



Canutillo Independent School District

7965 Artcraft Rd.
El Paso, Texas 79932

Mailing Address: PO Box 100
Canutillo, Texas 79835

Ron Gatlin
Purchasing Agent

Voice (915) 877-7426
Fax (915) 877-7415
rgatlin@canutillo-isd.org

MEMORANDUM

TO: Members of the Board of Trustees

FROM: Ron Gatlin, Purchasing Agent

DATE: December 9, 2013

SUBJECT: Purchase of Versatrans Software for the Transportation Department

As stated in Board Policy CH (Local), any purchase that costs or aggregates to a cost of \$10,000 or more shall require board approval before a transaction may take place. This request is to approve the purchase of Versatrans software for the Transportation Department from Tyler Industries in the total amount of \$32,927.00.

ADMINISTRATIVE RECOMMENDATION:

Administration recommends approval of the purchase of Versatrans software for the Transportation Department from Tyler Industries in the total amount of \$32,927.00 as presented.

The Canutillo Independent School District does not discriminate on the basis of race, color, national origin, gender, age or disability in its employment practices, or in providing education services, activities and programs, including technical education programs. For more information regarding the Canutillo Independent School District's policy of non-discrimination contact: Executive Director for Human Resources, (915) 877-7423, 7965 Artcraft Rd., El Paso, TX 79932.

El Distrito Escolar Independiente de Canutillo no discrimina en cuanto a raza, color, origen, género, edad o discapacidad en lo que se refiere a sus prácticas de empleo, o al proveer servicios, actividades y programas educativos y vocacionales. Para mayor información respecto a la política de no discriminación del Distrito Escolar Independiente de Canutillo, favor de contactar a: Director Ejecutivo de Recursos Humanos, (915) 877-7423, 7965 Artcraft Rd., El Paso, TX 79932.



Request for Board Agenda Item

Purchasing Department

Date: 10/17/13

Campus/Department: Transportation Department

Vendor Name: Tyler Technologies

Total Cost: 32,927

Item Description and Justification for Purchase:

To purchase Versatrans software to track important data, reduce emissions and save fuel costs, and increase overall operation efficiencies.

Participating Schools/Departments: Transportation

Funding Source: 199.34.6398..00.910.99
(Account number to charge)

[Signature] 10/17/13
Campus/Department Administrator Date Signed

**** (Form must be received by the Purchasing Department by the last Wednesday of the month) ****

(To be completed by the Financial Services Division)

Purchasing Method: BELOW BID THRESHOLD

[Signature] 12/19/13
Purchasing Agent Date Signed

[Signature] 12/19/13
Executive Director of Financial Services Date Signed



Purchasing Approval Sheet For Presentation to Board of Trustees Purchasing Department

Financial Services (Verification of Funding Availability and Account Coding)



Approved

☐ Denied

Comment: _____

Signature: Maethe Agn Date: 12/9/13

Federal Programs (For Compliance with Grant Requirements)



Not Required



Approved



Denied

Comment: _____

Signature: _____ Date: _____

Curriculum & Instruction (For all Curriculum Related Purchases)



Not Required



Approved



Denied

Comment: _____

Signature: _____ Date: _____

Technology (For all Computer/Software/Peripheral Purchases)



Not Required



Approved



Denied

Comment: _____

Signature: [Signature] Date: 12/10/2013

Legal Review



Not Required



Approved



Denied

Comment: _____

Signature: _____ Date: _____

Purchasing



Approved



Denied

Comment: _____

Signature: [Signature] Date: 12/10/13



Versatrans Division
23 British American Blvd
Latham, New York 12110

P: 800.433.5530
F: 518.786.7778
www.tylertech.com

September 26, 2013

Mr. Dominic Padilla
Executive Director of Facilities and Transportation
Canutillo Independent School District
7273 Bosque Road
Canutillo, TX 79835

Dear Mr. Padilla,

Thank you for your interest in Tyler's Versatrans Solution's products and services! We are pleased to provide this proposal for Versatrans Routing & Planning, Onscreen and Tyler Telematic GPS. Two pricing options have been provided. The first includes only the Routing & Planning software, and the second includes all three solutions.

Commitment to customers is our top priority and is the leading reason that we are the transportation software of choice among more than 1,500 school districts and pupil transportation service providers in the United States and Canada. Our software solutions bring you cutting-edge technology to improve efficiencies and reduce costs, and our customer care and consulting services ensure that your implementation, and continued use of those solutions, is successful both today and into the future. We provide a complete single-vendor transportation management system with products to handle every aspect of your transportation operations.

At Tyler's Versatrans Solution, we do not simply sell you software and training and then leave you to implement it on your own. The Installation Tasks section of the Proposal outlines the steps that we will take with you to implement the software. These tasks will provide you with an accurate, reliable set of data so that you will realize the full power of Versatrans.

Tyler's Versatrans Solution's products have been chosen to replace software in over 300 school districts. The main reasons districts choose and keep Tyler's Versatrans Solution more than any other system, are ease-of-use, quality of customer care, and cost savings realized from efficiencies.

If you should have any questions regarding this proposal, please do not hesitate to contact me at 800.433.5530, extension 131869. Again, I want to thank you for considering Tyler's Versatrans Solution for your transportation operation needs. I look forward to welcoming you into our family of clients.

Sincerely,



Thomas Aduddell
Account Executive

Cc: Theodore J. Thien, Senior Vice President and General Manager, Versatrans

A PROPOSAL FOR:
Canutillo Independent School District

PRESENTED BY:
Tyler Technologies



September 26, 2013

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It is not our intent to claim these names or trademarks as our own.

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Tyler Technologies, Versatrans Division, 23 British American Blvd, Latham, NY 12110
800.433.5530 · 518.786.7778 fax · www.tylertech.com

Proposal – Tyler’s Versatrans Transportation Management Solution Canutillo Independent School District

Executive Summary

Tyler’s Versatrans Solution has been making a difference with its software solutions and services for three decades. We are a customer-focused company driven by a guiding set of principles that have served us and our clients well over the years. These principles impact the way each and every one of us works to serve our customers and their communities. At Tyler’s Versatrans Solution, we partner with you to implement our software successfully, and to help you automate your operations now and into the future. We are dedicated to ensuring your success with our software.

