCOUNT TITLE: Health Fund  
Medical Examiner's Office  
Software Purchases  
NOT TO EXCEED: \$10,000.00

May 20, 2010  
Date

[Signature]  
Director of Finance and Purchasing

# REQUEST FOR LEGISLATIVE ACTION

Completed by County Counselor's Office:

Res/Ord No.: 17295

Sponsor(s): Theresa Garza Ruiz

Date: May 24, 2010

<p><b>SUBJECT</b></p>	<p>Action Requested  <input checked="" type="checkbox"/> Resolution  <input type="checkbox"/> Ordinance</p> <p>Project/Title: <u>Authorizing an increase to a Contract awarded on Resolution No. 17006 for the furnishing of a Software Management System for use by the Jackson County Medical Examiner's Office to VertiQ Software LLC of Morgan Hill, CA under the Terms and Conditions of Request for Proposal No. 30-09 at a cost to the County not to exceed \$10,000.00.</u></p>										
<p><b>BUDGET INFORMATION</b>  <i>To be completed By Requesting Department and Finance</i></p>	<table border="1"> <tr> <td>Amount authorized by this legislation this fiscal year:</td> <td>\$10,000.00</td> </tr> <tr> <td>Amount previously authorized this fiscal year:</td> <td>\$</td> </tr> <tr> <td>Total amount authorized after this legislative action:</td> <td>\$126,150.00</td> </tr> <tr> <td>Amount budgeted for this item * (including transfers):</td> <td>\$</td> </tr> <tr> <td>Source of funding (name of fund) and account code number; 002-2001-56661</td> <td>Health Fund, Medical Examiner Software Purchases</td> </tr> </table> <p>* If account includes additional funds for other expenses, total budgeted in the account is: \$</p> <p><b>OTHER FINANCIAL INFORMATION:</b></p> <p><input type="checkbox"/> No budget impact (no fiscal note required)  <input type="checkbox"/> Term and Supply Contract (funds approved in the annual budget); estimated value and use of contract:  Department: Estimated Use: \$</p> <p>Prior Year Budget (if applicable):  Prior Year Actual Amount Spent (if applicable):</p>	Amount authorized by this legislation this fiscal year:	\$10,000.00	Amount previously authorized this fiscal year:	\$	Total amount authorized after this legislative action:	\$126,150.00	Amount budgeted for this item * (including transfers):	\$	Source of funding (name of fund) and account code number; 002-2001-56661	Health Fund, Medical Examiner Software Purchases
Amount authorized by this legislation this fiscal year:	\$10,000.00										
Amount previously authorized this fiscal year:	\$										
Total amount authorized after this legislative action:	\$126,150.00										
Amount budgeted for this item * (including transfers):	\$										
Source of funding (name of fund) and account code number; 002-2001-56661	Health Fund, Medical Examiner Software Purchases										
<p><b>PRIOR LEGISLATION</b></p>	<p>Prior ordinances and (date):</p> <p>Prior resolutions and (date): 17006, September 14, 2009</p>										
<p><b>CONTACT INFORMATION</b></p>	<p>RLA drafted by (name, title, &amp; phone): Barbara Casamento, Purchasing Supervisor, 881-3253</p>										
<p><b>REQUEST SUMMARY</b></p>	<p>The Medical Examiner's Office purchased a Software Management System last year for the office's recording and tracking of data. Since the installation of this new system, the Medical Examiner's Office has determined they need some additional changes to this system and needs to increase the original contract by \$10,000.00 to pay for programming changes.</p> <p>Resolution No. 17006 was passed on September 21, 2009 awarding a contract for the furnishing of a Software Management System for use by the Jackson County Medical Examiner's Office to VertiQ Software LLC of Morgan Hill, CA at a cost to the County of \$116,150.00 under the Terms and Conditions of Request for Proposal No. 30-09. The requested increase of \$10,000.00 would pay for programming changes.</p>										
<p><b>CLEARANCE</b></p>	<p><input type="checkbox"/> Tax Clearance Completed (Purchasing &amp; Department) N/A  <input type="checkbox"/> Business License Verified (Purchasing &amp; Department) N/A  <input checked="" type="checkbox"/> Chapter 6 Compliance - Affirmative Action/Prevailing Wage (County Auditor's Office)</p>										

ATTACHMENTS	A Memorandum from Ms. Denise Dobbins, Administrative Supervisor for the Medical Examiner's Office and Resolution No. 17006.	
REVIEW	Department Director: <i>Mary H. Dudley MD</i>	Date: <i>5/10/10.</i>
	Finance (Budget Approval): <i>If applicable</i> <i>Mary Gasman</i>	Date: <i>5/13/10</i>
	Division Manager: <i>[Signature]</i>	Date: <i>5/13/10</i>
	County Counselor's Office:	Date:


**Fiscal Note:**

This expenditure was included in the Annual Budget.

