



Qmlativ

The following pricing for software and services is provided specifically for you. If you would like information on a product or service not included below, please contact your Account Executive.

Secure Cloud Computing Installation

School Management System Investment Summary

	Initial Investment	Services	Full 12-Month Recurring Fees	Total
School Business				
Estimated Installation: Beginning of Fiscal Year	\$ 55,760.00	\$ 70,825.00	\$ 27,060.00	\$ 153,645.00
System Wide Services and Software	-	26,185.00	-	26,185.00
Total School Management System	\$ 55,760.00	\$ 97,010.00	\$ 27,060.00	\$ 179,830.00

School Management System Investment - Including Full 12-Month Annual License Fees *	\$ 179,830.00
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School Management System Investment - No Proration	\$ 55,760.00	\$ 97,010.00	\$ 27,060.00	\$ 179,830.00
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* This Investment Summary reflects Software License Fees for a full 12-Month period.

The actual billing will be reflective of the actual installation date.

The customer recognizes and acknowledges that in subsequent years the Full 12-Month Annual License Fee will be billed.

Investment Estimate

Year 0	Estimated Installation Date through June 30, 2019 *	\$ 38,193.00
Year 1	July 1, 2019 through June 30, 2020	117,386.00
Year 2	July 1, 2020 through June 30, 2021	51,313.00
Year 3	July 1, 2021 through June 30, 2022	27,060.00
Year 4	July 1, 2022 through June 30, 2023	28,088.00
Year 5	July 1, 2023 through June 30, 2024	29,155.00
Total Investment Estimate		\$ 291,195.00

This cost projection is based on the following terms. The annual increase for years 0 through 3 will be locked at 0%.

In years 4 and beyond, the estimated annual increase of 3.8% will be applied. This is only an estimate.

See Terms and Conditions for revised payment terms.

18-0305dtc

* The estimated installation date is not a guaranteed installation date.

It is an estimate used by your Account Executive to more closely project the actual costs of the products shown on this proposal.

The actual installation date will be determined by Project Management once the sale is complete.



Pricing Detail

School Business				
School Business Software				
	Initial Investment	Services	Full 12-Month Recurring Fees	Total
Core Package	\$ 47,840.00	\$ -	\$ 17,160.00	\$ 65,000.00
¹ Customer Loyalty Discount	(12,480.00)	-	-	(12,480.00)
Finance				
Employee Access				
Staff Planning				
Payroll				
Position Management				
² Professional Development Center (School Business Suite)				
Substitute Tracking				
Time Off				
Additional Functionality				
eSign - Electronic Signature - 1 block	-	200.00	-	200.00
³ Benefits Management	7,360.00	-	2,640.00	10,000.00
¹ Customer Loyalty Discount	(1,920.00)	-	-	(1,920.00)
Assets	7,360.00	-	2,640.00	10,000.00
¹ Customer Loyalty Discount	(1,920.00)	-	-	(1,920.00)
Time Tracking	12,880.00	-	4,620.00	17,500.00
¹ Customer Loyalty Discount	(3,360.00)	-	-	(3,360.00)
School Business Suite Training				
On-Site Days (18)	-	29,700.00	-	29,700.00
Web Hours (128)	-	22,400.00	-	22,400.00
^{4,5} School Business Suite Data Migrations				
Converting Vendor: TIES				
⁶ Certification	-	1,755.00	-	1,755.00
⁷ Skyward Discount	-	(585.00)	-	(585.00)
⁶ Check Reconciliation	-	1,463.00	-	1,463.00
⁷ Skyward Discount	-	(488.00)	-	(488.00)
Finance - Standard	-	4,095.00	-	4,095.00
⁷ Skyward Discount	-	(1,365.00)	-	(1,365.00)
⁶ Assets	-	3,218.00	-	3,218.00
⁷ Skyward Discount	-	(1,073.00)	-	(1,073.00)
⁶ Open Purchase Orders	-	1,755.00	-	1,755.00
⁷ Skyward Discount	-	(585.00)	-	(585.00)
Payroll - Standard	-	3,218.00	-	3,218.00
⁷ Skyward Discount	-	(1,073.00)	-	(1,073.00)
⁸ Position Management	-	3,803.00	-	3,803.00
⁷ Skyward Discount	-	(1,268.00)	-	(1,268.00)
⁶ Time-Off Summary	-	2,048.00	-	2,048.00
⁷ Skyward Discount	-	(683.00)	-	(683.00)
⁶ W2 History	-	6,435.00	-	6,435.00
⁷ Skyward Discount	-	(2,145.00)	-	(2,145.00)
Subtotal School Business	\$ 55,760.00	\$ 70,825.00	\$ 27,060.00	\$ 153,645.00
⁹ Total School Business Suite Solution				\$ 153,645.00

