



**REDLEIF**

## **Indian River County BOCC**

**Attn: John Titkanich & Erik Harvey**

**1800 27<sup>th</sup> St.**

**Vero Beach, FL 32960**

Dear Administrator Titkanich and Chief Harvey,

Having been retained by the County through the engagement with StoneHill Innovation to advise on the IT roadmap and support the team's modernization efforts, workflow automation quickly emerged as a clear opportunity for transformation. Following the direction provided by County leadership to explore initiatives that streamline and modernize internal processes, we worked closely with your team and vendor partners to scope a solution that supports scalable, sustainable automation. Having helped structure and guide the review and vetting of solutions, the County then asked us to engage in negotiations with a provider available through the NASPO Cloud contract. The resulting structure reflects thoughtful collaboration to ensure the County receives a solution that delivers meaningful benefits—reducing administrative friction, increasing transparency, and enabling staff to focus more time on constituent-facing outcomes—while also securing the best available pricing and long-term value.

### **Quote Structure**

- ☐ **Five-year agreement:** Covers software and support for five annual terms (Year 1–Year 5).
- ☐ **Paid annually:** The County is invoiced once per year rather than paying the total upfront. The contract also allows for both Termination for Convenience and Termination for Cause, significantly reducing any risk associated with a multi-year deal.
- ☐ **Lower overall cost:** Because it's a five-year contract, the annual price is significantly lower than a one-year or lower multi-year subscription would be.
- ☐ **Predictable budgeting:** Annual pricing is fixed within the term, with planned adjustments of approximately 6% per year (A larger increase is included from year 1 to year 2 to account for an accommodation to further discount up front and stay under budget in year 1).
- ☐ **Heavy discounting:** ~88% discount against NASPO pricing in year 1. SimpliGov discounted heavily to fit within the County's stated budget of \$550,000, and then even further discounted year 1 pricing once that budget was then corrected as \$450,000 for workflow automation and ITSM.

## Overview

The attached quotation represents a **five-year enterprise subscription** for the SimpliGov Platform, offered under the NASPO ValuePoint Contract No. AR2472 (Florida Addendum #43230000-NASPO-16-ACS). This subscription covers **unlimited workflows, initiations, and SimpliSign transactions, with full analytics and support for county-wide process automation**. This includes solutions for both the **ITSM needs** within the IT department as well as overall **workflow automation across all other departments** in the county. The total amount shown (**\$2,963,274.47**) reflects the **aggregate cost across all five annual terms**—not a single-year charge.

## Key Details

**Year 1:** \$447,405.32 – Includes up to 200 hours of professional services for implementation and configuration.

**Year 2:** \$575,106.38 – Software subscription renewal (+ 6% annual adjustment from the initial quoted price of \$542,553.19).

**Year 3:** \$609,612.77 – Software subscription renewal (+ 6% annual adjustment).

**Year 4:** \$646,189.36 – Software subscription renewal (+ 6% annual adjustment).

**Year 5:** \$684,960.64 – Software subscription renewal (+ 6% annual adjustment).

**Population Tier:** Municipal Plus Edition (<300K residents) with fair usage up to 250,000 combined workflow and SimpliSign initiations per year.

**Delivery Method:** Electronic (ESD).

**Payment Terms:** Annual in advance; Net 30 (on approved credit).

**Contract Vehicle:** NASPO ValuePoint Cooperative Contract No. AR2472 via Florida DMS Addendum 43230000-NASPO-16-ACS.

## Pricing Context

This quote reflects the same **five-year structure** previously discussed with the County. To accommodate updated budget parameters, the **Year 1 cost has been adjusted lower by \$95,147.87**, while **Years 2 through 5 include modest increases** to balance some of that upfront reduction. The **overall net cost across all five years for an enterprise license is now less than standard pricing for two years**, maintaining flexibility for the County while aligning to available funding. With continued discounting off NASPO cooperative pricing, the County is effectively receiving **program-level value and enterprise-class functionality** at a reduced total cost.

## Purpose of This Summary

This summary is provided to clarify the scope and structure of the quote and ensure transparency on multi-year pricing. The year-over-year change represents a standard adjustment for multi-year subscriptions and not a change in licensing scope.

A handwritten signature in blue ink, appearing to read 'J Grant'.

**Jamie Grant**

Co-founder and CEO

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**cc: Jennifer Hyde, Procurement Manager**, Indian River County

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