Vermont VSI Systems
Recreation & Parks Software

Please See Detail Breakdown
on Following Pages

Description:	**VSI Software/Training/Hardware/Host/CC**
Prepared For:	**Albany Recreation & Community Services, Albany, CA**
Contact Name:	**Isabelle Leduc, Recreation Supv, Sr. Center**
Contact Email:	**ileduc@albanyca.org**
Approved By:	**Robert Willey (bobw@vermontsystems.com)**

Phone Number:	**(510)559-7226**
Fax Number:	**(510)524-8940**
Quote Date:	**09/02/2011**

Description	Purchase Price	Annual Maint/Svs	Estimated Shipping	Total Price
RecTrac - Workgroup Multi-User Software				
Application Software	$6,650.00	$1,640.00	$0.00	$8,290.00
Progress OpenEdge Software	$1,330.00	$328.00	$0.00	$1,658.00
VSI-Add ons	$750.00	$150.00	$0.00	$900.00
Support Services - Training & Travel Expenses	$6,265.00	$0.00	$0.00	$6,265.00
Total RecTrac:	**$14,995.00**	**$2,118.00**	**$0.00**	**$17,113.00**
ID Systems - Workgroup Multi-User Software				
Application Software	$950.00	$190.00	$0.00	$1,140.00
Progress OpenEdge Software	$190.00	$38.00	$0.00	$228.00
Key Fobs	$410.00	$0.00	$10.00	$420.00
ID Card Hardware	$185.00	$0.00	$14.00	$199.00
Barcode Readers	$590.00	$0.00	$26.00	$616.00
Support Services - Training & Travel Expenses	$380.00	$0.00	$0.00	$380.00
Total ID Systems:	**$2,705.00**	**$228.00**	**$50.00**	**$2,983.00**
WebTrac - Basic Edition				
Application Software	$4,075.00	$1,015.00	$0.00	$5,090.00
Progress OpenEdge Software	$815.00	$203.00	$0.00	$1,018.00
VSI-Add ons	$1,250.00	$0.00	$0.00	$1,250.00
Support Services - Training & Travel Expenses	$1,900.00	$0.00	$0.00	$1,900.00
Hosting Services	$0.00	$1,200.00	$0.00	$1,200.00
Total WebTrac:	**$8,040.00**	**$2,418.00**	**$0.00**	**$10,458.00**
PayTrac - Application Software & Hardware				
Application Software	$750.00	$150.00	$0.00	$900.00
Printers	$605.00	$0.00	$51.00	$656.00
Combo Barcode/MSR Readers	$430.00	$0.00	$26.00	$456.00
Total PayTrac:	**$1,785.00**	**$150.00**	**$77.00**	**$2,012.00**

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Description	Purchase Price	Annual Maint/Svs	Estimated Shipping	Total Price
VSI TOTALS				
Application Software	**$12,425.00**	**$2,995.00**	**$0.00**	**$15,420.00**
Printers	**$605.00**	**$0.00**	**$51.00**	**$656.00**
Progress OpenEdge Software	**$2,335.00**	**$569.00**	**$0.00**	**$2,904.00**
Key Fobs	**$410.00**	**$0.00**	**$10.00**	**$420.00**
ID Card Hardware	**$185.00**	**$0.00**	**$14.00**	**$199.00**
Barcode Readers	**$590.00**	**$0.00**	**$26.00**	**$616.00**
Combo Barcode/MSR Readers	**$430.00**	**$0.00**	**$26.00**	**$456.00**
VSI-Add ons	**$2,000.00**	**$150.00**	**$0.00**	**$2,150.00**
Support Services - Training & Travel Expenses	**$8,545.00**	**$0.00**	**$0.00**	**$8,545.00**
Hosting Services	**$0.00**	**$1,200.00**	**$0.00**	**$1,200.00**
Grand Totals:	**$27,525.00**	**$4,914.00**	**$127.00**	**$32,566.00**

(plus tax where applicable)

INSTALLMENT PURCHASE PLAN OPTIONS - NO INTEREST CHARGES
(Total Software License Figure Used For Installment Calculation) $16,760.00

Two Year Payment Plan Purchase Option *(Software License Portion Of Installment Amount)* *$8,380.00*
Year 1 (Includes One Half The Software License + All Training + All Travel Expense + All Shipping + Annual Maintenance) **$24,186.00**
Year 2 (Includes One Half The Software License + Annual Maintenance) **$13,294.00**
Year 3+ (Annual Maintenance Only) **$4,914.00**