Pricing detail continued on following page

Pricing Detail, continued from previous page

System Wide Services and Software

	Initial Investment	Services	Full 12-Month Recurring Fees	Total
Installation				
¹⁰ Secure Cloud Computing Setup Assistance	\$ -	\$ 585.00	\$ -	\$ 585.00
SmartStart Implementation Service				
Consulting - On-Site Days (3)	-	4,950.00	-	4,950.00
Consulting - Web Hours (88)		15,400.00		15,400.00
Project Management	-	6,300.00	-	6,300.00
¹¹ Project Management Discount	-	(1,050.00)	-	(1,050.00)
Subtotal System Wide Services and Software	\$ -	\$ 26,185.00	\$ -	\$ 26,185.00
Total System Wide Services and Software				\$ 26,185.00

Secure Cloud Computing Services

Secure Cloud Computing Services (SCC Services) provides an option to remotely operate your Skyward application through a secure cloud provider. Our cloud provider operates servers within its own facilities, located in the US, allowing you secure access to all applications through a browser via the Internet. The SCC Services are fully responsible for all aspects involved in database disaster recovery, loading releases and updates, operating and maintaining host servers, software, and databases.

ISCorp offers the hosting packages listed below and recommends the following package:

	Gold	Annual Total
School Business Suite		
Gold Package		\$ 6,400.00 *
Platinum Package		\$ 9,600.00 *

* This is a 36 month contract.

If you are interested in learning more about the SCC Services package options, please contact ISCorp, Jeff Zillner - VP Operations, 262.240.7777 or jzillner@iscorp.com.

Implementation and Training

Project Management

This is going to be a significant project, and you need a professional to manage it. Skyward's project management team will facilitate the flow of information to make your implementation a success. We are heavily versed in project management best practices and apply these in conjunction with our unique industry expertise for a smooth transition.

Training

Unlike many of the one-size-fits-all training programs prevalent in our industry, Skyward delivers web and onsite sessions tailored to your best practices. We layer an initial level of consulting with your leadership team to define short- and long-term goals. We understand the comfort level of your staff is a strong indicator of long-term success, which is why these trainings are supplemented with our self-paced Professional Development Center. Skyward's training model will provide a robust plan designed to fully train your staff without the need for purchasing additional hours. By utilizing Skyward's proven methods, you are setting your team up for a successful implementation.

Software Modules Not Included on this Proposal

School Business Suite Software Modules

- Accounts Receivable
- Activity Accounting
- Applicant Tracking
- Bid Management
- Warehouse
- Work Requests

Pricing Footnotes

See Terms and Conditions for revised payment terms.

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¹ *This proposal includes a discount off of the Skyward initial investment fees.*

180212dp

This discount is valid for a limited time and may be discontinued without prior notice.

² Skyward's Professional Development Center (PDC) is included on this proposal. The PDC is a self-paced learning center to assist in training all staff. It includes online tutorials, simulations, and testing options. Your entire staff will have unlimited access to Skyward's on-line library and training materials for select modules.

³ This module has not been released for distribution. Upon release, your district will receive full access to this module.

⁴ All data must be provided in an ASCII, SQL Database or Excel format. Any other format will result in additional charges based on programming estimates at then-current rate per hour. In some instances it is not possible to identify the fields required for the data migration. If this occurs, Skyward will not be responsible for manual data entry of these fields under the data migration agreement. Field and record layouts will be provided by customer, if needed.

⁵ Account Balancing Clarification

Skyward software requires that an account's ending balance for the quarter or year be equal to the opening balance for the next quarter or year. This is an accepted accounting principal and if your data does not meet that requirement Skyward will attempt to determine the discrepancy and if the discrepancy cannot be determined in a timely manner, Skyward will make an offsetting entry to fulfill the requirement. Skyward will clearly identify which account was adjusted and how the adjustment was accomplished. The customer may conduct further research and make a journal entry to eliminate the offsetting entry if desired.