Date: May 13, 2010

RES # 17295

<u>Department / Division</u>	<u>Character/Description</u>	<u>Not to Exceed</u>
<b>Health Fund - 002</b>		
<u>2001 - Medical Examiner's Office</u>	<u>56661 - Software Purchases</u>	<u>10,000.00</u>
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Budgeting

Total 10,000.00

Fiscal Information (to be verified by Budget Office in Finance Department)

- This expenditure was included in the annual budget.
- Funds for this were encumbered from the \_\_\_\_\_ Fund in \_\_\_\_.
- There is a balance otherwise unencumbered to the credit of the appropriation to which the expenditure is chargeable and there is a cash balance otherwise unencumbered in the treasury to the credit of the fund from which payment is to be made each sufficient to provide for the obligation herein authorized.
- Funds sufficient for this expenditure will be/were appropriated by Ordinance #
- Funds sufficient for this appropriation are available from the source indicated below.

Account Number:	Account Title:	Amount Not to Exceed:
002-2001-Slate1	Software Purchases	10,000. <sup>00</sup>

- This award is made on a need basis and does not obligate Jackson County to pay any specific amount. The availability of funds for specific purchases will, of necessity, be determined as each using agency places its order.
- This legislative action does not impact the County financially and does not require Finance/Budget approval.



MARY H. DUDLEY, M.D.

JACKSON COUNTY MEDICAL EXAMINER

660 East Twenty Fourth Street  
Kansas City, Missouri 64108

(816) 881-6600  
FAX (816) 404-1345

April 8, 2010

Barbara,

We did a contract with Vertiq last year for \$116,150.00 for our new software program. After meeting with their rep., last week and discussing items we will need in addition to what our current program is capable of, it was determined it would require additional time than what was originally proposed. At this time we would like to add \$10,000 to the contract and take that money from our line item "56661 - Software Purchases". I spoke with Pam Fellin and was told this would need to be done on an RLA.

I later spoke with you and was told to send you this information and that you would do the RLA. Please let me know if you need any additional info. or if there is anything we need to do on our end.

Again, thanks for all of your help!

Denise Dobbins  
Administrative Supervisor  
Jackson County Medical Examiner  
816-881-6607  
ddobbins@jacksongov.org



**IN THE COUNTY LEGISLATURE OF JACKSON COUNTY, MISSOURI**

**A RESOLUTION** awarding a contract for the furnishing of a software management system for use by the Jackson County Medical Examiner's Office to VertiQ Software LLC, of Morgan Hill, CA, under the terms and conditions of Request for Proposals No. 30-09, at a cost to the County not to exceed \$116,150.00.

**RESOLUTION #17006**, September 14, 2009

**INTRODUCED BY** James D. Tindall, County Legislator

WHEREAS, the Director of Finance and Purchasing has solicited formal written proposals under Request for Proposal No. 30-09 for the furnishing of a software management system for use by the Jackson County Medical Examiner's Office; and,

WHEREAS, a total of five (5) solicitations were distributed, and two (2) responses were received as follows:

<u>VENDOR</u>	<u>PRICE</u>
VertiQ Software LLC, Morgan Hill, CA	\$116,150.00
JusticeTrax, Mesa, AZ	\$191,715.00

and,

WHEREAS, following evaluation of the proposals submitted, the Director of Finance and Purchasing recommends award to VertiQ Software LLC, of Morgan Hill, CA, as the lowest and best bidder; now therefore,

BE IT RESOLVED by the County Legislature of Jackson County, Missouri, that award be made as recommended by the Director of Finance and Purchasing, and that the Director be and is hereby authorized to execute for the County any documents necessary for the accomplishment of the award, in a form to be approved by the County Counselor; and,

BE IT FURTHER RESOLVED that the Director of the Department of Finance and Purchasing is authorized to make all payments, including final payment on the contract.