Tyler’s Versatrans Solution offers a comprehensive suite of transportation, planning, GIS, and GPS systems for automating the business processes of school district transportation offices and pupil transportation service providers. The value of our products, however, extends past the walls of the transportation office. The nature of the data we store for transportation operations also makes our solutions invaluable to district and school administration and to the school community at large. In fact, we are pioneers in the Schools Interoperability Framework (SIF), and are the first SIF-certified Routing & Planning solution.

Tyler’s Versatrans Solution software will enable its users to:

- Maximize efficiencies in routing your ridership, taking into consideration road hazards, bus capacity, deadhead miles, road network variables (turning restrictions, road speeds, road capacities, etc.), and special needs students.
- Plan school district boundaries that consider account population forecasts, new school construction, and/or desired demographic mixes.
- Perform “what-if” analysis and financial impact studies surrounding bell times or other variables, including fleet size.
- Experience the ease of use and quality of training and support that has earned the loyalty of more than 1,400 school districts and pupil transportation providers in the United States and Canada.

This Proposal provides a wealth of information on our company, products and services. At Tyler’s Versatrans Solution, we are proud of the relationships we have cultivated with our clients. We fully encourage prospective users to contact our client references to learn more about how our products and services have helped them optimize efficiencies in their operations, made their operations run more smoothly, and helped them save money. The considerable number of client references that we are proud to provide is a testament to our dedication to customer satisfaction.

**Proposal – Tyler's Versatrans Transportation Management Solution
Canutillo Independent School District**

Investment Summary – Routing & Planning

prices are valid until December 25, 2013

Client: Canutillo ISD

1. Software	Quantity	Price	Extended Price	Discount	This Year Total	Future Year Renewal
Versatrans RP Standard Edition for up to 7000 Students	1	\$12,360	\$12,360	\$6,180	\$6,180	\$0
Reportwriter	1	\$0	\$0		\$0	\$0
Subtotal: Application Software License Fees			\$12,360	\$6,180	\$6,180	
2. Maintenance	Quantity	Price	Extended	Discount	This Year Total	Future Year Renewal
Versatrans RP Standard Edition for up to 7000 Students	1	\$4,300	\$4,300	\$2,150	\$2,150	\$4,300
Subtotal: Application Software Maintenance Fees			\$4,300	\$2,150	\$2,150	\$4,300
3. Services	Quantity	Price	Extended	Discount	This Year Total	Future Year Renewal
Versatrans RP Standard Edition Implementation	1	\$10,269	\$10,269	\$0	\$10,269	
-- includes 2 days of onsite training (1)(4)						
-- includes hosting of RP in Tyler Data Center during implementation						
El Paso County Map (Source: local GIS)	1	\$0	\$0	\$0	\$0	
Additional Maps: (none are included with this quote)	0	\$2,000			not inc.	
Subtotal: Application Services					\$10,269	
4. Hardware and other Services	Quantity	Price	Extended	Discount	This Year Total	Future Year Renewal
Subtotal: Hardware and other Services					\$0	\$0
Total One-Time Fees:					\$18,599	
Total Recurring Fees **:						\$4,300

** Subject to annual increase

¹ Travel expenses for trainer to visit the user's site are not included and will be billed at actual costs

⁴ Training Classes are limited to 5 persons

Note: Route Building is not included

Proposal – Tyler's Versatrans Transportation Management Solution
Canutillo Independent School District

Investment Summary – Routing & Planning, Onscreen and Tyler Telematic GPS

Client: Canutillo ISD

prices are valid until December 25, 2013

1. Software	Quantity	Price	Extended Price	Discount	This Year Total	Future Year Renewal
Versatrans RP Standard Edition for up to 7000 Students	1	\$12,360	\$12,360	\$6,180	\$6,180	\$0
Versatrans Onscreen for up to 20 Vehicles	1	\$4,495	\$4,495	\$2,472	\$2,023	\$0
Reportwriter	1	\$0	\$0		\$0	\$0
Subtotal: Application Software License Fees			\$16,855	\$8,652	\$8,203	
2. Maintenance	Quantity	Price	Extended	Discount	This Year Total	Future Year Renewal
Versatrans RP Standard Edition for up to 7000 Students	1	\$4,300	\$4,300	\$2,150	\$2,150	\$4,300
Versatrans Onscreen for up to 20 Vehicles	1	\$870	\$870	\$0	\$870	\$870
Subtotal: Application Software Maintenance Fees			\$5,170	\$2,150	\$3,020	\$5,170
3. Services	Quantity	Price	Extended	Discount	This Year Total	Future Year Renewal
Versatrans RP Standard Edition Implementation -- includes 2 days of onsite training (1)(4) -- includes hosting of RP in Tyler Data Center during implementation	1	\$10,269	\$10,269	\$0	\$10,269	
El Paso County Map (Source: local GIS)	1	\$0	\$0	\$0	\$0	
Additional Maps: (none are included with this quote)	0	\$2,000			not inc.	
Versatrans Onscreen/Checkmate Installation and System Orientation-Online (4)	1	\$2,995	\$2,995	\$0	\$2,995	
Subtotal: Application Services					\$13,264	
4. Hardware and other Services	Quantity	Price	Extended	Discount	This Year Total	Future Year Renewal
Tyler Telematic GPS: Hardware Units						
GO6-3GATT-PROMO: GO6 GSM - for active tracking solution on the ATnT network in USA - TT GPS Pro	15	\$114	\$1,710	\$0	\$1,710	
Tyler Telematic GPS: Installation						
TT GPS Self Installation Training (1)	1	\$2,000	\$2,000	\$0	\$2,000	
Tyler Telematic GPS: Annual Support and Maintenance						
TT GPS Support and Maintenance: ATT-2 Solution: AT&T, GSM, US, All I/Os or use of telematics	15	\$276	\$4,140	\$0	\$4,140	\$4,140
Tyler Telematic GPS: Accessories						
HRN-CD9THD: 9 Pin Heavy Duty T Harness	15	\$30	\$450	\$0	\$450	
Shipping and Handling			\$140	\$0	\$140	
Subtotal: Hardware and other Services					\$8,440	\$4,140
Total One-Time Fees:					\$32,927	
Total Recurring Fees **:						\$9,310

** Subject to annual increase

¹ Travel expenses for trainer to visit the user's site are not included and will be billed at actual costs

⁴ Training Classes are limited to 5 persons

Note: Route Building is not included

Proposal – Tyler’s Versatrans Transportation Management Solution Canutillo Independent School District

About Tyler’s Versatrans Solution

Versatrans Solutions, Inc. was founded as a transportation planning consulting firm in 1965, and began developing software in 1980. For over thirty years we have developed leading technology for school professionals to deliver the best service to their Districts.

