City of Visalia, CA

Tax & Fee Administration Services

July 23, 2024

HdL Companies

SUBMITTED BY
HdL Companies
120 S. State College Blvd., Suite 200
Brea, CA 92821
hdlcompanies.com

CONTACT
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Dear Rachel,

Thank you for the opportunity to present this proposal for HdL's Services:

- HdL Prime Business License Software with Web Module (HdL Hosted System)

Please be advised that we maintain a busy implementation schedule throughout the year. Your position in the implementation schedule will be determined when a signed agreement is received.

This proposal is valid until: **October 31, 2024.** Should you have any questions, please contact me at 888.861.0220 or by email at cduckworth@hdlcompanies.com.

Prime – Business License Software with Web Module
One-time costs

Item	Price	Comments
Prime Business License - Software License Fee (HdL Hosted System)	$36,000.00	3 Named Users
Prime Web Module	Included	Must use HdL supported payment gateway. Non-supported gateways require a development charge of a minimum of $5,000.00 + Specifications.
Implementation	20,000.00	Project management, installation, configuration, report design, training, etc. Includes BID implementation
Downtown BID Processing	8,000.00	
Data Conversion	15,000.00	Up to 30 hrs. of work. Above 30 hrs., time, and material. (Includes BID data conversion)
Travel Expenses	At Cost	At Cost
Training Costs – 1 day	Included	Included

Additional days available at $2,000/day |
| **TOTAL** | **$79,000.00** | **Total one-time costs** |

Recurring Costs

Item	Price	Comments
Annual Software Use and HdL Hosting Fee	$21,500.00	Due at Prime core system "Go Live." Renewed annually + CPI. 3 remote user licenses included. Includes BID recurring costs.
TOTAL RECURRING COSTS	**$21,500.00**	

NOTE: The HdL Prime Business License Suite includes the following: Software license for 3 named users, installation, implementation, complete review of existing operation, fees, penalties, municipal code, standard reports/forms/letters, data conversion (30 hrs. max), 1 day of training. It also includes the web renewal module, new application module, installation, and implementation. City must use HdL supported credit card payment gateway (no charge). Additional programming charges of a minimum of $5,000 if City elects to utilize other than HdL supported payment gateway.

Payment transactions are subject to typical payment processing and returned payment fees. HdL supports both agency funded (fees paid by City) and convenience fee (fees paid by taxpayer) models.

OPTIONAL SERVICES

ESRI – GIS Optional)	$15,000.00	Recurring annual use fee of $3,000.00 + CPI.