

Exhibit 1a: Software Investment Summary for Spencer County Public Schools
prices are valid until April 28 2021

Software	Quantity	Price	Extended Price	Discount	This Year Total	Year 2	Year 3
Subtotal: Application Software License Fees			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 USD
Software as a Service	Quantity	Price	Extended	Discount	This Year Total	Year 2	Year 3
Traversa Core provided as SaaS for up to 50 vehicles	1	\$4,350.00	\$4,350.00	\$0.00	\$4,350.00	\$4,350.00	\$4,567.50 USD
Traversa Advanced Activity Trips provided as SaaS for up to 50 vehicles	1	\$2,150.00	\$2,150.00	\$0.00	\$2,150.00	\$2,150.00	\$2,257.50 USD
Traversa Reporting Tool provided as SaaS for up to 50 vehicles	1	inc.	inc.	\$0.00	inc.	inc.	inc. USD
Subtotal: Application Software Maintenance Fees			\$6,500.00	\$0.00	\$6,500.00	\$6,500.00	\$6,825.00 USD
Services	Quantity	Price	Extended	Discount	This Year Total	Year 2	Year 3
Traversa Core Implementation	1	\$6,490.00	\$6,490.00	\$0.00	\$6,490.00		USD
-- includes online training							
Spencer County Map, Source: local GIS	1	inc	\$0.00	inc	inc		USD
Additional Maps: (none are included with this quote)							
Additional training hours which can be used for (1),(2) :	4	\$175.00	\$700.00	\$0.00	\$700.00		USD
Additional Traversa Core Training							
Traversa Advanced Activity Trips Training							
Run building services are not included							
Subtotal: Application Services			\$7,190.00	\$0.00	\$7,190.00	\$0.00	\$0.00 USD
Hosting	Quantity	Price	Extended	Discount	This Year Total	Year 2	Year 3
Subtotal: Hosting			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 USD
Sub Total One-Time Fees (Exhibit 1a):					\$13,690.00		USD
Sub Total Software Recurring Fees (Exhibit 1a) **::						\$6,500.00	\$6,825.00 USD
Sub Total Telematics One-Time Fees (From Exhibit 1b Telematics Investment Summary) :					\$0.00		USD
Sub Total Telematics Recurring Fees (From Exhibit 1b Telematics Investment Summary) **::						\$0.00	\$0.00 USD
Total One-Time Fees:					\$13,690.00		USD
Total Recurring Fees **::						\$6,500.00	\$6,825.00 USD

** Subject to annual increase after Year 3

¹ Travel expenses for trainer and/or project manager to visit the user's site are not included and will be billed at actual costs

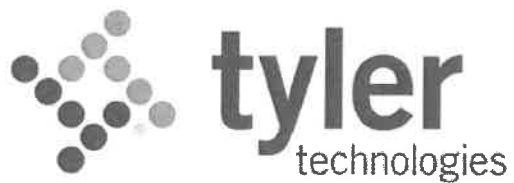
² Training Classes are limited to 5 persons and are delivered in 2 hour increments

Run building services are not included

Quote prepared on January 28, 2021

Signature _____

Combi:Version 37b



PERSONAL NEEDS ASSESSMENT & PRICING FOR SPENCER COUNTY PUBLIC SCHOOLS

By: Dan Kinsley

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Dear Mr. Rogers,

In everything we do, we believe in challenging the status quo. We believe in thinking differently, because the realities of running a transportation operation require you to do the same. You have to run your operation like a business, but under the umbrella of a public organization. Balancing the needs of school administration, teachers, taxpayers, and parents who trust you with their most precious cargo means the demand for both safety and efficiency is extremely high.

The way Tyler achieves this balance is with products and services that are aesthetically simple, easy to use, and intuitively designed. Traversa® has been constructed based on decades of industry experience and feedback, giving you a product that defies the conventions of routing software.

In this proposal, we have provided a complete description of your solution, including your Objectives, Alternate Strategies Considered, Solution Overview, Pricing, our Unique Qualifications and Corporate Overview. The following products are included:

- Traversa®
 - Advanced Trips Upgrade

Selecting the right products to help you run your operation is one of the most important decisions you will make as leader. These decisions must be made with a singular focus on selecting the best product that will have the largest impact at a fair price. It is in everyone's best interest—routers, drivers, administrators, and taxpayers—to acquire products that truly exceed expectations and deliver positive, measurable results. It is in everyone's best interest when a district partners with a company that is invested not only in the successful implementation of its products today, but in the continued development of those products tomorrow. That is why we do what we do. Tyler looks forward to helping Spencer County Public Schools realize its transportation possibilities.