Now Tyler’s Versatrans Solution, we are part of Tyler Technologies (NYSE: TYL), a publicly owned company which is uniquely focused on bringing industry leading software technologies to the public sector. With over 8000 unique customers, Tyler Technologies has the largest public sector customer base of any software company in the world. Tyler Technologies and Tyler’s Versatrans Solution focus on our two greatest assets – our employees and our customer relationships.

Our Employees

We invest in our employees to form lasting relationships and ensure that they receive the training needed to keep their skill sets on the cutting edge of technology. From the time they join our company, we instill in them our focus on building and maintaining relationships with our customers, and on providing excellent customer service and satisfaction. We are a philanthropic company by nature, and are very involved in the community in which we operate. We attract employees who care, and want to join us in making a difference – in our community, and in yours.

Our Clients

Our relationship with our clients does not end when the software is shipped. In fact, that is when it truly begins. Our approach to client satisfaction begins with a partnership formed even before the point of sale. Our Consultants evaluate client needs and make recommendations to ensure that the products and services we provide meet the client’s needs.

Unlike other providers, we furnish extensive implementation services, and leave our clients with a fully implemented solution that will enable them to optimize efficiencies within their operations. We provide unparalleled software support following the sale, and offer a variety of consulting services designed to assist clients with challenges related to planning, redistricting, business operations changes, and more.

We’re dedicated to ‘playing the long game’ with our customers, partnering with them every step of the way. Our customers know that this is the Versatrans difference, and are happy that they have selected us as their provider of choice. That is why we have such a considerable number of reference-able clients throughout the United States and Canada.

Our Mission and Vision

Tyler’s Versatrans Solution is dedicated to providing school communities with innovative technology solutions that deliver timely and relevant information, which result in better decision making by students, parents, administrators, and pupil transportation providers. We seek to provide school districts and pupil transportation service providers with the:

Proposal – Tyler’s Versatrans Transportation Management Solution Canutillo Independent School District

- highest quality, most feature rich, and most user friendly transportation operation software available
- most extensive implementation services available
- highest quality and most expedient technical assistance and support available
- most expansive, insightful, and resourceful consulting services available

In providing these services, we strive to form a lasting partnership with our clients, to help our clients realize gains in efficiency and cost savings, and to realize our company vision of making a difference in every school community.

About Tyler

Founded in 1966 and based in Dallas, Texas, Tyler Technologies is the largest national provider of integrated software systems and information technology services exclusively focused on the public sector. Simply put — Tyler empowers people who serve the public.

We devote all of our time, energy and resources to help local governments and school districts become more efficient, accessible and responsive to the needs of their constituents. At more than 10,000 local government entities and K-12 schools throughout the United States and its territories, Canada, and the United Kingdom, our clients can attest to our ability to fulfill this promise.

Tyler delivers an expansive portfolio of software and service solutions designed to automate mission-critical public sector operations:

- ERP (Enterprise Resource Planning) financial management, fund accounting, personnel and human resources, and utility billing
- Courts and judicial case management, law enforcement, public safety and corrections
- Property appraisal, automated mass appraisal, and tax billing and collections
- K-12 school financial and human resource management, student information systems and transportation
- Document and content management for land and vital records

To complete our comprehensive portfolio, Tyler offers a full range of professional services, including multiple hosting options, change management, disaster recovery, implementation, product training and ongoing software support. No other company offers the same range of products and services for the public sector.

Tyler is publicly traded on the New York Stock Exchange (TYL), has annual revenues of more than \$309.4 million (2011) and employs more than 2,100 people.

Proposal – Tyler’s Versatrans Transportation Management Solution Canutillo Independent School District

Industry Leadership

While many competitors target multiple vertical markets, we believe our singular focus on delivering essential software solutions that empower the public sector is truly what sets us apart. As a vertical software company, we are able to focus all of our resources on delivering the software solutions and services that help states, cities, counties, schools and other public agencies streamline the many facets of their operations.

Our unique understanding of the public sector combines with our commitment to being industry leaders in technology and functionality to result in an unmatched scope of products and services. Tyler offers superior service and stewardship that allow our clients to move forward with us. We provide our clients with a competitive offering that’s always fresh and never taken for granted. Our experience, success and professional staff ensure that we have the resources and dedication to execute this vision.

Tyler’s commitment to the public sector is reflected in the industry standards to which we adhere, and in the organizations and associations to which Tyler belongs. For example, Tyler products comply with Government Accounting, Auditing, and Financial Reporting (GAAFR) and Generally Accepted Accounting Principles (GAAP) standards. Tyler is also certified by the Schools Interoperability Framework (SIF), an initiative to develop a technical blueprint for K–12 software to enable seamless interaction among diverse applications. Additionally, Tyler is a member of the National Center for State Courts (NCSC), the Forum on the Advancement of Court Technology (FACT) and the Urban and Regional Information Systems Association (URISA).

Tyler offers an unwavering commitment to its clients, employees and shareholders. We have a proven model for success that includes focusing on the public sector, strategic growth and employing professionals with exceptional knowledge.

Solutions and Products

Tyler has grown organically, in part by strategic acquisition. These acquisitions, companies that were leaders in their own right, have helped complete Tyler’s product offering. Each acquisition has helped us become who we are today — the leading provider of software and services to the public sector.

We have earned our reputation as the industry leader by building the best products. Our insider understanding of the public sector and our ability to build, install, train and maintain long-term, reliable and exceptional software solutions has made the difference.

Tyler’s software offering spans the following key public sector areas:

- Appraisal & Tax
- Courts & Justice
- ERP | Financial
- Land & Vital Records

Proposal – Tyler’s Versatrans Transportation Management Solution Canutillo Independent School District

- Public Safety
- School

In addition to our software, we offer end-to-end professional services, including change management, consulting, conversion, disaster recovery, GIS, implementation, project management, SaaS (software as a service) hosting and support.