Three Year Payment Plan Purchase Option *(Software License Portion Of Installment Amount)* *$5,587.00*
Year 1 (Includes One Third The Software License + All Training + All Travel Expense + All Shipping + Annual Maintenance/Services) **$21,393.00**
Year 2 (Includes One Third The Software License + Annual Maintenance/Services) **$10,501.00**
Year 3 (Includes One Third The Software License + Annual Maintenance/Services) **$10,501.00**
Year 4+ (Annual Maintenance/Services Only) **$4,914.00**

RecTrac Workgroup Multi-User Software
Recreation Tracking Software
VSI Quote Number: 24118

Please Review Notes on Last Page
Software Pricing Is Valid For 120 Days
Hardware Pricing Is Subject to Change

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Qty	Unit	Description	Unit Price	Extended Price	Annual Maint/Svs
		Application Software			
1	Each	Activity Registration (V-RT-MU-AR)	$2,450.00	$2,450.00	$440.00
1	Each	Facility Reservations (V-RT-MU-FR)	$2,450.00	$2,450.00	$440.00
1	Each	Pass Management Photo (V-RT-MU-PM)	$2,450.00	$2,450.00	$440.00[1]
1	Each	Incident Processing and Reporting (V-RT-MU-IC)	$0.00	$0.00	$0.00
1	Each	Systems Administration (required) (V-RT-MU-SA)	$400.00	$400.00	$400.00[2]
3	Each	Additional Users Over 2 (5 Total concurrent) (V-RT-MU-AU)	$300.00	$900.00	$120.00
1	Each	VSI Competition Trade-in Discount (VSI-DISCOUNT WRKGRP)	$2,000.00-	$2,000.00-	$200.00-
		Total Application Software:		**$6,650.00**	**$1,640.00**
		Progress OpenEdge Software			
1	Each	OpenEdge Workgroup Appl Server & RDBMS (T-PG-MU-OE)	$1,330.00	$1,330.00	$328.00[3]
		Total Progress OpenEdge Software:		**$1,330.00**	**$328.00**
		VSI-Add ons			
1	Each	VSI General Ledger Interface (Tyler Technologies) (V-RT-IN-GL)	$750.00	$750.00	$150.00[4]
0	Each	Activity Reg Custom Brochure Interface (add-on Opt) (VSI-I-AR)	$750.00	$0.00	$0.00
		Total VSI-Add ons:		**$750.00**	**$150.00**
		Support Services - Training & Travel Expenses			
5	Day(s)	On-Site, Installation & Training (X-S-TNG-01)	$680.00	$3,400.00	$0.00
1	Day(s)	Travel time - per day (X-S-TNG-09)	$340.00	$340.00	$0.00
5	Each	Travel expenses - per day (estimated) (X-X-EXP)	$325.00	$1,625.00	$0.00[5]
1	Each	Airfare for travel (estimated) (X-X-AIR)	$900.00	$900.00	$0.00
		Total Support Services - Training & Travel Expenses:		**$6,265.00**	**$0.00**
		Total Software, Hardware and Support Services		**$14,995.00**	**$2,118.00**
		Grand Total - RecTrac:		**$17,113.00**	

(plus tax where applicable)

ID Systems Workgroup Multi-User Software
Pass Management Photo/Plastic Photo ID Card System
VSI Quote Number: 24118
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Quote Date:	**09/02/2011**