Sincerely,

Dan Kinsley
Account Executive
800-433-5530 Ext. 131930
Daniel.kinsley@tylertech.com

CONTENTS

Section 1	Your Objectives	4
Section 2	Alternate Strategies Considered	4
Section 3	Solution Overview	5
3.1	Traversa®	5
3.1.1	Traversa Success Stories	9
3.2	Core Routing.....	12
3.3	Advanced Trips Upgrade	14
Section 4	Pricing	16
Section 5	Uniquely Qualified.....	17
Section 6	Tyler Technologies Partnership.....	18
Section 7	Company Overview	19

Section 1 YOUR OBJECTIVES

We understand that your District is looking for a transportation management system that improves operational productivity, maximizes your investment, and better serves the people in your community who depend on you. After conversations and meetings with district personnel, we are offering this proposal to meeting the following objectives:

Objectives	District Personnel
Create route efficiencies within the district	Jeff Rogers
Manage on-time performance	Jeff Rogers
Reduce and manage maintenance costs	Jeff Rogers
Reduce parent calls	Jeff Rogers
Create Seating Charts	Jeff Rogers

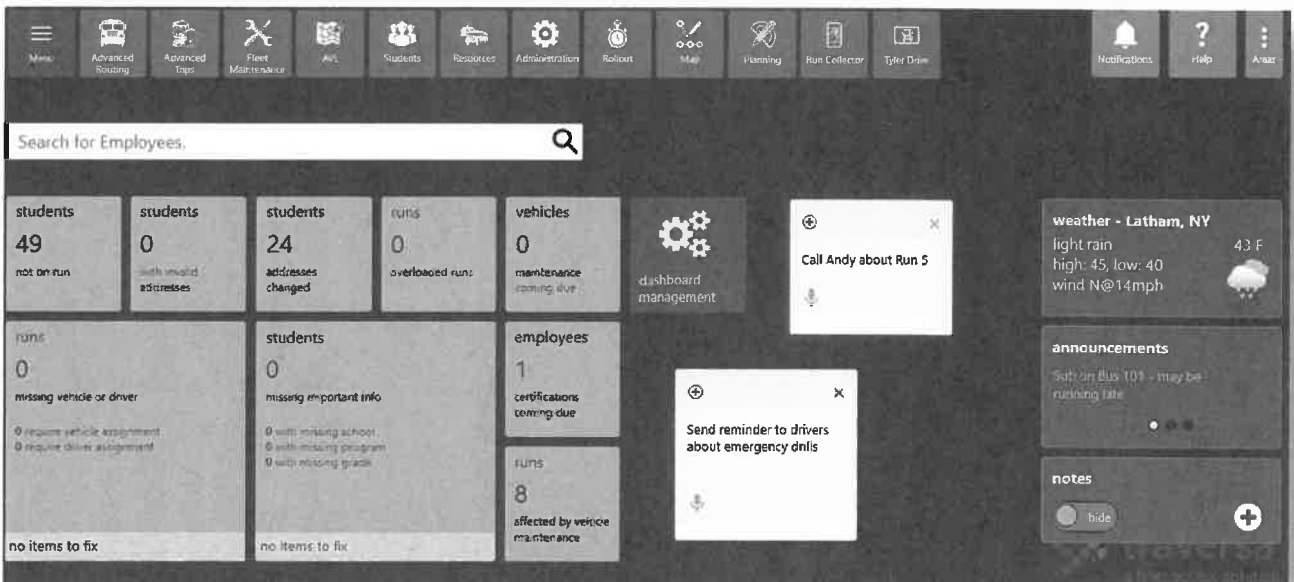
Section 2 ALTERNATE STRATEGIES CONSIDERED

- Take no action
 - Operate like normal. Find solutions to issues, if/when they arise, in a reactive manner.
 - Conduct multiple meetings with parents who are calling about bus issues without a clear resolution.
 - Pay maintenance costs in an ad hoc, reactionary way.
- Utilize current providers
 - Multiple steps to complete everyday tasks.
 - Multiple steps to complete everyday tasks.

Section 3 SOLUTION OVERVIEW

3.1 TRAVERSA®

Traversa provides a simple, yet comprehensive, transportation management solution to districts with diverse needs and limited budgets. Traversa is not a cookie-cutter system. It is flexible and adaptable to the needs of each district, and its design offers enhanced functionality only where you need it.



WEB-BASED

Mobile access is a cornerstone of Traversa. Whether out in the garage, in the office, or at home, users can connect and access the entire Traversa product from a tablet, smartphone, or PC.

TOUCHSCREEN-ENABLED

Built using HTML5, Traversa is touch-friendly and fully functional on a standard tablet. Users can access pertinent routing information on any internet-connected mobile device.

UNLIMITED USERS

As the needs of your operation evolve throughout the years so do our solutions. Traversa gives you the ability to have unlimited users at no extra cost, and administrative users can also limit permissions of other user groups.

ALL-IN-ONE

Traversa is an integrated solution that provides essential functionality out of the box. No other transportation solution today offers this kind of comprehensive, fully integrated functionality. Traditionally, transportation software has been offered piecemeal, with different interfaces, different data sources, and different requirements



for training and installation. Traversa offers a seamless user experience in a streamlined system that automates safety, reduces manual processes, and helps improve your level of service. Plan routes, coordinate field trips, schedule preventative maintenance, and track GPS data all within the same unified system.

SOFTWARE AS A SERVICE

Traversa is not installed on local servers, meaning users don't need to maintain the infrastructure. The information it contains is hosted in a secure, redundant environment and the data is encrypted and password protected. We convert your data, help verify your maps, provide training and data security — even disaster recovery, at no additional cost. Essential routing information is available to all necessary district personnel in a simple format, saving users valuable time currently spent answering phone calls and emails.

"I would recommend Traversa to anyone looking for a user-friendly solution to routing challenges that also includes access to an extremely helpful technical support team."