⁶ This proposal includes data migrations outside of the Skyward recommended data migrations. Skyward staff will determine timeline for delivery.

⁷ *This proposal includes a discount off of the data migrations.*

180212dp

This discount is valid for a limited time and may be discontinued without prior notice.

⁸ Skyward offers two solutions to migrate Position Management data. Skyward will work with you to determine the best solution.

⁹ Third-party product licenses may be subject to an annual increase.

Skyward requires an SSL (Secure Socket Layer) certificate to run any web-based applications.

Skyward's IT Services can provide you more information including cost and installation of an SSL certificate.

¹⁰ **Secure Cloud Computing (SCC) Setup Assistance**

SCC Compliancy Testing.

Installation/Setup Service.

¹¹ *This proposal includes a Project Management discount. This discount applies when purchasing a core product.*

Future sub module purchases will include standard Project Management fees.

Training Footnotes

Skyward consultation and training is sold as a number of days and web hours identified on the proposal. The number of days and hours sold is an estimate of customer needs based on a combination of preliminary information gathered from the customer prior to the sale and Skyward's past training experience. It will be at the discretion of the Skyward and Customer Project Managers to use the days and web hours in a manner that best suits the customer. Any time spent by Skyward consultants for preparation, follow up, and the creation of training materials or other deliverables is also considered billable and will be deducted from this consulting time at the consulting rate. The customer can purchase additional consulting hours if more consulting time is needed.

Skyward On-Site Training Policy. A maximum of 10 people may attend each on-site day unless otherwise noted in this proposal. Should more people attend the training over the numbers stated, the customer will be charged an additional \$200 for each person.

Web training allows Skyward to remotely present, discuss, and review our product directly with you. This application utilizes the Internet and is conducted live between your staff (at their own workstation) and a Skyward service representative without the need for them to travel to your location, providing you with a lower cost of training and/or implementation along with greater flexibility of your installation timeline.

Finance setup day included for verification of previously installed conversion data in preparation for live processing. This includes but is not limited to security setup, default parameter settings in the software, verification of printing capabilities, verification of conversion totals on financial reports (balance sheet, revenue and expense, payroll history totals, etc.), verification of code table setup, and random verification of data records in each module converted. Skyward will assist the customer in working through these items so that the customer can verify the accuracy of information before processing begins.

Custom Forms (Checks, W-2's, etc.) and Peripherals

Nelco is the exclusively recommended supplier of preprinted, blank laser, pressure seal (blank and preprinted) checks and MICR toner cartridges. To request free samples or to place your order, visit www.skywardforms.com or contact Nelco's customer service center at 1-800-266-4669.

School Technology Associates, Inc. has worked with Skyward for over 25 years and offers a complete line of hardware, software, service, and support for peripheral equipment needed to run Skyward's Food Service, Fixed Assets, and TrueTime software. All items have been completely tested by Skyward and are in use by other Skyward customers nationwide.

Dan Hoerl, President
School Technology Associates, Inc.
15134W Pierce Lane
Stone Lake, WI 54876
(612) 860-8960 - Cell Phone

Your one-stop source for your Skyward needs.
(877) 436-4657 - Toll Free Order Line
(877) 466-7157 - Toll Free Fax Line
www.k12sta.com

Secure Cloud Computing Readiness Review

As you consider Skyward's SCC Services, we can provide you with an initial readiness review to ensure your internet connection provides adequate bandwidth. Please contact your ISP (Internet Service Provider) on obtaining a usage report of your internet connection and provide the following information to your Skyward Account Executive for further analysis.

- ISP (Internet Service Provider) Name
- Type and Total bandwidth contracted with your ISP
- Available/free bandwidth during school hours (typically available through a bandwidth utilization report; preferably during the past 30 days with students present)

Third Party Financing Options

Skyward is committed to providing you with cost effective options to budget for your School Management System. Many of our clients have a favorable history working with Providence Capital Network (www.ProvidenceCN.com). Their roots extend back over 30 years providing lease financing to the education market. They are members of many state ASBO organizations including WASBO and IASBO and frequently present at industry conferences as recognized experts.

Lease financing is a popular method to pay for software projects by spreading the initial cost over a multi-year period and it generally does not require voter approval. It can also be very cost effective given the strong credit ratings of most school districts.

