



**Sales Quotation For:**

Hernando County, FL  
 County Government Center  
 20 N Main St  
 Brooksville FL 34601-2817

**Shipping Address:**

Hernando County  
 County Government Center  
 20 N. Main Street  
 Brooksville FL 34601

Quoted By: Phil Sharp  
 Quote Expiration: 09/23/26  
 Quote Name: Hernando County - EERP - add  
 PM and IMPL  
 Quote Description: Hernando County - EERP - add  
 PM and IMPL

**Professional Services**

Description	Quantity	Unit Price	Ext Discount	Extended Price	Maintenance
50% of Dedicated Project Manager (Monthly), Implementation - Remote	3	\$ 14,800.00	\$ 0.00	\$ 44,400.00	\$ 0.00
	320	\$ 200.00	\$ 0.00	\$ 64,000.00	\$ 0.00
<b>TOTAL</b>				<b>\$ 108,400.00</b>	<b>\$ 0.00</b>

**Summary**

Total Tyler License Fees \$ 0.00  
 Total SaaS \$ 0.00  
 Total Tyler Services \$ 108,400.00  
 Total Third-Party Hardware, Software, Services \$ 0.00

**Recurring Fees**

\$ 0.00  
 \$ 0.00  
 \$ 0.00  
 \$ 0.00

**Summary Total**

**\$ 108,400.00**

**\$ 0.00**

**Contract Total**

**\$ 108,400.00**

Client's purchase of the items listed above is subject to the Comments below  
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: Carla Rossiter-Smith Date: 5/13/26

Print Name: Carla Rossiter-Smith P.O.#: \_\_\_\_\_

*All Primary values quoted in US Dollars*

**Comments**

Client agrees that items in this sales quotation are, upon Client's signature or approval of same, hereby added to the existing agreement ("Agreement") between the parties and subject to its terms. Additionally, payment for said items, as applicable but subject to any listed assumptions herein, shall conform to the following terms:

- License fees for Tyler and third party software are invoiced upon the earlier of (i) deliver of the license key or (ii) when Tyler makes such software available for download by the Client;
- Fees for hardware are invoiced upon delivery;
- Fees for year one of hardware maintenance are invoiced upon delivery of the hardware;
- Annual Maintenance and Support fees, SaaS fees, Hosting fees, and Subscription fees are first payable when Tyler makes the software available for download by the Client (for Maintenance) or on the first day of the month following the date this quotation was signed (for SaaS, Hosting, and Subscription), and any such fees are prorated to align with the applicable term under the Agreement, with renewals invoiced annually thereafter in accord with the Agreement.
- Fees for services included in this sales quotation shall be invoiced as indicated below.
  - Implementation and other professional services fees shall be invoiced as delivered.
  - Fixed-fee Business Process Consulting services shall be invoiced 50% upon delivery of the Best Practice Recommendations, by module, and 50% upon delivery of custom desktop procedures, by module.

- Fixed-fee conversions are invoiced 50% upon initial delivery of the converted data, by conversion module, and 50% upon Client acceptance to load the converted data into Live/Production environment, by conversion module.
- Except as otherwise provided, other fixed price services are invoiced upon complete delivery of the service. For the avoidance of doubt, where "Project Planning Services" are provided, payment shall be invoiced upon delivery of the Implementation Planning document. Dedicated Project Management services, if any, will be invoiced monthly in arrears, beginning on the first day of the month immediately following initiation of project planning.
- If Client has purchased any change management services, those services will be invoiced in accordance with the Agreement.
- Notwithstanding anything to the contrary stated above, the following payment terms shall apply to services fees specifically for migrations: Tyler will invoice Client 50% of any Migration Fees listed above upon Client approval of the product suite migration schedule. The remaining 50%, by line item, will be billed upon the go-live of the applicable product suite. Tyler will invoice Client for any Project Management Fees listed above upon the go-live of the first product suite. Unless otherwise indicated on this Sales quotation, annual services will be invoiced in advance, for annual terms commencing on the date this sales quotation is signed by the Client. If listed annual service(s) is an addition to the same service presently existing under the Agreement, the first term of the added annual service will be prorated to expire coterminous with the existing annual term for the service, with renewals to occur as indicated in the Agreement.

- Expenses associated with onsite services are invoiced as incurred.

Tyler's quote contains estimates of the amount of services needed, based on our preliminary understanding of the scope, level of engagement, and timeline as defined in the Statement of Work (SOW) for your project. The actual amount of services required may vary, based on these factors.

Tyler's pricing is based on the scope of proposed products and services contracted from Tyler. Should portions of the scope of products or services be altered by the Client, Tyler reserves the right to adjust prices for the remaining scope accordingly.

Unless otherwise noted, prices submitted in the quote do not include travel expenses incurred in accordance with Tyler's then-current Business Travel Policy.

Tyler's prices do not include applicable local, city or federal sales, use excise, personal property or other similar taxes or duties, which you are responsible for determining and remitting. Installations are completed remotely but can be done onsite upon request at an additional cost.

In the event Client cancels services less than four (4) weeks in advance, Client is liable to Tyler for (i) all non-refundable expenses incurred by Tyler on Client's behalf; and (ii) daily fees associated with the cancelled services if Tyler is unable to re-assign its personnel.

The Implementation Hours included in this quote assume a work split effort of 70% Client and 30% Tyler.

Implementation Hours are scheduled and delivered in four (4) or eight (8) hour increments.

Tyler provides onsite training for a maximum of 12 people per class. In the event that more than 12 users wish to participate in a training class or more than one occurrence of a class is needed, Tyler will either provide additional days at then-current rates for training or Tyler will utilize a

Train-the-Trainer approach whereby the client designated attendees of the initial training can thereafter train the remaining users.