*- Ann Rugg,
Supervisor of Transportation
Springville-Griffith Institute CSD*

DATA SECURITY

Tyler has been offering hosting services since 1999, and the software is hosted on Cisco's Unified Computing Solution in two SSAE 16 certified data centers. Both data centers consist of redundant hardware, battery backup, generator backup power and redundant internet connectivity provided by two providers entering/exiting two separate locations of the data center building. Tyler also maintains separate datacenters in Canada for compliance with Canadian data privacy laws.

Each hardware device has a failover component that will take over in the event of a failure. Tyler strives for 99% availability during normal service hours. Tyler utilizes multiple internet service providers (ISPs) with routes coming from different Internet hub locations.

Tyler Technologies has no history of data loss. At Tyler, we take hosting operations security and protocol extremely seriously.

Tyler's Hosting Operations follow security best practices dictated and defined by the three assurance audits that Tyler is subject to: SOX-404 Financial and IT General Controls, PCI Security Council PA-DSS/PCI-DSS, and the AICPA SSAE-16 SOC 1 Type 2.

ESRI MAPPING SYSTEM

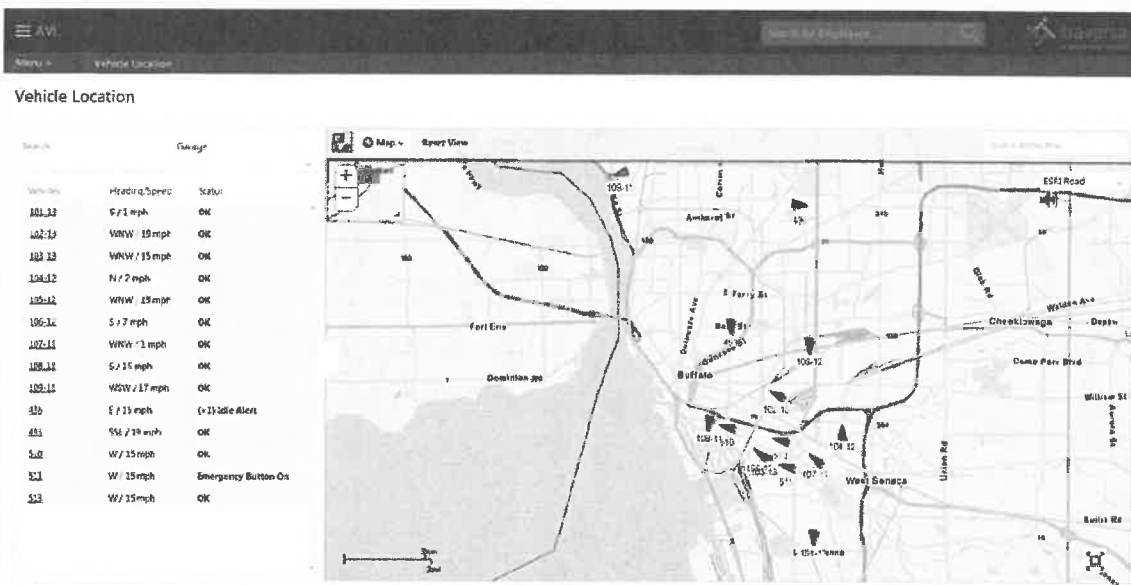
The Esri®-based mapping system interfaces with third party data providers which can show traffic flow, construction projects, city planning, evacuation routes, weather, and more. Users can select a bus stop and zoom in to inspect the streetscape for possible safety issues. If a bridge washes out, for example, Traversa can quickly find an alternate path, and users can print the new directions for drivers.

EVERGREEN PHILOSOPHY

For clients current on support, Tyler's Evergreen Philosophy includes unlimited software updates without additional licensing fees. Traversa offers at least three (3) releases per year as a part of our standard maintenance agreement, and the web-based model gives users immediate access to new features and functions as they occur. Our goal is to demonstrate continuous commitment to our clients with ongoing product development.

GPS INTEGRATION

Traversa has a uniquely flexible design that enables it to process and display GPS data collected from virtually any available source. When using third-party GPS hardware, some functionality is dependent upon the GPS hardware being configured and installed correctly to provide events such as turn signals, door open and stop arm events. Route data is not available for export. How a third-party software consumes and displays said data will depend on the capabilities of that software.



FLEET MAINTENANCE

Integrated workflow helps you stay ahead of repairs through preventive maintenance. Traversa allows you to record the maintenance that occurs in the transportation department. Record work orders with details of what vehicle is to be worked on, the work that's being done, which parts are used, and who is doing the work. Track preventive maintenance for each vehicle based on date, mileage, or both.

ACTIVITY TRIPS MANAGEMENT

Traversa gives users the ability to enter trip information, plot the path on a map and specify who is driving and who is being transported on that trip. Schedule available vehicles by finding which ones are already assigned to runs, all from within the same system.

RESOURCE MANAGEMENT FOR EVERYTHING YOU TRACK

It takes many different resources to run student transportation, and every person, vehicle, and location comes with a unique history which must be recorded. When you need to know whether a bus has been recently worked on, or whether its driver has all their certifications, or whether a student riding that bus needs special accommodation. Traversa can provide the information you need quickly and intuitively.

CONTACT TRACING

Tyler has created the first proactive solution to aid K-12 transportation operations in tracing potential contact between students, drivers, vehicles, and runs. By default, Traversa's Contact Tracing will use planned routing data to estimate associated contacts, but clients using Tyler's Student Tracking or Tyler Bus Attendance™ app can also utilize actual ridership data for Contact Tracing. If a health concern arises, users can export the associated contact lists to MS Excel in one click in order to begin contacting parents, guardians, or employees.

