



**Data Cloud**  
SOLUTIONS, LLC  
...achieving the impossible

# Purchase Order

PO # 16-803B  
Date: October 21, 2016

PO Box 2194, Springfield, OH 45501  
service@datacloudsolutions.net

TO Baldwin County Commission, on behalf of the  
Baldwin County Revenue Commission - ATTN: Walt Lindsey  
201 E Section Ave - Property Appraisals  
Foley, AL 36535 (251) 580-1680  
WLindsey@baldwincountyal.gov

SALES CONTACT	SITE	PRICE GUARANTEE	QUOTE EXPIRATION
Billy Burle 615-944-9040	Baldwin County Chief Appraiser's Office	180 days	4/19/2017

QTY	DESCRIPTION	UNIT PRICE (\$)	LINE TOTAL (\$)
1	<b>CAMA Cloud<sup>SM</sup> Site License &amp; Implementation Fees;</b> The one-time site fee for initial implementation covers all residential and commercial (RP) data-field mapping, screen layout, initial data uploads/synchronization logic, & 3 days of training. Total account size of up to 140,000 real property parcels.	n/a	49,000
12	<b>CAMA Cloud: MobileAssessor<sup>SM</sup> Licenses (2+ year term);</b> One-time license fee, UNLIMITED USE, iPad Package, w/ Data Collection, DynamicRoute <sup>SM</sup> , Interactive GIS, Touch Sketching, Instant PhotoBase <sup>SM</sup> .	\$2,200 X 12 Mobile Lic's	26,400
6	<b>CAMA Cloud: Admin Console Licenses;</b> Field tracking and audit trail, Real-Time Q.C. Module, Real-Time Administrative Dashboard & Reports. MA licenses * 50% = Free Admin Console licenses. Extra = \$900 each.	\$900 X 0 Ext AC Lic's	0.00
0	<b>Additional Onsite Training Days;</b> Mobile/appraisers, and Admin Console/supervisors.	\$700 x # of Days	0.00
0	<b>iPad Air 2 16GB with WiFi + LTE or Pro 9.7" LTE (County is purchasing their own hardware);</b> The one-time fee for acquisition, setup, configuration for MobileAssessor; and, transfer and delivery from DCS to County.	709.00	0.00
<b>ESTIMATE TOTAL</b>			<b>\$ 75,400</b>

Notes: County is purchasing their own iPads.

A full implementation going live before June 1, 2017 would be **\$93,225**. (see maintenance on next page)

We look forward to hearing from you soon.  
**THANK YOU FOR YOUR INTEREST!**



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## ANNUAL MAINTENANCE & SUPPORT FEES

QTY	DESCRIPTION	UNIT PRICE (\$)	LINE TOTAL (\$)
1	SaaS Maintenance, Photo Repository, Field Audit History & Remote Support (2+ year term); SSL, and Guaranteed no-loss data backups & secure storage. (up to 140,000 parcels)	\$0.08 x Est. Parcels	11,200.00
1	CAMA Cloud & MobileAssessor <sup>SM</sup> Maintenance (12 mobile + 6 desktop)	25% of License Fees	18,850.00
1	Minimum Reserved Instance SaaS Hosting Discount; Estimated Go-Live before June 1, 2017 (line 1)	-25%	(2,800.00)
1	*Pro rated Maintenance & Support Discount; Estimated Go-Live 2 <sup>nd</sup> qtr 2017	-50%	(9,425.00)
<b>TOTAL EST. MAINT. COST</b>			<b>\$30,050 17,825*</b>

**Note:**

\* Full annual maintenance (for SaaS hosting + licenses) begins January 1, 2017 and the first annual total is due no later than January 31, 2017 (or pro-rated to start within 30 days after the first day of training). Subsequent annual maintenance billing periods shall also commence on a January 1st date, with no less than two additional renewals being due no later than January 31, 2018, and January 31, 2019.

A full implementation going live before June 1, 2017 would be \$93,225. (see licenses and implementation on previous page)

I have read the information outlined in this form and authorize Data Cloud Solutions, LLC to make required arrangements in order to perform the above mentioned tasks and agree to pay all referenced costs.

**Acceptance of Quote/Order:**

Signature/Date

Printed Name

We look forward to hearing from you soon.  
**THANK YOU FOR YOUR INTEREST!**