Effective Date: This Resolution shall be effective immediately upon its passage by a majority of the Legislature.

APPROVED AS TO FORM:

Jocanne Ellsworth  
Deputy/Assistant County Counselor

Mary Jo Spino  
County Counselor

Certificate of Passage

I hereby certify that the attached resolution, Resolution #17006 of September 14, 2009, was duly passed on \_\_\_\_\_, 2009 by the Jackson County Legislature. The votes thereon were as follows:

Yeas \_\_\_\_\_

Nays \_\_\_\_\_

Abstaining \_\_\_\_\_

Absent \_\_\_\_\_

\_\_\_\_\_  
Date

\_\_\_\_\_  
Mary Jo Spino, Clerk of Legislature

There is a balance otherwise unencumbered to the credit of the appropriation to which the expenditure is chargeable and there is a cash balance otherwise unencumbered in the treasury to the credit of the fund from which payment is to be made each sufficient to provide for the obligation herein authorized.

ACCOUNT NUMBER: 002 2001 56661  
ACCOUNT TITLE: Health Fund  
Medical Examiner's Office  
Software Purchases  
NOT TO EXCEED: \$116,150.00

September 10, 2009  
Date

\_\_\_\_\_  
Director of Finance and Purchasing

# REQUEST FOR LEGISLATIVE ACTION

Completed by County Counselor's Office:  
 Res/Ord No.: 17006  
 Sponsor(s): James D. Tindall  
 Date:

<b>SUBJECT</b>	Action Requested <input checked="" type="checkbox"/> Resolution <input type="checkbox"/> Ordinance  <del>Project/Title: Authorizing the County Executive to execute a Contract for the furnishing of Software Management System for the Medical Examiner's Office to VertiQ Software LLC of Morgan Hill, California under the Terms and Conditions of Request for Proposal No. 30-09.</del>										
<b>BUDGET INFORMATION</b> <i>To be completed By Requesting Department and Finance</i>	<table border="1"> <tr> <td>Amount authorized by this legislation this fiscal year:</td> <td>\$116,150.00</td> </tr> <tr> <td>Amount previously authorized this fiscal year:</td> <td>\$</td> </tr> <tr> <td>Total amount authorized after this legislative action:</td> <td>\$</td> </tr> <tr> <td>Amount budgeted for this item *:</td> <td>\$116,150.00</td> </tr> <tr> <td>Source of funding (name of fund) and account code number:</td> <td>002 Health Fund 2001 Medical Examiner's Office 56661 Software Purchases</td> </tr> </table> <p>* If account includes additional funds for other expenses, total budgeted in the account is: \$</p> <input type="checkbox"/> No budget impact (no fiscal note required) Prior Year Budget (if applicable): Prior Year Actual Amount Spent (if applicable):	Amount authorized by this legislation this fiscal year:	\$116,150.00	Amount previously authorized this fiscal year:	\$	Total amount authorized after this legislative action:	\$	Amount budgeted for this item *:	\$116,150.00	Source of funding (name of fund) and account code number:	002 Health Fund 2001 Medical Examiner's Office 56661 Software Purchases
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Source of funding (name of fund) and account code number:	002 Health Fund 2001 Medical Examiner's Office 56661 Software Purchases										
<b>PRIOR LEGISLATION</b>	Prior ordinances and (date): Prior resolutions and (date):										
<b>CONTACT INFORMATION</b>	RLA drafted by (name, title, & phone): Barbara Casamento, Purchasing Supervisor, 881-3253										
<b>REQUEST SUMMARY</b>	The Medical Examiner's Office requires a comprehensive, fully integrated Software Management Package for the effective and accurate recording and tracking of data; the current system is no longer supported and has failed several times. Given the critical nature of the data maintained on the system for reporting requirements as well as legal requirements, it is critical the software system be replaced.  A total of five notifications were distributed and two responses were received as follows:  <table> <tr> <td>VertiQ Software LLC of Morgan Hill, CA</td> <td>\$116,150.00</td> </tr> <tr> <td>JusticeTrax of Mesa, AZ</td> <td>\$191,715.00</td> </tr> </table> Pursuant to Section 1054.6 of the Jackson County, Code, 1984, the Director of Finance and Purchasing recommends the award for the furnishing of a Software Management Package for use by the Medical Examiner's Office to VertiQ Software of Morgan Hill, CA under the Terms and Conditions of Request for Proposal No. 30-09, as the lowest and best bid.	VertiQ Software LLC of Morgan Hill, CA	\$116,150.00	JusticeTrax of Mesa, AZ	\$191,715.00						
VertiQ Software LLC of Morgan Hill, CA	\$116,150.00										
JusticeTrax of Mesa, AZ	\$191,715.00										
<b>CLEARANCE</b>	<input type="checkbox"/> Tax Clearance Completed (Purchasing & Department) N/A <input type="checkbox"/> Business License Verified (Purchasing & Department) N/A <input checked="" type="checkbox"/> Chapter 6 Compliance - Affirmative Action/Prevailing Wage (County Auditor's Office)										
<b>ATTACHMENTS</b>	Abstract of Bids, the Recommendation of Dr. Mary Dudley, Chief Medical Examiner and the pertinent pages of VertiQ's proposal										
<b>REVIEW</b>	<table> <tr> <td>Department Director: <i>Mary W. Dudley, MD</i></td> <td>Date: 9/4/09</td> </tr> <tr> <td>Finance (Budget Approval): If applicable <i>Mary W. Dudley</i></td> <td>Date: 9/8/09</td> </tr> <tr> <td>Division Manager: <i>[Signature]</i></td> <td>Date: 9/9/09</td> </tr> <tr> <td>County Counselor's Office:</td> <td>Date:</td> </tr> </table>	Department Director: <i>Mary W. Dudley, MD</i>	Date: 9/4/09	Finance (Budget Approval): If applicable <i>Mary W. Dudley</i>	Date: 9/8/09	Division Manager: <i>[Signature]</i>	Date: 9/9/09	County Counselor's Office:	Date:		
Department Director: <i>Mary W. Dudley, MD</i>	Date: 9/4/09										
Finance (Budget Approval): If applicable <i>Mary W. Dudley</i>	Date: 9/8/09										
Division Manager: <i>[Signature]</i>	Date: 9/9/09										
County Counselor's Office:	Date:										