Contact Tracing

Lookup a Connection

VERONICA GRIFFIN
8/4/2020

Search

Lookup Results - Student Connections

VERONICA was on vehicles 110, 111 and runs AE2 Gorz AM, AE3 Chicken PM

Name	Contact Type	Run	Scan
CLAY, JACOB	Student Shared Stop	AE2 Gorz AM	--
DYKES, KEIYAHNA	Student Shared Stop	AE2 Gorz AM	--
Garnett, Kaydence	Student Shared Stop	AE2 Gorz AM	--
JONES, ARTHUR	Student Shared Stop	AE2 Gorz AM	--
LOFTON, VIASHAWN	Student Shared Stop	AE2 Gorz AM	--
MANGHAM, DELANTE	Student Shared Stop	AE2 Gorz AM	--

Export Students

Lookup Results - Employee Connections

Name	Contact Type	Run	Substitute
Winkelman, Jill	Student to Driver	AE2 Gorz AM	
Winters, Kevin	Student to Driver	AE3 Chicken PM	

CUSTOM REPORT WIZARD

Reporting is now more accessible and efficient than ever before. Included within Traversa is our market leading revolutionary Custom Report Wizard. Within seconds users can generate a custom report utilizing data within Traversa to report upon numerous statistics. Also, users have the ability to automate this report to be sent to an email address on a set time/date allowing for more transparency within the organization. Users also can export reports to Microsoft Excel or Word to edit them further.

CHANGE, BUT ADD IF NEW

Traversa's powerful intelligence has set the gold standard for the next generation of transportation management software. Our "Change, but Add if New" feature will protect student address information when a user corrects a misspelling or incorrect address, making the system intuitive enough to keep corrections but still add a new address when a student moves. The days of having to make daily changes to your student addresses after each import are over. Traversa's intelligence gives our users time back into their day to focus on other tasks.

Import Mode

Change, but Add if New ▼

3.1.1 TRAVERSA SUCCESS STORIES

MAINE SCHOOL ADMINISTRATIVE DISTRICT No. 75

Location: Topsham, Maine

Tyler Client Since: 2017

Tyler Products Used: Traversa

Contact: www.link75.org

Key Challenges

In the busy world of student transportation, staff have full plates even when everything is going right. They certainly don't have time to fight with technology that doesn't support their needs. Unfortunately, this was exactly what Adam Mayo, director of transportation for Maine School Administrative District No. 75 (MSAD 75), found himself doing when he began working for the district. "That first year I spent countless hours, often until 2:00 a.m. or when I could no longer focus, in my new office figuring out how to add students to routes, entering new students who had just registered, and ensuring drivers would have route sheets come the first day of classes," Mayo explained. "Thinking this was just a first-year learning curve, I continued to explore the software daily, and paid for training, including traveling off-site and watching webinars. The second and third years came and went and I still struggled with the software, continuing to spend precious hours focusing on a program that did not work for our district." The technology in use was the only transportation system reimbursed by the state, so Mayo felt that he had to stick with it even though he found that "it took time away from other very important factors within the department such as personnel management, safety and training, and overall operations.

Action Taken

Then at an industry event, Mayo took a look at the Traversa® transportation management solution. He said, “[Traversa] opened my eyes to what other routing software could do for me — the additional features available, the user-friendliness.” Even though it would mean purchasing a program instead of using the reimbursed system, he convinced his district administration that Traversa would help him run the best operation, and that the increased efficiency could lead to huge savings in the long run. MSAD 75 went live with Traversa on January 1, 2018 and started to see immediate improvement over their old system. Mayo described how only a few weeks prior to the go-live date, he had hired a new employee without much student transportation experience: “Within his first week with the department, he was tasked with setting up the 130-plus routes we operate in Traversa. As a true testament to the user-friendliness of the program and ease of navigation, with limited knowledge of the software and school transportation, he was able to build all of the routes and assign our 2,400 students to their buses in just four days.” This quick turnaround was a welcome change of pace compared to Mayo’s many months of labor with the previous system. When drivers came back from their holiday break, they were greeted with new route sheets created in Traversa, which included turn-by-turn directions and images, student schedules, and an easier-to-read format. This immediate benefit to the whole transportation staff soon had everyone on board with the new solution.

Results

“Since the implementation, I have been able to focus my time on more important department needs,” Mayo explained, “which has helped promote better driver morale, a greater focus on safety and training, and long-range planning for the future of the department. All tasks that once took a lesser place on the to-do list, largely because of the amount of time spent on routing, trips, and student management.” He started seeing cost savings right away: Traversa was so easy to use, he no longer had to pay for extensive training and services which had historically cost \$6,000 to \$12,000. MSAD 75 is also

planning to use Traversa to find further savings, including a review of walk distance parameters, consolidation of routes, and tracking of mechanical records. Mayo is already looking to the future: “It is our goal to add further advancements to Traversa such as Tyler Drive™, GPS units, and advanced trips. This will further our ability to use the software to reduce costs, by looking at the greater picture of how we operate our routes, the timing of routes and stops, and how trips are currently scheduled, routed, and billed.” Mayo has been spreading the word of his success to other Maine districts: “Many districts have found themselves in the same position I was once in, trying to sell a product to a school board or administration that would now require additional funds, instead of the currently ‘free’ program. With these districts, I have been able to share my experience of success in moving away from the state-provided software. I continue to advocate for Traversa and find ways for it to improve the operations of my department, and the experience of the communities and families we serve. Traversa has allowed us to provide a higher level of customer service to the families we serve through student transportation.”

