

## Add-On Quote

**Quote Prepared For:**

Shane French, IT Director  
Lake County  
255 N Forbes Street  
Lakeport, CA, 95453  
(707) 263-2845

Date: 12/26/17

**Quote Number: Q-00000046**

**Valid Until:**

**12/31/17**

**Quote Prepared By:**

Josh Bisienere, Client Success Executive  
Superion  
1000 Business Center Dr  
Lake Mary, FL 32746  
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[joshua.bisienere@superion.com](mailto:joshua.bisienere@superion.com)

Thank you for your interest in Superion and our software and services solutions. Please review the below quote and feel free to contact Josh Bisienere with any questions.

### Third-Party License Fees & Maintenance

**Product Name**

AnalyticsNOW

**License Fee**

\$20,500.00

**Maintenance**

\$3,280.00

**Total**

**\$20,500.00**

**\$3,280.00**

### Professional Services

#### Project Management

**Product Name**

AnalyticsNOW Superion Professional Services

**Amount**

\$1,280.00

**Total**

**\$1,280.00**

**Total Professional Services**

**\$1,280.00**

### Third-Party Professional Services

#### Installation & Configuration

**Product Name**

AnalyticsNOW Services

**Amount**

\$2,800.00

Total	<u>\$2,800.00</u>
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## Training

Product Name	Amount
AnalyticsNOW Services	\$9,000.00
AnalyticsNOW Workshop	\$7,000.00

Total	<u>\$16,000.00</u>
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Total Third-Party Professional Services	<u>\$18,800.00</u>
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## Summary

Product/Service	Amount
Professional Services	\$1,280.00
<b>Subtotal</b>	<u><b>\$1,280.00</b></u>
Third-Party License Fees	\$20,500.00 **
Third-Party Professional Services	\$18,800.00
<b>Subtotal</b>	<u><b>\$39,300.00</b></u>
Third Party License/Subscription Fee Discount	\$6,240.00
<b>Total</b>	<u><b>\$34,340.00</b></u>
Third-Party Maintenance **	\$3,280.00

See Product notes in the Additional Information Section

Payment terms as follows, unless otherwise notated below for Special Payment Terms by Product:

Client requested to start paying for ANLC starting March 1. If client does not send us payment there will be an added penalty. Approved by Tom A. Attached is the approval email.

Additional Terms:



This Quote constitutes an Amendment to the Software License & Services Agreement and the Maintenance Agreement (together, the "Contract and Agreement") by and between the parties hereto. The product and pricing information detailed above comprises the "Exhibit 1" schedule attached to this Amendment. Except as otherwise provided herein, all terms and conditions of the Contract and Agreement shall remain in full force and effect.

Any interfaces listed above are interfaces only. Customer shall be responsible for obtaining the applicable software, hardware and system software from the appropriate third party vendor.

The Component Systems identified above are "Licensed Programs" or "Licensed Systems" licensed by Superion and are provided in and may be used in machine-readable object code form only.

Applicable taxes are not included, and, if applicable, will be added to the amount in the payment of invoice(s) being sent separately. Travel and living expenses may be in addition to the prices quoted above and shall be governed by the Superion Corporate Travel and Expense Reimbursement Policy.

The date of delivery is the date on which Superion delivers, F.O.B. Superion's place of shipment, the Component Systems to Customer.

The Superion application software warranty shall be for a period of one (1) year after delivery. There is no Testing and Acceptance period on the Licensed System(s) herein.

Preprinted conditions and all other terms not included in this Quote or in the Contract and Agreement, stated on any purchase order or other document submitted hereafter by Customer are of no force or effect, and the terms and conditions of the Contract and Agreement and any amendments thereto shall control unless expressly accepted in writing by Superion to Customer.

Third party hardware/software maintenance and/or warranty will be provided by the third party hardware and software manufacturer(s). Superion makes no representations as to expected performance, suitability, or the satisfaction of Customer's requirements with respect to the hardware or other third party products specified in this Quote. The return and refund policy of each individual third party hardware/software supplier shall apply.

This Agreement is based on the current licensing policies of each third party software manufacturer as well as all hardware manufacturers. In the event that a manufacturer changes any of these respective policies or prices, Superion reserves the right to adjust this proposal to reflect those changes.

Should Customer terminate this agreement per any "Term of Contract" Section of the Contract and Agreement, as may be applicable for certain customers, Customer agrees to pay, immediately upon termination, the remaining balance for all hardware, software, and services delivered prior to the termination date together with travel reimbursements, if any, related to the foregoing. Notwithstanding any language in the Contract and Agreement to the contrary, the purchase of support services is NOT necessary for the continuation of Customer's License.

Pricing for professional services provided under this quote is a good faith estimate based on the information available to Superion at the time of execution of this Quote. The total amount that Customer will pay for these services will vary based on the actual number of hours of services required to complete the services. If required, additional services will be provided on a time and materials basis at hourly rates equal to Superion's then-current rates for the services at issue.

For training and on-site project management sessions which are cancelled at the request of Customer within fourteen (14) days of the scheduled start date, Customer is responsible for entire price of the training or on-site project management plus incurred expenses

Shane French, IT Director  
Lake County

**Authorized Signature:** \_\_\_\_\_

**Printed Name:** \_\_\_\_\_

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

#### **Additional Information Section**

##### **Product Notes:**

AnalyticsNOW: An enterprise license coupled with metadata links developed specifically for the NaviLine, PLUS and TRAKiT suites of applications. An unlimited number of users can develop or use reports, or utilize dashboards. Project management performed by Superior. Package includes: (1) Administrator License - Ensures full integration with Active Directory, allows for easy administration of the reporting environment. Report Authoring - Allows both novice and advanced users to create sophisticated reports using an easy-to-use drag-and-drop interface along with powerful data transformation tools. Dashboards - Allows end-users of all capabilities to easily create powerful dashboards through a drag-and-drop interface and human-readable metadata dictionary. Data Modules – Allows end-users to create custom data sources (3rd party or other external data) that augment internal data and can be used to create reports as well as dashboards (1) Framework Manager - Enables data modelers to integrate non-Superion data sources to provide reporting across your entire organization.

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AnalyticsNOW Superior Professional Services: Project Management performed by Superior.

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AnalyticsNOW Services: Installation delivered remotely or on-site. Administrator training delivered remotely. End-user training delivered on-site. Installation services include 8 hours for the following: -Creating a single sever Cognos Production environment on a Windows based server provided by, installed and configured by the customer -Installing BI Analytics software - Performing initial configuration -Connecting to the legacy data. Training includes 40 hours as follows: - 8 Hours Administrator Training (maximum of 4 students) - 4 Hours of navigation training for users utilizing reports others have written (Two 2 hour sessions; maximum of 10 students per session) - 4 Hours of Dashboard training (maximum of 10 students) - 8 Hours of report authoring training for users who write non-complex reports (maximum of 10 students) -16 Hours advanced report authoring training for users who write complex reports (maximum of 10 students)

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AnalyticsNOW Workshop: Services include: 40 hours includes skills to convert legacy reports, tool fundamentals, Framework Manager Essentials, and Data Modules.