Our clients recognize our commitment to meeting their full range of software and service needs. This is why the number of Tyler clients who have invested in multiple Tyler solutions continues to grow steadily. Having a reliable product that you depend on makes the decision of where to go to fulfill another need that much easier. It is not uncommon, for example, for a municipality and its school district to implement the same Tyler financial management products, or for a municipality to invest in both Tyler’s court case management solution and its financial management solution. It’s this commitment to understanding and meeting our clients’ needs that inspires their loyalty to our company and our products.

Every software solution we design is developed and implemented under the direction of domain experts with extensive knowledge of the specific needs that local government and school end users face. As a result, our products are especially suited for the clients they serve. This domain relevance and product efficiency enables us to leverage development costs and reinvest these savings in our products. It also leads to faster, easier and more predictable implementations for our clients, which in turn enhances client loyalty and competitive position.

Sound Investment

Tyler understands that to be the best we have to know the public sector market better than anyone. Our domain expertise and client-centric approach combine with our leading technology to give us a decisive edge over competitors.

We know that no matter the size of a government agency or school, every dollar allocated must be used wisely. In fact, we are always looking for ways to enhance our existing software and service portfolios — giving clients access to improved technologies, as well as new features and functionality.

We realize that creating the best return on our clients’ investment heavily depends on our ability to provide value over the long term. For this reason, we are committed to continually improving our existing offerings by providing clients with product updates incorporating new features, functionalities and technologies.

Professional Staff

Tyler actively seeks the best talent to help us develop, implement and support our solutions. Our deep industry knowledge comes from our staff — many of whom held public sector positions prior to joining Tyler. They understand what clients want and need to operate more efficiently because they’ve been there. They transfer their subject matter expertise to new employees who in turn become experts themselves, eventually passing it on to others.

Proposal – Tyler’s Versatrans Transportation Management Solution Canutillo Independent School District

Tyler recognizes the value of our employees. To support them, we provide a stable work environment that fosters collaboration and teamwork, values integrity and enables them to deliver outstanding service to clients. Our relationship with our staff is one of mutual respect, leading to a high retention rate. In fact, our staff attrition rate is about half of the industry average.

We continually strive to have the best possible team in place at all times to provide exceptional software solutions specifically for the public sector. With the right balance of experience, technology and innovation to ensure satisfaction, Tyler empowers its clients with the expertise and tools they require to do business.

Evergreen Philosophy

We’re constantly making investments in our technology, business operations, and service and support to ensure that we’re providing an outstanding client experience that’s second to none.

By purchasing Tyler products, our clients are gaining a solution with end-to-end services and support, from initial engagement through post-implementation maintenance. In other words, our clients are securing a reliable business partner for the life of their products. Once they make that initial investment in our software, those products perpetually renew themselves. We don’t abandon the old — we migrate to the new so our clients’ needs are met steadily and consistently.

When schools or governments purchase solutions from Tyler, they’re not just getting the latest software as of the date they signed the contract. As part of their annual maintenance agreement, they’re also getting the benefit of perpetual upgrades, as they happen, without paying additional licensing fees.

We are stewards of our systems. It’s our responsibility to update our products continually so that our clients can use their systems indefinitely. A key element of our post-implementation support is our commitment to provide clients with the most current technology, through ongoing product updates, enhancements, platform upgrades, etc. Since every software product has an expected lifecycle, our goal is to protect and extend our clients’ initial investment by enabling them to move to our future generations of new technology without making another significant investment in license fees. This means that a client’s initial investment in Tyler will continue to pay off for decades to come.

Good stewardship means guiding the evolution of Tyler’s products by listening to our clients’ needs, investing in the product to reflect those needs, incorporating new technology, and introducing changes in ways that are the least disruptive to our clients’ ongoing operations.

Financial Strength

As the largest company in the country solely dedicated to providing software and services to the public sector market, we have the necessary resources to invest in our products and to deliver services. We reinforce this with our experience, which enables us to understand the unique requirements of the public sector.

Proposal – Tyler’s Versatrans Transportation Management Solution Canutillo Independent School District

Since its inception, Tyler has experienced steady growth through sales, service and product development, as well as through our disciplined approach to acquisition of viable companies that expand and enhance our suite of products. We continue to enjoy success due to the growth strategy that we have carefully designed and consistently executed over the years — expanding our geographic reach, broadening our product offerings, winning large-scale accounts and extending our relationships with existing clients.

We believe this strategy not only provides the type of steady growth we seek, but it also serves our constituents well. Tyler is in a strong competitive position, and with planned and sustained growth. For both clients and investors, this controlled growth ensures stability for the long run.

Fiscally Sound

Tyler Technologies is fiscally sound, with annual revenues in excess of \$309.4 million (2011). As a responsible business partner, Tyler delivers to clients, staff and investors alike, and provides excellent return on investment and return on effort. We realize our success rests on how well clients are served after the sale because we know they will be with us for a long time.

Over the years, we have built a foundation of more than 10,000 clients and we enjoy an exceptionally high customer retention rate. These relationships provide us with a steady stream of recurring revenues through maintenance and subscription agreements. Additionally, Tyler’s recurring revenues have increased as we have steadily grown our subscription-based business.

Reinvestment

Our financial strength provides the resources to reinvest in our products and services. From a capital standpoint, Tyler made significant investments in our future in 2011 by:

- Repurchasing 3 million shares of Tyler stock at an average price of \$23.90 per share
- Investing and developing in our products at a high level
- Expanding our existing customer relationships
- Pursuing selected strategic acquisitions that provide products and services to complement our existing offerings

As technologies advance, we continually strive to adhere to new standards and practices that allow us to deliver distinct products to our clients and to maintain a long-term vision that is in sync with them.

Achievements & Partnerships

Tyler Technologies has earned a reputation as an industry leader based on our products and commitment to our clients. These factors, along with our financial strength and industry partnerships, have earned us numerous accolades.

Forbes Magazine has named Tyler one of “America’s Best Small Companies” four times in the last five years. Tyler has also previously been recognized by Audit Integrity, an independent research firm, as one of America’s 100 most trustworthy companies. Additionally, Tyler has been ranked four consecutive times in *Software Magazine’s* Software 500 ranking of the world’s largest software and services suppliers.

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Beginning in 2007, Tyler, which has three offices in Maine, was recognized four times as one of the top employers in the state through the annual Best Places to Work in Maine program. Likewise, a recent “Best in DFW: Top Workplaces 2009” listing published by the *Dallas Morning News* lists Tyler as one of the top places to work in the Dallas-Fort Worth area, where Tyler has two offices. Additionally, Tyler’s Lubbock, Texas, office was named the 2010 South Plains Regional Employer of the Year from South Plains Workforce Solutions.