“Traversa has allowed us to provide a higher level of customer service to the families we serve through student transportation.”

*-Adam Mayo,
Former Director of Transportation,
MSAD 75, State President*

SPRINGVILLE-GRIFFITH INSTITUTE CSD

Location: Springville, New York

Tyler Client Since: 2018

Tyler Products: Traversa

Contact: Ann Rugg, Transportation Supervisor

Challenges

When Ann Rugg, transportation supervisor for the Springville-Griffith Institute Central School District, took a close look at the district's previous student transportation solution, she realized the district needed to make a change. "The product we were previously using had many features that we found we were not using, but we were paying for," she said. Rugg also suspected that her routes were not as efficient as they could be, even though they were designed using the expensive tools the district had paid to license.

Outside of the transportation department, district officials were concerned their existing routing system may not be compatible with the student information solution they had selected. It became clear the Springville-Griffith transportation department needed to research better routing solutions to meet their requirements without overpaying for features and add-on modules they did not need.

Solution

When Rugg began researching comprehensive routing solutions that would meet their budget requirements and integrate well with the new student information system, she was "specifically looking for something that made scheduling stops and making changes easier. Our previous software used a complicated process for creating stops in the route. We were also looking for a product that produced a simple set of routing instructions for sub drivers to follow. We wanted a product that would expand to include the use of GPS turn-by-turn instructions and a parent app." Traversa's flexible student transportation solution stood out as the district's best option, and Rugg and the Tyler implementation and support teams quickly got to work. In addition to being a better solution for the district's needs, "Traversa was much more reasonably priced than our previous routing software," Rugg shared. "Our technology department worked with Tyler staff to allow for an automatic update of Traversa software daily as new students are added to the student information management system. This allows transportation to have the most up-to-date routing information for our students and staff. Traversa software was also very easy for our secretarial staff and administrators to learn how to use and retrieve information about student routing. Creating routes was also very easy with Traversa, and we were able to easily change routes to allow for greater efficiency. Tyler support staff have been extremely helpful to us," she noted.

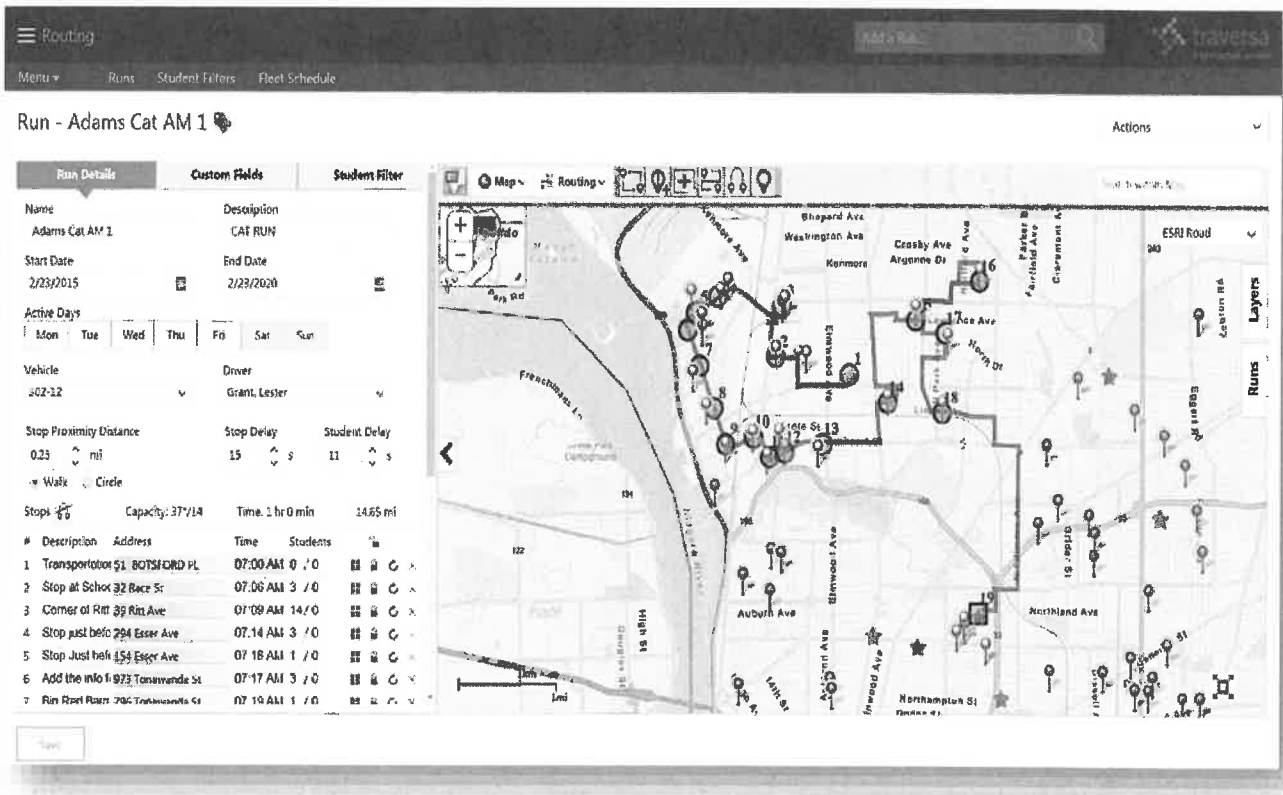
Results

The district realized immediate and meaningful improvements to their transportation department operation after implementing Traversa. "We eliminated two full routes and reduced several others in length by using the software. Next year, we will be looking at balancing our rotation for future bus purchases, but this year we were able to purchase one fewer bus in our rotation. We were able to decrease the number of buses in our fleet and still maintain our five-year rotation," Rugg said. Parents are excited to begin using Traversa's parent app, Traversa Ride 360® as soon as the district is ready to roll it out.