Benefits of Lease Financing

- Simple process: apply with a one page application
- Easy to budget: evenly spread the cost over 3 years or more
- Experienced: more than 100 schools have benefited
- Affordable rates: competitive pricing for monthly and annual payments

Next Step

- Call 800-680-0560 to evaluate if lease financing is best suited for you.

8.14.09

Recurring Fee Information

Your Recurring Fees Include:

- Unlimited support requests for designated support contacts
- Live chat support
- Periodic product webinars
- Quarterly customer newsletter
- Product updates throughout the year
- State and Federal required reports

Terms and Conditions

- See attached Terms and Conditions page for further information.
The Terms and Conditions page must be executed by an authorized representative.
- The Sales Agreement will be sent to you for execution.
The Sales Agreement page must be executed by both Skyward and an authorized representative to be valid.

TERMS AND CONDITIONS

All proposals are valid for 30 days from date of proposal.

Payment Terms:

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1. Skyward Initial Investment Fee (if applicable)

If Core Sale: 100% payment (30% of which is non-refundable) billed upon installation of software onto Customer's system or access to Skyward data through hosting services, 25% due upon installation, 50% due 9/1/2019, and 25% due 12/31/2019.

If Non-Core Sale: 100% payment (30% of which is non-refundable) billed upon execution of Terms and Conditions or acceptance of proposal, 25% due upon installation, 50% due 9/1/2019, and 25% due 12/31/2019.

2. Professional Services

a. Installation and Training Services

If Core Sale: Billed for all training and installation services upon installation of any Skyward programs onto Customer's system, 25% due upon installation, 50% due 12/31/2019, and 25% due 7/1/2020.

If Non-Core Sale: 100% billed upon execution of Terms and Conditions or acceptance of proposal, 25% due upon installation, 50% due 12/31/2019, and 25% due 7/1/2020.

Installation and Training Services hours must be used within 12 months of installation. Unused hours will be forfeited and are not refundable.

All training days described in the proposal may be utilized by Customer for a period of up to twelve (12) months following the implementation of each software module to which the training pertains. Any training days that are not utilized by Customer within the time provided will expire and

b. are non-refundable.

Project Management / Consultative Services

Billed upon execution of Software License Agreement, Terms and Conditions or acceptance of proposal, 25% due upon installation, 50% due 12/31/2019, and 25% due 7/1/2020.

All Project Management / Consultative Services days described in the proposal may be utilized by Customer for a period of up to twelve (12) months following the implementation of each software module to which these days pertain. Any Project Management / Consultative Services days that are not utilized by Customer within the time provided will expire and are non-refundable.

c. Data Migration Fees

If Core Sale: Billed for all data migration services upon installation of any Skyward programs onto Customer's system, 25% due upon installation, 50% due 12/31/2019, and 25% due 7/1/2020.

If Non-Core Sale: 100% billed upon execution of Terms and Conditions or acceptance of proposal, 25% due upon installation, 50% due 12/31/2019, and 25% due 7/1/2020.

Data used for the data migration must come from one system.

d. Custom Programming / Programming Condition(s) of Sale

Billed upon completion.

3. Skyward Full 12-Month Recurring Fees

If Core Sale: Skyward 12-Month Recurring Fees will begin on 7/1/2019 through June 30th or August 31st as designated within the signature section.

If Non-Core Sale: Skyward 12-Month Recurring Fees will begin on 7/1/2019 through June 30th or August 31st as designated within the signature section.

4. Third Party Software, Hardware and Related Services

Payment due upon delivery of product and / or services.

5. Third Party 12-Month Recurring Fees

Third Party 12-Month Recurring Fees will be billed upon start of fees as indicated by the third party vendor. For the initial year, the fees will be prorated through the end of the Customer's current fiscal year if permission has been granted by said vendor. Subsequent years will renew under the same terms.

6. Scheduling of Installation

Installation of software must occur within 12 months of purchase. Purchases made subsequent to this sale will be quoted at the then-current price.

7. Taxes

If any authority imposes a duty, tax, levy or fee, excluding those based on Skyward's net income, upon the Skyward products, materials, or Skyward services, then Customer agrees to pay the amount specified and Customer is solely responsible for any personal property taxes for the Skyward products from the date they were acquired.

6.13.17

Customer agrees to the terms and conditions listed above and set forth in the proposal.

First Day of Fiscal Year: _____

Customer Signature

Printed Name

Date