These achievements point to our position at the top of the public sector software industry and our commitment to our clients. And because we are committed to delivering the best products and services to our clients, we are dedicated to continually evolving to help our valued clients meet the challenges they face every day.

Tyler also formed a strategic alliance with Microsoft® in 2007 to jointly develop core public sector functionality for Microsoft Dynamics® AX 2012 to address the financial needs within public sector organizations worldwide. In 2011, the product was successfully implemented at its first client site.

These achievements point to our position at the top of the public sector software industry and our commitment to our clients. And because we are committed to delivering the best products and services to our clients, we are dedicated to continually evolving to help our valued clients meet the challenges they face every day.

Versatrans Routing & Planning™

In the hectic and complicated environment of a school transportation office, Versatrans Routing & Planning offers powerful, yet user-friendly, automation to those who develop schedules, map routes, and respond to daily changes and challenges in pupil transportation Routing & Planning. Versatrans Routing & Planning offers functionality that enables users to realize gains in routing efficiency and reductions in costs, and to conduct extensive route and district planning analysis, preparation, and execution.

In addition, Versatrans Routing & Planning houses information that is valuable beyond Routing & Planning operations, and is Schools Interoperability Framework (SIF) certified to allow exchange of that key data with other systems.

Why Do Customers Choose Versatrans Routing & Planning for Routing Automation?

Versatrans Routing & Planning can empower you to streamline your operations, save you time and money, and ensure that you are routing as efficiently and effectively as possible. It includes tools that enable you to keep pace and even plan for changes in your routing territory’s infrastructure. In addition, Versatrans Routing & Planning is:

- The only ‘Student-Centric’ application the market has to offer.
- Built with the most comprehensive administrative and management tools available.
- Equipped with a user-friendly interface and powerful map.
- Flexible and scalable.

Proposal – Tyler’s Versatrans Transportation Management Solution Canutillo Independent School District

- Secure – you control who has access to information, what they can see, and what they can do.
- Built to grow and change as your routes, student transport needs, and operations change.

Why Do Customers Choose Versatrans Routing & Planning for Planning?

Versatrans Routing & Planning can enable you to plan for changes within the student population and its distribution. It includes powerful tools to enable you to be proactive, rather than reactive to changes, and to create and compare scenarios to enable you to select the one that will be the most efficient based on geography, demography, and budget. Versatrans Routing & Planning:

- Houses the data that you need for current and predictive analysis.
- Enables import of additional data elements for monitoring trends.
- Offers a user-friendly interface for data mining for planning.
- Offers extensive reporting to enable you to access the information that you need when you need it.

The Database – a Solid Foundation

Versatrans Routing & Planning is built upon the scalable, flexible Microsoft database structure. As a result, the system is extremely scalable. Clients who have 1-5 concurrent users can install the system using the Microsoft Standard Database Engine, which comes standard with the Microsoft Windows operating system. For those users who require more concurrent users, the system can be implemented on a Microsoft SQL Database server to provide more processing power and concurrent user capabilities.

The Map – Detailed, Updateable, Dependable

Each client’s map is prepared from the best map data sources available, then customized by experts on our GIS staff to include everything from house numbers to road safety hazards to distances and travel speeds. These detailed maps provide our clients with the most up-to-date and accurate information available. Versatrans Routing & Planning also provides the user with easy to use tools to update the map as things change within the district. The map can be saved as an image file for reference outside of the system, and is *truly updateable* – map updates do not replace the entire map. Rather, map updates apply changes to the existing map, preserving all previous updates.

A Flexible and Robust Student File

Versatrans Routing & Planning stores extensive information on students, and seamlessly integrates student and map. That data integration saves users time and money by eliminating manual data entry. Student data can be updated via an automatic upload process.

Once updates are completed, users have options to automatically locate those students on the map (for new students) and to automatically process updates to existing routes based on the student file updates. In addition, map data can be accessed and updated from the student record. Finally, all changes to the map – such as changes in streets, house numbers and walk boundaries, are immediately reflected in student records.

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In Versatrans Routing & Planning, student files:

- Are fully integrated with the map to facilitate automated updates
- Include powerful sort and filter capabilities for fast, efficient location, selection, and update of student records
- Enable different day-to-day pickup and drop-off information
- Offer unlimited user-defined fields
- Enable entry of notes on the student that remain with his record year after year
- Enable users to upload student photos for inclusion in student records
- Enable automatic grade advancement

An Unparalleled Feature Set Accessible Via a User-Friendly Interface

The powerful features within Versatrans Routing & Planning are second to none, and built upon a highly user-friendly interface. It offers intuitive, easy-to-use innovations that make even the most complex routing scenarios easy to automate, and that simplify routing in both urban and rural areas. Versatrans’ many features include:

- **Automatic, one-touch routing (OTR)** – computer-generated routing functionality that enables users to automatically generate routes based on selection of criteria, and then manually adjust them as needed to meet their needs. Versatrans defines a route as a contiguous trip undertaken by a school bus commencing from a regular vehicle parking location to pick up school children and drop them off at their final destination and then returning to the regular parking site.
- **Hypothetical route analysis** – functionality that enables you to create and analyze hypothetical routes using user-defined parameters such as desired and maximum loads and times, then adopt those routes if they meet your needs.
- **Multi-school routing** – functionality that enables users to pick up and drop off students from different schools as needed.
- **Easy load balancing** – functionality that allows users to easily visually identify overloaded routes and to make adjustments as needed.
- **Automatic assignments for newly entered students** – functionality that enables users to automatically assign new students to schools, bus stops, and routes.
- **Flexibility in student schedules** – functionality that enables users to specify different pick-up and drop-off stops and routes per student per day.
- **Multiple speed sets** – functionality that enables users to assign multiple speed sets to roads based on time of day and direction to account for fluctuations in the level of traffic and impact on bus speeds.
- **Turning restrictions** – functionality that enables users to mark a turn as restricted for selected vehicles (by vehicle size) or for all vehicles within their fleet to exclude that street from routing.
- **Vehicle size road restrictions** – functionality that enables users to identify which vehicles can travel roads within their routing territory based on vehicle capacity.
- **Manage recurring changes** – confidently manage students who require a change in transportation on a rotating schedule, such as having a different pick up/drop off address every other week.

