



Update on Munis

Tyler Technologies Enterprise Resource
Planning (ERP) Solution



Background

- Prior to Munis, the Village utilized Sage 50 for its accounting software. Sage 50 did not meet the current demands of the Village and is not designed for government fund accounting.
- Staff was in desperate need of a comprehensive government focused ERP solution which facilitates relevant and readily available financial information with a focus on automation.
- After extensive research, staff recommended engaging Tyler Technologies to utilize their Munis ERP Solution. Tyler Technologies is a Standard and Poor's 500 Company focusing exclusively on providing software solutions and services to federal, state, local governments, and school districts which currently serves 419 governments in the great state of Florida.



Background continued

- Munis is Tyler's flagship product offering a comprehensive suite of applications centered around the entirety of a government's operations. The Village did not require all modules offered by Munis. Fortunately, Tyler builds and prices Munis based off the government's needs. Staff has identified the following necessary applications within the software:
 - Accounting, Accounts Payable, Assets Mobile, Budgeting, Capital Assets, Cash Management, Contract Management, Project Accounting, Grant Accounting, Accounts Receivable, Cashing, General Billing, and Content Manager.
- On June 21, 2023, Council authorized staff to move forward with the implementation of Munis a Tyler Technologies Enterprise Resource Planning (ERP) Solution. Total cost of implementation is \$253,687 which includes all implementation and three years of annual fees (please note \$9,590 in estimated travel expenses is not included). Funding is included in the Villages' Fiscal Year 2023-2024 Capital Improvement Plan.



Quoted By: Phil Sharp
 Quote Expiration: 10/01/23
 Quote Name: Village of Estero - EERP - Munis
 Quote Description: Village of Estero - EERP - Munis
 (Sourcewell #090320-TTI)
 SaaS Term 3.00

Sales Quotation For:

Village of Estero
 9401 Corkscrew Palms Circle
 Estero FL 33928
 Phone: +1 (239) 221-5035

Tyler SaaS and Related Services

Description	Qty	Imp. Hours	Annual Fee
Financial Management			
Accounting	1	116	\$ 6,265.00
Accounts Payable	1	32	\$ 2,525.00
Budgeting	1	40	\$ 2,525.00
Capital Assets	1	20	\$ 2,137.00
Cash Management	1	20	\$ 1,335.00
Contract Management	1	20	\$ 874.00
Project & Grant Accounting	1	20	\$ 1,603.00
Revenue Management			
Accounts Receivable	1	40	\$ 1,870.00
Cashiering	1	32	\$ 2,914.00
General Billing	1	20	\$ 1,384.00
Content Management			
Content Manager Core includes Onboarding	1	40	\$ 12,569.00
Data Insights			
Enterprise Analytics and Reporting	1	52	\$ 2,660.00



Additional			
Enterprise Forms Processing Software (including Common Form Set)	1	0	\$ 5,440.00
Subscription Fees			
ACFR Statement Builder	1	40	\$ 4,640.00
Sub-Total:			\$ 48,741.00
<i>Less Discount:</i>			<i>\$ 7,312.00</i>
TOTAL		492	\$ 41,429.00

Professional Services

Description	Quantity	Unit Price	Ext Discount	Extended Price	Maintenance
COA Import Hours	12	\$ 175.00	\$ 0.00	\$ 2,100.00	\$ 0.00
Post Go Live Training - Financials	40	\$ 200.00	\$ 0.00	\$ 8,000.00	\$ 0.00
Project Management	68	\$ 175.00	\$ 0.00	\$ 11,900.00	\$ 0.00
Conversions – See Detailed Breakdown Below				\$ 17,200.00	\$ 0.00
Onsite Implementation	164	\$ 200.00	\$ 0.00	\$ 32,800.00	\$ 0.00
Remote Implementation	328	\$ 175.00	\$ 0.00	\$ 57,400.00	\$ 0.00
TOTAL				\$ 129,400.00	\$ 0.00

Summary	One Time Fees	Recurring Fees
Total Tyler License Fees	\$ 0.00	\$ 0.00
Total SaaS	\$ 0.00	\$ 41,429.00
Total Tyler Services	\$ 129,400.00	\$ 0.00
Total Third-Party Hardware, Software, Services	\$ 0.00	\$ 0.00
Summary Total	\$ 129,400.00	\$ 41,429.00

Contract Total \$ 253,687.00
Estimated Travel Expenses excl in Contract
Total \$ 9,590.00

Unless otherwise indicated in the contract or amendment thereto, pricing for optional items will be held
 For six (6) months from the Quote date or the Effective Date of the Contract, whichever is later.

Customer Approval: _____ Date: _____
 Print Name: _____ P.O.#: _____

All Primary values quoted in US Dollars

Detailed Breakdown of Conversions (Included in Summary Total)

Description	Qty	Unit Price	Unit Discount	Extended Price
Financials				
Accounting	1	\$ 4,000.00	\$ 0.00	\$ 4,000.00
Accounts Payable	1	\$ 6,200.00	\$ 0.00	\$ 6,200.00
Contracts	1	\$ 3,000.00	\$ 0.00	\$ 3,000.00
Project Accounting	1	\$ 4,000.00	\$ 0.00	\$ 4,000.00
TOTAL				\$ 17,200.00

Optional Tyler SaaS and Related Services

Description	Qty	Imp. Hours	Annual Fee
Financial Management			
Purchasing	1	40	\$ 3,472.00
TOTAL:			\$ 3,472.00



Background continued

- To implement Munis successfully and expeditiously, staff required an outside project manager. On September 20, 2023, Council approved Horizon Solutions Group to provide 400 hours of project management services at \$175 per hour not to exceed \$70,000.
- During the engagement a need arose for Horizon to provide financial statement and audit preparation services. The project manager spent 53 hours of their allocated 400 hours on these audit services.
- To offset these audit hours and to finish the remaining data conversions within Munis, staff requested, and Council approved an additional 80 hours not to exceed \$14,000 of implementation services for Horizon.



Implementation

- Village staff and consultants worked diligently over a 9-month period to go live with Munis as planned on Monday, June 3, 2024. Total costs to date are as follows:

1st Annual SaaS Fee:	\$41,429 (Will be \$35,261 in years 2 and 3)
Horizon Costs:	\$70,000 (347 Hours Other 53 Hours on Audit)
Tyler Costs:	<u>\$78,000</u>
Total	\$180,154
Remaining budget:	\$167,123



Benefits

- This is a legacy financial solution that can handle every aspect of the Village's accounting and budgeting needs in one powerful and easy-to-use solution.
- The fully integrated solution offers fast access to information, simplified reporting, and timesaving workflow to help local governments make informed business decisions and increase financial transparency.





Return on Taxpayer's Investment

- The Estero taxpayer's investment in this solution will yield the following benefits:
 - Gain real-time insight into business processes for strategic decision making
 - Improve operation efficiency, effectiveness, and responsiveness
 - Create consistency of data and processes
 - Minimize risk by improving financial controls
 - Maximize the efficiency of business processes
 - Improve compliance with local, state, and federal requirements



Next Steps

- Finish conversion of data including remaining fiscal year 2024 ledger information and contracts.
- Perform May and June month end close processes within Munis including bank reconciliations and financial statements.
- Perform year end close in October.
- Create Annual Comprehensive Financial Report (ACFR) within Munis for fiscal year 2024 audit.
- Generate and submit 1099 data at 2024 calendar year end.
- Create next year's budget within Munis.



Next Steps continued

- Pay vendors through accounts payable process using ach/electronic method.
- Sign contracts through DocuSign and directly incorporate into contract module.



QUESTIONS?