Qty	Unit	Description	Unit Price	Extended Price	Estimated Shipping	Annual Maint/Svs
		Application Software				
1	Each	Pass Mgmt - ID Integration (Workgroup) (V-RT-MU-PMI)	$950.00	$950.00	$0.00	$190.00
		Total Application Software:		**$950.00**	**$0.00**	**$190.00**
		Progress OpenEdge Software				
1	Each	OpenEdge Workgroup Appl Server & RDBMS (T-PG-MU-OE)	$190.00	$190.00	$0.00	$38.00 3
		Total Progress OpenEdge Software:		**$190.00**	**$0.00**	**$38.00**
		Key Fobs				
1000	Each	Key Fob, Teslin, Preprinted, Qty 1000 (S-KF-GL-T1P-14-10)	$0.41	$410.00	$10.00	$0.00 6
		Total Key Fobs:		**$410.00**	**$10.00**	**$0.00**
		ID Card Hardware				
1	Each	Microsoft LifeCam Studio Camera, Auto Focus, 1080p (H-PID-MS-01)	$150.00	$150.00	$10.00	$0.00 7
1	Each	Adjustable Tripod Stand, LifeCam Camera (H-PID-MS-01-ST)	$35.00	$35.00	$4.00	$0.00
		Total ID Card Hardware:		**$185.00**	**$14.00**	**$0.00**
		Barcode Readers				
2	Each	MK7120MetrologicOrbit OmnidirLaserScannerUSBBlack (H-BCR-ML-04-U)	$295.00	$590.00	$26.00	$0.00
		Total Barcode Readers:		**$590.00**	**$26.00**	**$0.00**
		Support Services - Training & Travel Expenses				
4	Hour(s)	Telephone Setup, Configuration & Training (estimated) (X-S-TNP-01)	$95.00	$380.00	$0.00	$0.00
		Total Support Services - Training & Travel Expenses:		**$380.00**	**$0.00**	**$0.00**
		Total Software, Hardware and Support Services		**$2,705.00**	**$50.00**	**$228.00**
		Grand Total - ID Systems:		**$2,983.00**		

(plus tax where applicable)

Vermont VSI Systems
Recreation & Parks Software

WebTrac Basic Edition
Real-Time Internet Software
VSI Quote Number: 24118
Please Review Notes on Last Page
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Hardware Pricing Is Subject to Change

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Qty	Unit	Description	Unit Price	Extended Price	Annual Maint/Svs
		Application Software			
1	Each	Web Internet Software (V-WT-SU-IS)	$3,750.00	$3,750.00	$750.00 [8]
1	Each	WebTrac Activity Registrations (V-WT-SU-AR)	$950.00	$950.00	$190.00 [9]
1	Each	WebTrac Facility Reservations (V-WT-SU-FR)	$750.00	$750.00	$150.00 [9]
1	Each	25 Additional RecTrac Users for WebTrac(1/Agent) (V-WT-SU-AU)	$625.00	$625.00	$125.00
1	Each	VSI Competition Trade-in Discount (VSI-WEB DISCOUNT1-15)	$2,000.00-	$2,000.00-	$200.00-
		Total Application Software:		**$4,075.00**	**$1,015.00**
		Progress OpenEdge Software			
1	Each	OpenEdge V10 Application Server & RDBMS (T-PG-SU-WB)	$815.00	$815.00	$203.00 [10]
		Total Progress OpenEdge Software:		**$815.00**	**$203.00**
		VSI-Add ons			
1	Each	WebTrac Standard Brochure Interface (V-WT-IN-SB)	$0.00	$0.00	$0.00 [11]
1	Each	WebTrac First Style Sheet Service Intital & Major (V-WT-IN-SS-1)	$750.00	$750.00	$0.00 [12]
1	Each	Standard Splash Page Options (V-WT-CP-SP)	$500.00	$500.00	$0.00 [13]
		Total VSI-Add ons:		**$1,250.00**	**$0.00**
		Support Services - Training & Travel Expenses			
20	Hour(s)	Telephone Setup, Configuration & Training (estimated) (X-S-TNP-01)	$95.00	$1,900.00	$0.00
		Total Support Services - Training & Travel Expenses:		**$1,900.00**	**$0.00**
		Hosting Services			
1	Month	VSI Web Server Hosting (V-TV-WT-S)	$100.00	$100.00	$1,200.00
		Total Hosting Services:		**$100.00**	**$1,200.00**
		Total Software, Hardware and Support Services		**$8,040.00**	**$2,418.00**
		Grand Total - WebTrac:		**$10,458.00**	

(plus tax where applicable)

PayTrac Application Software & Hardware
Credit and Debit Card, Electronic Check, & Gift Card Interface
VSI Quote Number: 24118
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Qty	Unit	Description	Unit Price	Extended Price	Estimated Shipping	Annual Maint/Svs
		Application Software				
1	Each	VSI Credit Card External Redirect Interface (V-PT-IN-ERI)	$750.00	$750.00	$0.00	$150.00 14
		Total Application Software:		**$750.00**	**$0.00**	**$150.00**
		Printers				
2	Each	Star TSP143UII, Thermal Rec Prt, USB, Wall Mnt, Cu (H-PRT-ST-05-U-B)	$265.00	$530.00	$24.00	$0.00 15
1	Each	Thermal 1 Ply Paper, Plain, 50 Rolls/Case (Star,Epson,Ithaca (S-PRT-IT-THB-01)	$75.00	$75.00	$27.00	$0.00
		Total Printers:		**$605.00**	**$51.00**	**$0.00**
		Combo Barcode/MSR Readers				
2	Each	Omni Slot Reader, Bar Code & MSR Trks 1,2,3 USB (H-CBM-IC-01-X-U)	$215.00	$430.00	$26.00	$0.00
		Total Combo Barcode/MSR Readers:		**$430.00**	**$26.00**	**$0.00**
		Total Software, Hardware and Support Services		**$1,785.00**	**$77.00**	**$150.00**