Fiscal Information (to be verified by Budget Office in Finance Department)

- This expenditure was included in the annual budget.
- Funds for this were encumbered from the \_\_\_\_\_ Fund in \_\_\_\_\_.
- There is a balance otherwise unencumbered to the credit of the appropriation to which the expenditure is chargeable and there is a cash balance otherwise unencumbered in the treasury to the credit of the fund from which payment is to be made each sufficient to provide for the obligation herein authorized.

Funds sufficient for this expenditure will be/were appropriated by Ordinance # \_\_\_\_\_

Funds sufficient for this appropriation are available from the source indicated below.

Account Number:	Account Title:	Amount Not to Exceed:
002	Health Fund	\$116,150.00
2001	Medical Examiner's Office	
56661	Software Purchases	

- This award is made on a need basis and does not obligate Jackson County to pay any specific amount. The availability of funds for specific purchases will, of necessity, be determined as each using agency places its order.
- This legislative action does not impact the County financially and does not require Finance/Budget approval.



ABSTRACT OF BIDS

BID NO: 30-09	OPENING DATE: 8/11/09	COMMODITY: Medical Examiner's Software	Justicetrax	Vertig Software	AMOUNT	AMOUNT	AMOUNT	AMOUNT
NO	DESCRIPTION	UNIT	QTY	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT
1	Total base bid			See bid	See bid			

CERTIFICATION OF BID OPENING  
 BIDS WERE PUBLICLY  
 OPENED AND PROVIDED  
 BY  
 CLERK OF THE LEGISLATURE  
 PURCHASING



**MARY H. DUDLEY, M.D.**

**JACKSON COUNTY MEDICAL EXAMINER**

660 East Twenty Fourth Street  
Kansas City, Missouri 64108

(816) 881-6600  
FAX (816) 404-1345

**MEMORANDUM**

(August 27, 2009)

**TO:** Barbara Casamento, Purchasing Director  
**FROM:** Mary H. Dudley, MD, Chief Medical Examiner, Jackson County Medical Examiner  
**RE:** Invitation to Bid Proposal#30-09 (Medical Examiner Software)

**CC:** Troy Thomas, Director of Finance  
Mark Jones, County Counselor  
Steve Marsh, IT Director

On July 9, 2009, an RFP was issued to 5 companies for Medical Examiner software services for Jackson County. On August 11, 2009, the schedule due date for the proposals, two proposals were received from VertiQ Software LLC and JusticeTrax Inc. After reviewing the proposal, I've determined that VertiQ Software LLC met the objectives established by the Medical Examiner's office for this service. Therefore, the JCMEO recommends that the software proposal be awarded to VertiQ Software LLC at your earliest opportunity.