3.2 CORE ROUTING

INTUITIVE RUN MANAGEMENT

Build runs, manage stops, and assign drivers with Traversa's Esri-based mapping software. Stop times are editable, and information like right-side service or turnaround rules can be easily accounted for. Transportation coordinators can generate directions with custom descriptions, as needed, for streets, landmarks, and bus stops. The run building process is so simple and intuitive, that users can even plan routes on a standard tablet.



The screenshot displays the Traversa Routing software interface. The top navigation bar includes 'Routing', 'Menu', 'Runs', 'Student Filters', and 'Fleet Schedule'. The main title is 'Run - Adams Cat AM 1'. Below this, there are tabs for 'Run Details', 'Custom Fields', and 'Student Filter'. The 'Run Details' tab is active, showing the following information:

- Name:** Adams Cat AM 1
- Description:** CAT RUN
- Start Date:** 2/23/2015
- End Date:** 2/23/2020
- Active Days:** Mon, Tue, Wed, Thu, Fri, Sat, Sun
- Vehicle:** J02-12
- Driver:** Grant, Lester
- Stop Proximity Distance:** 0.23 mi
- Stop Delay:** 15 s
- Student Delay:** 11 s
- Stops:** 7
- Capacity:** 37/14
- Time:** 1 hr 0 min
- Distance:** 14.65 mi

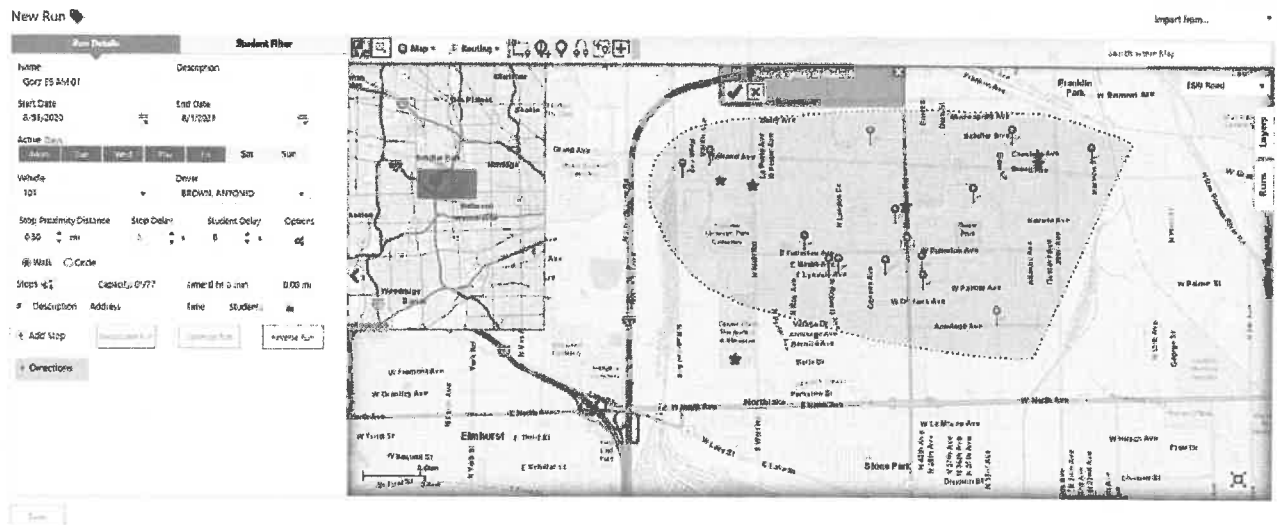
The 'Stops' table lists the following information:

#	Description	Address	Time	Students
1	Transportation St. BOSTWORTH PL	07:00 AM	0 / 0	
2	Stop at School 32 Race St	07:06 AM	3 / 0	
3	Corner of Rte 89 Race Ave	07:09 AM	14 / 0	
4	Stop just before 294 Essex Ave	07:14 AM	3 / 0	
5	Stop just before 154 Essex Ave	07:16 AM	1 / 0	
6	Add the info to 923 Townsend St	07:17 AM	3 / 0	
7	Rte 89 at Rte 89	07:19 AM	1 / 0	