Grand Total - PayTrac: **$2,012.00**
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1   Standard PMP software enables (optional) capture of photo image during registration, and display of photo during Visit Check-In. You can also add the PMP ID software interface to print multi-color plastic photo ID cards.

2   The Workgroup System is quoted for those organizations with 2-39 concurrent users. The pricing for the actual number of licensed concurrent users is found on the RecTrac quote page under the Application Software section. Two concurrent users are included with the purchase of the first RecTrac module. Additional concurrent users are priced as Additional Users Over 2 (concurrent).

3   VSI uses 4GL Progress V10 OpenEdge software to develop and deploy its' Release 10 software applications, The Progress software includes Client Networking, WebClient, SQL Client Access, ODBC/JDBC Drivers, & AppServer Internet Adapter. VSI also embeds the required Progress OpenEdge Workgroup RDBMS (Relational Database Management Software) with its' applications.

4   You can select any of the current nearly 100 standard GL interfaces and 4 AP interfaces at this price. If a custom interface is needed, VSI will provide a quote, after reviewing the requirements. The implementation procedures for all interfaces are as follows: The VSI trainer will select (default) the appropriate vendor interface in RecTrac/GolfTrac and show customer how to generate the batch export file that contains the summary or detailed transactions for the day (or any date range). At this point, it is the customer's responsibility to contact the financial software vendor to arrange for assistance to import the batch file for posting to the cash receipts or general ledger system.

5   The included expenses are ESTIMATED for airfare, lodging, meals, and rental vehicle (for non-flying trips, car rental can be more due to tolls and gasoline usage). Actual expenses are billed after each trip.

6   Please note that this quote is an estimate and actual print costs may vary somewhat due to over runs, etc.
Delivery - be sure to allow 4 to 6 weeks after the you have approved the proof copy of the keyfob.

Pricing includes the initial proof plus one revision. After that each revision will be charged $75.00.
All barcode samples and magnetic card samples will be shipped via US mail; UPS service will be available for a fee. A Cancellation fee of $75.00 will be issued when an order is cancelled after it has been proofed. After a proof is signed, the financial ownership that proof and order is the customers. The customer will be responsible for its entire content.

7   Microsoft LifeCam Studio, HD 8MP Res, True 1080p Sensor, Auto Focus, USB

8   WebTrac enables your customers to process RecTrac transactions real-time using a browser via the internet.

9   WebTrac modules require respective RecTrac licensed modules in order to process web transactions.

10 VSI uses the Progress Application Development & Deployment software to develop and deploy our Web applications that provide real-time Web transaction processing in RecTrac and GolfTrac.

11 The WebTrac base pricing includes the customizable Standard Brochure Interface. If you desire a custom brochure layout beyond the standard options, a fee of 1000.00 will be charged for the custom programming.

12 VSI will customize the WebTrac stylesheet to match the appearance of your web site as closely as possible. After you have finalized your WebTrac page specifications, you will be asked to sign an approval form. VSI will provide the stylesheet programming services and then you will be asked to verify that the results match your specs. If you asked for additional changes following the completion of the initial styling then each major change request is priced at $750.00. Minor & Seasonal change requests are priced at $375.00 each.

13 The Standard Splash Page Option gives you the choice of one of 10 Standard Spash page options. Our 10 standards are available on our website to "try out", helping you to decide which option is best for your organization.

The $500 fee includes our support personnel assisting in the implementation of the template on your site. This typically takes 2-4 hours. Any time over 4 hours due to changes the customer asks for, will be charged at $95/hr. If you want design changes requiring the development team to any of the standard templates, we will provide you a quote for Custom Programming @ $120/hour.

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14   Depending on the Gateway you select, there could be setup fees charged by the Gateway up to $150 per merchant account. There
      also could be transaction fees up to .075 cents per transaction.

15   Includes power supply, power cord, auto cutter.