## AGENDA ITEM

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### TITLE

Addition of Contingency Funding and Change Order No. 4 Due to Delay In Implementation of Payroll Services With Tyler Technologies, Inc., For Public Sector and Education Administration Software Solutions With Related Services for Dedicated Project Manager Services and Remote Implementation (Contract No. 25-P0191C; Change Order Amount: \$738,400.00)

### BRIEF OVERVIEW

On December 3, 2024, the BOCC approved award of Contract No. 25-P0191C to Tyler Technologies, Inc., for the Tyler Technologies ERP EPL for \$6,299,320.00 and \$143,550 in estimated travel expenses for Tyler personnel to provide onsite services.

The purchase order was originally issued for \$6,442,870.00.

Hernando County Office of Management and Budget has requested Change Order No. 4 for Project Manager and Remote Implementation services. Change Order No. 4 in the amount of \$108,400.00, would increase the purchase order to \$6,794,171.00.

Staff is also requesting a contingency amount of \$630,000 (10% of original contract award) for any future changes, which would increase the purchase order to \$7,424,171.00.

Change Order No. 1 was a no-cost administrative change to move funds to multiple lines due to Finance Plus system limits per line of \$999,999.99. Change Order No. 1 was approved by the Chief Procurement Officer on March 3, 2025, for an administrative change.

Change Order No. 2 was to increase the purchase order to add additional services of Open Finance and Pattern Stream in the amount of \$110,260.00.

Change Order No. 3 was to increase the purchase order to add Enterprise Permitting & Licensing Users in the amount of \$132,641.00.

### STRATEGIC PLAN INITIATIVES

NA

### FINANCIAL IMPACT

Funding will be available from the following account after approval of the budget transfer:

#### Expense:

**Fund:** General Fund - B001, **Department:** Board of County Commissioners - 100, **Account:** Capital Software > \$150K - 566801

CIP Project: 110270 Comprehensive ERP Software, included in FY 26 CIP.

**LEGAL NOTE**

The Board has the authority to act on this item pursuant to Chapter 2, Article V of the Hernando County Code of Ordinances.

**RECOMMENDATION**

It is recommended the Board approve the attached budget transfer and Change Order No. 4 in the amount of \$108,400.00 and the \$630,000 contingency to Tyler Technologies, Inc., for Purchase Order No. 25000437, bringing the total purchase order amount to \$7,424,171.00.

It is further recommended the Board authorize the Chief Procurement Officer to approve change orders, as necessary and required up to the allowable budgeted amounts.

**REVIEW PROCESS**

Stephanie Stevens	Approved	04/15/2026	12:08 PM
Erin Dohren	Delegated	04/15/2026	4:52 PM
Fran Hallet	Approved	04/15/2026	6:27 PM
Erin Dohren	Approved	04/19/2026	7:00 PM
Carla Rossiter-Smith	Delegated	04/20/2026	9:29 AM
Erin Dohren	Delegated	04/20/2026	4:59 PM
Carla Rossiter-Smith	Approved	04/21/2026	6:43 AM
Pamela Hare	Approved	04/30/2026	12:07 PM
Melissa Tartaglia	Approved	04/30/2026	4:38 PM
Heidi Prouse	Approved	05/01/2026	8:59 AM
Toni Brady	Approved	05/04/2026	8:13 AM
Jeffrey Rogers	Approved	05/06/2026	6:18 AM
Jessica Wright	Approved	05/07/2026	12:26 PM



## PROCUREMENT DEPARTMENT

15470 FLIGHT PATH DRIVE ♦ BROOKSVILLE, FLORIDA 34604  
P 352.754.4020 ♦ F 352.754.4199 ♦ W www.HernandoCounty.us

May 13, 2026

### MEMORANDUM

TO: Financial Services, Hernando County Clerk of Circuit Court & Comptroller

FROM: Carla Rossiter-Smith, MSM PMP, Chief Procurement Officer

SUBJECT: BOCC Agenda Item Approval

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Please accept this memorandum as notification of the Board of County Commissioners' approval of the Agenda Items list below at the **05-12-26** BOCC meeting.

Further evidence of the approval of these items can be found in any relevant executed agreements with the BOCC Chairman's signature on the date of approval, as appropriate and as supplied in relevant requisitions. The BOCC [meeting details](#) for the aforementioned date provides additional evidence of approval.

This memorandum is to be used interchangeably with the BOCC Agenda Item stamped with BOCC adopted as proof of BOCC approval required in the County approval process for requisition, budget resolution or grant related items.

Approved Items:

### PROCUREMENT ITEMS

1. **17413** Award of Term Contract to American Standard Landscaping, LLC, for Mowing Services for Brooksville-Tampa Bay Regional Airport (Amount: \$134,820.00)
2. **17367** Addition of Contingency Funding and Change Order No. 4 Due to Delay In Implementation of Payroll Services With Tyler Technologies, Inc., For Public Sector and Education Administration Software Solutions With Related Services for Dedicated Project Manager Services and Remote Implementation (Contract No. 25-P0191C; Change Order Amount: \$738,400.00)
3. **17377** Utilization of Lake County Contract with Aero Groundtek, LLC, for Roadside Mowing and Litter Removal Services for Hernando County Department of Public Works (Contract No. 26-P01316; Amount: \$685,800.00)
4. **17374** Utilization of Sourcewell Contract with SHI International Corp., for Technology Products and Services for Development Services: Building Department, Planning Department and Zoning Department (Amount: \$180,677.25)