As justification for this recommendation, I would like to highlight a few advantages with this proposal.

The JCMEO management staff reviewed and prefers the proposal from VertiQ. We thought it was well organized, highly recommended by other medical examiner offices, current and user friendly with system support and it best suits our needs as a medical examiners office. VertiQ software also meets the requirements requested by our office. The VertiQ system is also more cost effective including: the VertiQ software is approximately \$75,000.00 cheaper than JusticeTrax. The Annual Maintenance & Support cost for VertiQ is \$14,180.00 as compare to JusticeTrax which is \$20,000.00.

Also, the proposal from JusticeTrax doesn't meet two of the requirements...data validation and data merge into Word. There was no mention of recent developments or updates from JusticeTrax compared to VertiQ. JusticeTrax is frequently used in crime laboratories and is designed for Laboratory Integrated Management System (LIMS) which does not meet our needs for a medical examiners office.

VertiQ is widely recognized and used through out the Medical Examiner/Corner system. VertiQ has been working with Medical Examiner Offices since 1985 to develop a unique and successful software program. VertiQ has demonstrated the ability to adapt to the changing needs and demands of the medical examiners integrated data base system and need to share data with other agencies. VertiQ has designed a toolkit where changes can quickly and easily be implemented without any need for programming. VertiQ also has a secure technical infrastructure which includes full-time technical support and event monitoring. VertiQ is willing and able to transfer our current data from FoxPro to their system.

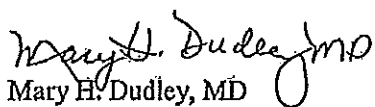


Over 40 Medical Examiners Offices around the country are currently using the VertiQ system. Several forensic pathologists at the JCMEO have worked with this system and have found it to be user friendly and to meet all the requirements of this office.

It is the recommendation of the Jackson County Medical Examiners Office that the bid for our software program be awarded to VertiQ Software LLC.

Please let us know of the next step in purchasing and installing the VertiQ software system. Also let us know if you need any further information from our office regarding this issue.

---

  
Mary E. Dudley, MD  
Chief Medical Examiner



VertiQ Software LLC  
18525 Sutter Blvd., Suite 280  
P. O. Box 787 (Mailing Address)  
Morgan Hill, CA 95037

Phone: 408-778-0608  
Fax: 408-782-0850

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### 3.8 Pricing for Jackson County ME

#### RFP 30-09

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#### 1. Software License Fees for CME (Includes Imaging, Multiple Death and Barcode Modules)

<u># of Users</u>	<u>One-Time License Fee</u>
Up to 25 Users	\$51,000

#### 2. Service fees apply to customization, training and support during the implementation of CME at a customer.

The installation of the software on the server can be done within a few hours. If there are environmental "challenges" locally to be dealt with it could take more time. Forms development varies on what modules are needed by the Customer. The exact functionality of these different modules will be defined during the initial design meeting.

After the Initial design meeting is completed VertiQ will create a Statement of Work (SOW) that defines the functionality of the new system, including screen layouts, a time line for all aspects of the project and describes the resources that will be allocated to this project from both parties.

One variable is the complexity relating to database conversion. For some of our customers there was no database conversion at all; for others the database conversion was a complex task requiring the development of special programs. We have developed special tools to assist us in database conversion tasks. We plan to review the existing database with you during the Initial requirements definition meeting to be able to determine the resources needed for the database conversion. It is possible that the existing database has data elements that will not be permitted in the new system, such as the entry of "Unknown" in a data field. The conversion module will report such errors, which can then be corrected by the customer. VertiQ will not be able to correct any errors in the existing data.

We have not discussed reports in detail. We support the use of Access, Crystal, and SRS for report development. VertiQ recommends using SRS as it is a free report writing tool with a lot of functionality. In general it is preferable if someone at the agency learns how to use a report writing tool to develop reports, including ad-hoc reports without having to wait for either VertiQ or a person from IT to develop a report.