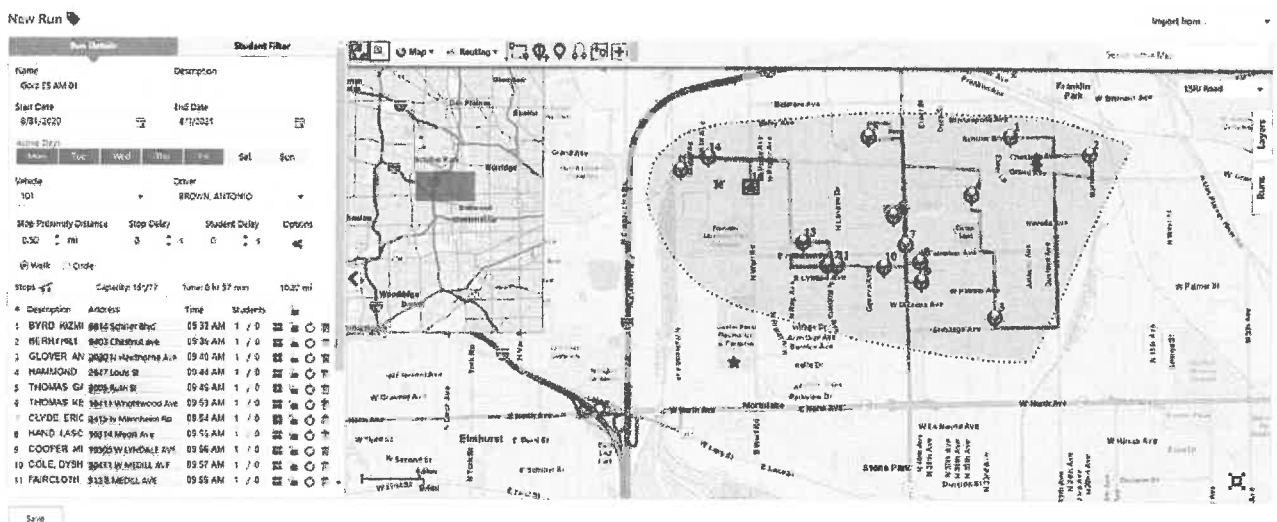
The right side of the interface shows a map of the route area, with various streets and landmarks labeled. The map includes a legend, a scale bar, and a 'Layers' panel.

ROUTE A GROUP OF STUDENTS FEATURE

Tyler has yet again revolutionized the way you create routes within Traversa and set the gold standard for the way routes can be created in the K12 Industry. The “Route A Group of Students Feature” now allows users to create a route from start to finish quicker than ever before. Within a few clicks’ users can create the most efficient route while maintaining the highest level of safety.



Ask Traversa



大正十三年四月

3.3 ADVANCED TRIPS UPGRADE

No education is complete without activity trips, but this often-painstaking process can be a nightmare for transportation departments. Traversa's Core Trips Module gives you the ability to streamline activity trips. The Advanced Trips Module brings it a step further by giving users increased control by introducing abilities such as approval paths for specific individuals to approve requested trips.

With Traversa's Advanced Trips Upgrade you'll get:

- Dashboard tiles show the week's trips, trips requiring approval, trips needing a driver assigned, and more
- Build and optimize route paths for trips
- View and print directions, even if they are outside of school boundaries
- Submit trip requests for approval
- Create approval paths for specific individuals to approve requested trips
- Schedule multiple drivers and vehicles for each section of a trip
- Complete a trip and record actual mileage and costs incurred
- Add unlimited "tags" to help organize activity trips

Activity Trips | Menu | Activity Trips | Fleet Schedule | Add Student | Search | Trip History | Actions

AT-00093 "Football Game Vs..." | Trip Status: Scheduled

Request | Approve | **Schedule** | Complete

Add Vehicle Group

1 vehicles

Stop Info

1
 Tyler HS
 1000 N Wolf Rd
 Arrive Date/Time: 10/19/18 3:00 PM
 Depart Date/Time: 10/19/18 3:30 PM


2
 436 S Randall Ave, Janesville, WI
 436 S Randall Ave
 Depart Date/Time: 10/19/18 9:30 PM

3
 Tyler HS
 1000 N Wolf Rd
 Depart Date/Time: 10/19/18 11:30 PM

Save

This trip has been scheduled.

Map | Routing | Reset View



8:01

Frankie Henry
 4783204
 66 PUBLIC
 11 Hawthorne Ct, Albany, NY 12211

Tyler Middle AM 1
Zebra Run
 11 Hawthorne Ct, Albany, NY 12211 8:02 AM
 SHAKER ROAD 8:23 AM
 Krufchinski, Bryan 97
 Mon, Tue, Wed, Thu, Fri

Tyler Middle PM 1
Zebra Run
 SHAKER ROAD 3:45 PM
 11 Hawthorne Ct, Albany, NY 12211 4:06 PM
 Krufchinski, Bryan 97
 Mon, Tue, Wed, Thu, Fri

Section 4 PRICING

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Section 5 UNIQUELY QUALIFIED

Tyler is the largest company in the United States focused solely on providing software solutions to the public sector. While many of our competitors compete in multiple vertical markets, Tyler is singularly focused on the public sector. It is 100 percent of our business. We recognize that the public sector is generally stable, risk averse, and craves community accessibility, security, and transparency. That is why local government and school entities seek reliable and efficient software, hardware, and services from Tyler—a vendor that is professional, reputable, and achieves results.

Market Superiority - We believe in thinking differently about school transportation, because the realities of running a transportation operation require you to do the same. While other vendors provide different software programs for school bus routing, maintenance, field trips, planning, and GPS display, Traversa is the only program to combine all of those features into a single touch-enabled, cloud-based solution.