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- **Schedule future changes** — schedule the change as soon as the request comes in. This feature accommodates future permanent changes and changes with a start and end date.
- **Sync to the e-Link calendar** — Routing & Planning will push scheduled changes to e-Link’s calendar, allowing transportation staff to see when changes will take effect.

Powerful Reporting

The reporting features within Versatrans Routing & Planning are extensive. The system includes a wide variety of standard reports, as well as custom reporting functionality that enables users to build, modify, and format reports that contain the information that they need, when they need it. Our reports provide access to route, employee, and student information that enables you to monitor your operations and maximize efficiencies. Our reports also allow for:

- Automatic generation of notification letters for students with changed route data
- Automatic generation of driver directions with a variety of user-defined options
- ODBC connections to Microsoft Word, WordPerfect, Microsoft Excel, and Lotus 1-2-3

Extensive Fleet Management Tools

The Fleet Scheduling feature of Versatrans Routing & Planning enables users to build the entire fleet schedule with the click of one button. Fleet Scheduling enables users to:

- **Ensure equitable distribution of driver hours** – users can easily identify and adjust driver hours by rescheduling routes to different drivers.
- **Optimize the use of resources and reduce costs** – analytical tools enable users to create and compare routing scenarios and to route using the fewest buses, reducing driver, maintenance, and fuel costs.
- **Compare scheduling options** – functionality allows users to create and compare multiple bell time and scheduling scenarios to select the most efficient and effective option.

Critical Planning Tools

The planning features within Versatrans Routing & Planning extend its use beyond route automation and make it a powerful tool for administrative oversight. These robust planning tools can also be employed by users outside of the transportation office or company, including district superintendents.

Administrators and planners can obtain a macro-view of school boundaries, attendance and demographics for budgeting, planning, and designing special programs for special populations such as disabled or at-risk students.

Versatrans Routing & Planning enables administrators and planners to:

- **Analyze key data relationships** – functionality that enables users to analyze the relationships between student population location and distribution and established boundaries.

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- **Import additional data elements** – functionality that enables users to import elements such as GPA, ethnicity, free or subsidized lunch plan program participation, and more, to monitor district trends.
- **Visually assess student population distribution** – via color code-able student location maps
- **Plan for impending changes** – functionality that enables you to work with predictive data sets to plan for redistricting, new buildings or building closures, and other changes within the district.
- **Automatically recalculate school attendance** – functionality that updates school attendance as theoretical planning boundaries are added and revised.
- **Forecast changes** – functionality that enables you to predict and plan for facility and population changes.
- **Generate key reporting** – functionality that enables you to generate reports for use in planning and presenting changes.

Versatrans OnscreenTM

Student safety and route efficiency are your top two priorities - in that order.

You painstakingly screen your drivers and ensure that they receive regular high-quality training. You keep your buses in tip-top condition, never allowing scheduled maintenance to slip. Each year, you spend weeks planning and testing your routes to ensure that they are the most efficient they can be. You've often wished that you could ride along with each and every bus in your fleet day in and day out to ensure that things go smoothly and safely.

Now your wish can become reality...

You can ride along with your fleet using Versatrans Onscreen, the premier GPS/AVL tracking solution offered by Tyler's Versatrans Solution.

Monitor Your Fleet – Wherever You Are

Versatrans Onscreen enables you to follow your fleet when the busses roll. Its web-based user interface is both flexible and user-friendly, and provides a variety of options for monitoring driver, bus, and route activity that are critical to you in ensuring safety and efficiency. With Versatrans Onscreen, you can ride along with your fleet, monitor bus and driver activity, and review student, driver, and route ridership information from anywhere you access the Internet.

You'll know the minute something is not as it should be. Imagine – your driver has a problem and initiates a distress alert, and you see an alert on your Versatrans Onscreen control panel. You could be on scene faster than ever before.

Be Aware of Potential Problems – Before They Occur

What better way to ensure safety than to proactively address potential issues? Versatrans Onscreen lets you set alerts for and record important events and information about your drivers and their vehicles. With Versatrans On Screen, you can be alerted and review information on:

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- Driver behavior
- Route information
- Bus information

Versatrans Onscreen enables you to proactively monitor your fleet and your drivers – so that you can be aware of and address potential issues... before they become problems.

Optimize Your Routes Based on Actual Data

Versatrans Onscreen records detailed route activity as it occurs. All information collected is available for your review and analysis through powerful reporting. Imagine being able to shave minutes off of your route times by adapting a short cut that a driver happened to take last Tuesday – it's possible with Versatrans Onscreen.

Every route has room for improvement and adjustment for optimization. Harness the power of analysis of real time data to review and update your routes, and ensure that they are the most efficient that they can be.

Why Choose Versatrans Onscreen?

So why should you choose Versatrans Onscreen as your GPS monitoring solution? Not only can it keep you informed on important information regarding your fleet from anywhere you can access the Internet, it also features:

- Integration with routing in Versatrans Routing & Planning, the leading solution for automating pupil transportation Routing & Planning.
- Direct access to student, driver, and ridership information from Versatrans Routing & Planning.
- Thresholds and alerts for important unplanned event monitoring.
- A flexible design that allows display of GPS data collected from virtually any source.
- Intuitive and flexible reporting.
- Tools for analyzing actual route data that empower you to optimize your routes.

What About GPS Hardware?

Versatrans Onscreen has a uniquely flexible design that enables it to process and display GPS data collected from virtually any available source. What that means is that you have the flexibility to choose your hardware provider and hardware options. Not sure where to start in selecting your hardware? Tyler's Versatrans Solution can recommend some leading hardware providers to help get you started. Contact your Tyler's Versatrans Solution sales representative for assistance.

GPS Hardware

Versatrans Onscreen functionality is dependent on GPS hardware being configured to provide door open or stop arm events.

Tyler Telematic GPS

Tyler Telematic GPS is the leading solution for telematics and GPS in the industry today. It provides a unique combination of location, fleet diagnostic, and the dynamics of an

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accelerometer, all combined for information which allows transportation professionals to better perform tasks that can help improve transportation options in a positive manner. Telematic GPS can:

- Effectively separate and manage idle times thus saving fuel and reducing impact on the environment,
- Easily create benchmarks and scoring reports for improved driver training programs,
- Reduce the size of spare vehicle fleets, and
- Stay one step ahead of maintenance issues by receiving in-depth reports and notification regarding the condition of every engine.