VertiQ allots time in the quote to help the move the new system into production. This entails supporting IT staff with any set up issues and may include being on site to deal with any last minute issues.

Until the functional requirements are completed and it is known if any of the internal reports will be developed by the customer, it is hard for us to state the exact amount of services that will be required for a new client. We have provided an estimate based on the discussions that have taken place already and the experience we have gained with other clients.

*Please note that VertiQ will only bill for services after they have been provided.*

Our current Per Diem Rate for Services is \$1,400 per day (\$175 per hour) plus reasonable travel and related costs. We estimate that 3 visits should be sufficient for this project and have included a cost estimate for travel and related costs.

**Estimated Range of chargeable services:**

<u>Project Services</u>	<u>Number of Days</u>	<u>Total</u>	<u>Number of Days</u>	<u>Total</u>
Installation	1	\$1,400	1	\$1,400
First meeting to review and finalize internal requirements	3	\$4,200	3	\$4,200
SOW Creation and sign off	3	\$4,200	4	\$5,600
Customize Case Management Module - this will be based on the results of the SOW	6	\$8,400	8	\$11,200
Conversion - FoxPro Database *	1	\$1,400	5	\$7,000
Conversion - Images*	1	\$1,400	4	\$5,600
Conversion - Documents*	1	\$1,400	4	\$5,600
Report development*	1	\$1,400	6	\$8,400
Review and corrections to forms creation and data base conversion*	3	\$4,200	3	\$4,200
Toolkit / System Administrator Training**	3	\$4,200	3	\$4,200
Support for acceptance testing, final conversion, moving the system into production	2	\$2,800	2	\$2,800
<b>Estimated Services</b>	<b>25</b>	<b>\$35,000</b>	<b>43</b>	<b>\$60,200</b>

*\*These services may be performed by your IT staff with minimal help from VertiQ and these costs would be reduced accordingly.*

*\*\*Scheduled training sessions are offered free of charge at our offices in Morgan Hill, CA excluding travel expenses. We also can reduce charges by doing some of this via WebEx*

## 5. Estimated Reasonable Travel and Related Costs

We have estimated reasonable travel and related costs based on the following assumptions:

- Cost of air travel with 14 day advance fare from San Jose, CA or SFO to Kansas City at \$350 per round trip
- Cost of one night stay with best available rate at a Kansas City hotel plus meal allowance at \$50 per day
- Rental car costs or other transportation costs at \$70 per day

<u>Travel Description</u>	<u>Number of Nights</u>	<u>Airfare</u>	<u>Hotel plus meal allowance</u>	<u>Other Transportation</u>	<u>Total</u>
CME Trip #1 Forms Review	3	350	750	210	1310
CME Trip #2 Forms Review	3	350	750	210	1310
CME Trip #3 Training	4	350	1000	280	1630
Total					<b>\$4,250</b>

## 6. Software Escrow

VertiQ Software has placed the source code in escrow with Iron Mountain Intellectual Property Mgmt. VertiQ is paying an annual fee to store the source code in a secure fashion. CME customers may elect to pay an annual fee to Iron Mountain in order for Iron Mountain to make available the source code to a client in the case that VertiQ ceases to do business.

Cost per annum – subject to increase **\$700**

## 7. Annual Maintenance and Support

For the first 90 days following the installation of CME there is no charge for support for CME related questions and problems. For any problems or questions related to the use of Access or the administration of Windows 2000, 2003 or SQL Server VertiQ will be willing to assist but this will constitute a chargeable service at our usual per diem rate (apportioned to the amount of time spent).

See attached document entitled 'Services that are covered by VertiQ Maintenance and Support Agreement'.

Maintenance charges per annum up to 25 Users - Year 1	<b>\$14,180</b>
Maintenance charges per annum up to 25 Users - Year 2	<b>\$14,180</b>
Maintenance charges per annum up to 25 Users - Year 3	<b>\$14,180</b>

**All fees are exclusive of any sales taxes if applicable.**

**Payment Terms**

- 1<sup>st</sup> PAYMENT: 40% of license fee upon successful installation of software at client's location
- 2<sup>nd</sup> PAYMENT 50% of license fee upon installation of customized data entry forms
- FINAL PAYMENT: 10% of license fee and customization fee upon acceptance
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Payment for services is due upon completion of the specific service item and receipt of invoice.

*This quotation is valid for 90 days.*