Telematics Product/Service Superiority - Tyler is the only vendor who provides transportation management software along with on-vehicle telematics solutions in the K-12 industry. The reason we've been able to provide such comprehensive solutions is because our approach to telematics comes from being a software solutions company first. We know that actionable data is the key to any GPS system, so we prioritize your need to have access to the most valuable information.

Customization to Need - Our implementation methodology is built around the idea that every operation is different, that everything from district policies to the rules on your streets need customization. That is why we work to incorporate these nuances into the software early, and why routers who are learning the system will learn with their own data, not in a sample site.

Schedule/Timeline - Tyler will work diligently with you to develop a detailed, customized schedule that meets the needs of both Tyler and the District.

Technical Alignment - Tyler takes an open and supportive stance with regard to integration with third party enterprise systems. Tyler does not unnecessarily hide or obfuscate data as some vendors in the routing and planning space are known to do. Tyler makes a number of APIs and other methods available (including imports and exports) to facilitate integration between systems, allowing clients to implement best-of-breed solutions.

Cultural Alignment - We aim to form long term partnerships with our clients. As we look past the successful implementation of our solution, we build on your experience by reinvesting in our software applications through future releases and continued research and development. Our Evergreen philosophy means that, as part of your annual maintenance agreement, you also get the benefit of perpetual software upgrades—as they happen—without paying additional licensing fees. As your needs grow, we grow with you.

Migration Process - Our dedicated team guides you every step of the way during your migration from Versatrans to Traversa. From map data analysis to routing and student data review to final training, our team of dedicated professionals thoroughly vets each migration opportunity. If a client's Versatrans data is in quality condition, the Traversa Migration Tool (TMT) may be the best option and will carry over map data, runs, stops, times, boundaries, students, employees, and more—including the planned run paths—directly into Traversa, so there is less setup for the end user than a full implementation. In some cases, we may recommend a full build of a Traversa site or you may choose to start with a fresh database, as we would when implementing a new client. With either method, a dedicated implementation consultant will then train end users on functionality in their own Traversa site using the district map and data.

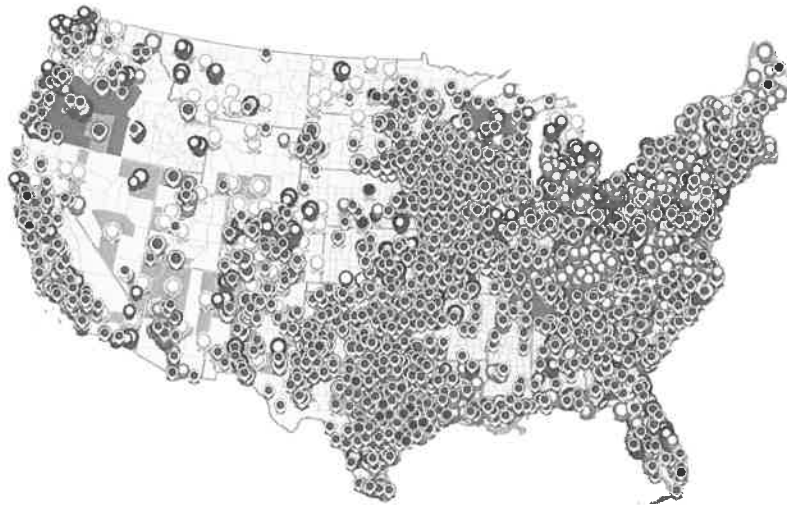
Section 6 TYLER TECHNOLOGIES PARTNERSHIP

First, we at Tyler Technologies would like to thank you for considering our solutions. We are very excited to start a prosperous long-term partnership for many years to come. No matter the headwind Tyler Technologies is here to support you.



Section 7 COMPANY OVERVIEW

Versatrans started as a transportation planning consulting firm in 1965 and began developing software in 1980. In 2008, Versatrans became part of Tyler Technologies which employs more than 5,500 professionals. Since that time, the Versatrans product line has been maintained and supported and the number of development resources assigned to the product line have nearly doubled. In 2014, Tyler increased expectations for the K12 transportation industry with Traversa, the first all-in-one, web-based routing software. Commitment to our customers is our top priority and is the leading reason we are the transportation software of choice among nearly 2,200 school districts and pupil transportation service providers in the United States and Canada.



A capture of Tyler Technologies, Inc. 21,000+ client base

Tyler Technologies, Inc., a Delaware-based C-corporation headquartered in Plano, Texas, is a leading provider of end-to-end information management solutions and services for local governments. Tyler partners with clients to empower the public sector — cities, counties, schools, and other government entities — to become more efficient, more accessible and more responsive to the needs of their constituents. Its mission-critical applications provide the public sector with the ability to streamline and automate operations, resulting in improved productivity, reduced costs, and continual process improvement. Tyler has more than 26,000 successful installations across more than 10,000 sites, with clients in all 50 states, Canada, the Caribbean, Australia, and other international locations.

- In 2020, Tyler Technologies was added to the S&P 500
- In 2017, Forbes ranked Tyler on their “Most Innovative Growth Companies” list
- Forbes named Tyler one of “America’s Best Small Companies” eight times
- Tyler has been included six times on the Barron’s 400 Index, a measure of the most promising companies in America
- Tyler named to Fortune’s 100 Fastest-Growing Companies in 2016

We are dedicated to ensuring your success with our solutions, both upon implementation and long after. You already get your students to school. Let us help you optimize how you do it.