At Tyler, we understand the need to reduce emissions to save on fuel costs and to be environmentally conscious, track important driver data and increase overall operation efficiencies. Tyler Telematic GPS can address all of these needs and more. Some of the relevant features and functionality of Tyler Telematic GPS are listed below.

On-Board Diagnostics: Tyler Telematic GPS tracks vital engine information and diagnostics with a directive to improve performance and mileage. In addition to tracking and reporting, the system has an innovative ability to proactively communicate information. For example, the system automatically wakes up during the night, checks the vehicles health and measures the battery voltage. If the voltage falls below a user-defined level, an email can be sent with an alert that the vehicle will not start. This kind of proactive information saves time and money.

Location data: With the active (cellular) communication method proposed herein, the system provides for live indications of the position, navigation and timing of a given vehicle, a selected group of vehicles, or an entire fleet of vehicles or any subset of vehicles a user may define. Along with position, navigation and timing data, the user can create geofences in the map which trigger alerts as the vehicle enters or exits those geofences. Geofences can be tagged to a given vehicle, a selected group of vehicles, or an entire fleet of vehicles or any subset of vehicles a user may define. The system can also indicate that a driver has stopped at a bus stop, arrived at a school, congregated with other buses, entered into a restricted area, or has left or arrived back at their designated overnight parking location.

Key Performance Indicators: Tyler Telematic GPS provides the most intelligent view of idle data available in the student transportation industry today. Vehicle idling may be divided into two categories, manageable and unmanageable. Unmanageable idling occurs when the vehicle is stopped in traffic, or when it is loading or unloading students. The vehicle idles during these events, but that is necessary to the function for which we are using the vehicle. Manageable idle times on the other hand are truly just unnecessary idle events. Tyler Telematic GPS has a unique process for determining the difference between manageable and unmanageable idles and for reporting on them. Segregating manageable from unmanageable idle times is the key.

Checkmate software also offers an industry-first ability to assign idle time to the person or group responsible. For example, technicians, drivers, and fuelers are all groups which use the vehicle and could cause the vehicle to idle. Checkmate separates manageable from unmanageable idle times and also separates the group or persons responsible for the idle time. The result is that drivers are not held responsible for idle time due to the shop starting the vehicle or a fueler letting the bus idle while fueling it.

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Accurate Mileage: The algorithms in Tyler Telematic GPS track mileage more accurately than most vehicle odometers. The wear or retreading of tires can alter the accuracy of mileage if recorded by the turning of the wheels, or even on the engine data. Processing mileage through GPS tracks actual vehicle movement with a smaller degree of error.

Accident Reconstruction Data: The unique ability to pin and store pre-accident data has an additional value in that it has been accepted as admissible in court and civil actions.

Concurrent Users: Checkmate software is web-based and designed to handle a large number of simultaneous users. There are installations currently using the Checkmate technology which are supporting hundreds of users.

Fuel Monitoring: Using the on-board diagnostic (OBD) capabilities of Tyler Telematic GPS, Tyler can track fuel levels, indicating when and how much fuel was added, regardless of whether the fuel was obtained internally or externally from the district’s fueling station.

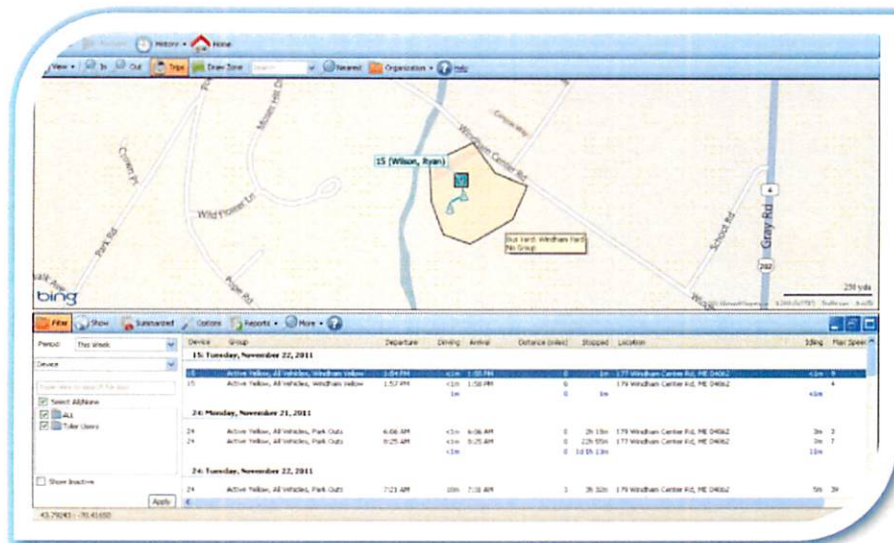
Driver Scorecard: Tyler Telematic GPS provides a unique capability to capture driver behavior patterns. These include speed profiles, records of excess acceleration or hard braking, miles per gallon of fuel consumption and specific idle time attributable to the driver. These data are combined to create a driver scorecard that allows the district training officer valuable information on how to improve driver performance based on the best practices of the highest rated drivers. Additionally, Tyler Telematic GPS offers a proactive tool for drivers to help them operate within their fleet’s operating practices. Before any driver exceeds, or breaks a rule, Tyler Telematic GPS will give the driver an audible warning that a rule is about to be broken. For those times when a little “over rule” is acceptable, the system allows for a user defined number of seconds before an alert is logged as a broken rule.

The Software

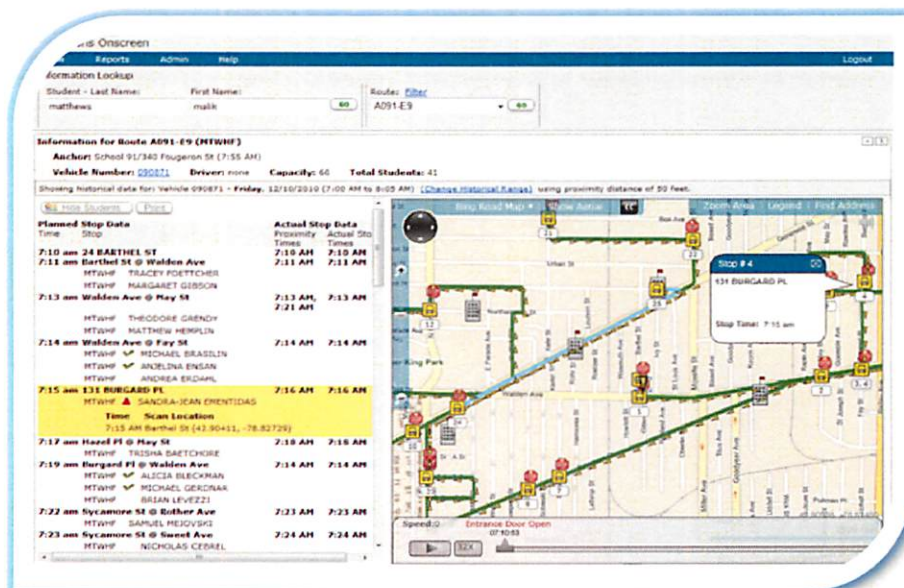
Versatrans has built its reputation on providing industry leading transportation software specific to transporting student to and from school. The Versatrans suite of software programs is known across North America not only for a user friendly experience, but also a seamless integration of programs with each other. Versatrans is also known for its open architecture and willingness to reach out and work with software and hardware from other manufacturers. The Tyler Telematic GPS offering is no different. It works very well with the suite of Versatrans software and has a software development kit (SDK) for other software vendors to utilize in their integration efforts. There are two software components with Tyler Telematic GPS; Checkmate and Versatrans Onscreen, each of which is described below.

Checkmate—this new software solution comes with the purchase of the Telematic GPS unit. This is your window into the engine of every vehicle in your GPS-equipped fleet. Checkmate monitors the status of many of the internal functions of the engine, every second, giving mechanics advanced notice of mechanical issues, thus preventing breakdowns and costly repairs. Checkmate will also send alerts on battery voltage levels, low fuel, oil pressure and more. On those cold mornings, you will know which vehicles are not going to start before you even head to the garage. Checkmate is hosted Tyler.

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Versatrans Onscreen—Onscreen is a powerful AVL that lets dispatchers know where vehicles are at all times. The system provides the answer to the question "Is my child's bus running late?" and the proof that the bus did actually stop and at what time. It also allows creation of geofence areas that you need to monitor more closely. For example, a geofence can be created to send an alert when each bus leaves the yard or if a bus goes off route. The real power of Onscreen comes when you integrate it with routing and planning software. Through the integration you can see the planned route and compare it to the actual path of the bus to identify the most optimum path.



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The Hardware

Tyler Telematic GPS hardware is manufactured by Geotab, Inc. Since 1997, Geotab has been manufacturing powerful end-to-end telematics solutions and has become the resource management system of choice by leading local and international organizations. Geotab’s telematics technology creates a solution that gives customers the tools and data they need to improve efficiencies, reduce waste, and build service levels, making real business improvements that cut costs and increase revenues. Geotab has deployed over 200,000 devices worldwide that serve the diverse needs of organizations who wish to measure so they can manage more efficiently. The Go6 is the world’s only small form factor GPS that is expandable through patented “IOX” technology.

The Geotab GO6 device is described below.



Tyler Telematic GO6 Unit

Feature	Geotab GO6 Device
Installation	Simple plug and play
Current Consumption	<ul style="list-style-type: none"> Operating Mode: 50 – 500 mA (engine running) Sleep Mode: 3 mA
Intelligent Ignition Detect	Non-engine based ignition detect based on voltage and movement allowing for 2-wire installation, perfect for older vehicles with no engine information and covert installation for asset recovery.
Recording Parameters	Nested logic compares multiple sensors each second and records broken thresholds
On-board Sensors	Accelerometer, GPS, Engine Diagnostic Data.
Event Records	Main Data Memory records about 40,000 logs. About 4,650 miles of city driving.
Accident Records	Accident Data Memory buffers records over 100 minutes of second-by-second data (6,000 logs). Last 72 seconds (1.2 minutes) are sent instantly on accelerometer triggered accident-level events.
In-Vehicle Driver Interaction	Driver Feedback: Harsh Braking, harsh acceleration, harsh corners, over-revving engine, excessive idling and speeding, and engine based seatbelt violations (when available). Test mode for diagnostic beeps for GPS and wireless system connections.
Compliance	RoHS compliant, lead free

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System Health	Daily battery health and location heartbeat
Over The Air Support (OTA)	<ul style="list-style-type: none"> Firmware: For maintenance, new features, and custom applications Parameters: For turning additional features on/off Almanac/Ephemeris Data: for quicker GPS latch
Fully Supported Parameters	Customer may tailor recording algorithm
Reports	Off the shelf or user-created reports via Excel
Vehicles Supported	<ul style="list-style-type: none"> CAN: ISO 15765 Diesel Engines: SAE J1939 & J 1708 Legacy OBD: SAE J1850 PWM/VPW, ISO 9141-2, and ISO 14230 KWP2000
Wireless Connectivity	G3
IOX Expandability	<ul style="list-style-type: none"> Garmin Iridium Auxiliary – Analogue and Digital Hours of Service (HOS) USB port for third party integration
Antenna	Both GPS and Cellular are internal.
GPS Receiver	<ul style="list-style-type: none"> NEO-60 with under 1 second time to first fix for hot starts and aided starts Voltage: 2.7 V to 3.6 V 50-channel u-Blox 6 engine with over 2 million effective correlators
Cellular Modular	<ul style="list-style-type: none"> LISA-U200, Certifications, R&TTE, CE, GCF, FCC, PTCRB, IC Voltage 3.35 V to 4.2 V GPRS/Edge: 850/900/1800/1900 Embedded TCP/IP Stack
Clock	Internal clock is set by GPS latch and counts seconds for time based activity during sleep mode including heartbeat and voltage recording
Heartbeat	The Go6 wakes out of sleep mode at decaying intervals to send buffered data, such as position and voltage data.
Accelerometer	3-axis accelerometer for low-voltage digital output linear MEMS, housed in an LGA package, full scale (+/-2g and +/-8g) capable of measuring accelerations with an output data rate of 100 Hz or 400 Hz
Additional Sensors	8 true/false auxiliary wires included in kit (monitoring for reds, yellows and door open is included in the base plan. Monitoring of other items is optional)