



February 18, 2008

Mr. Larry Justiss  
Tom Green County Library System  
113 West Beauregard  
San Angelo, TX 76903

Dear Mr. Justiss:

Thank you for your Library•Solution® order. In order to satisfy your expectations, please take a moment to Review the following confirmation of your order:

	1st Year	2nd Year
	Costs	Costs
<b>Software:</b>		
Library•Solution Integrated Software Package	\$ 91,000.00	\$ 16,100.00
<b>GEAC Discount</b>	<b>\$ (20,000.00)</b>	<b>\$ (3,000.00)</b>
AquaBrowser Library	Included	Included
Library•Z (Z39.50 server)	Included	Included
Oracle Database Licensing	Included	Included
Reports Manager (one user license per site)	Included	Included
Reports Manager Author License	\$ 2,000.00	\$ 500.00
TLC Training for Author License	\$ 600.00	
Cognos Training for Author License (transportation not included)	\$ 1,200.00	
Library•Serial	Included	Included
Online Selection & Acquisitions	Included	Included
SIP Server	\$ 500.00	\$ 500.00
KC Web (children's catalog)	Included	Included
Phone Tree	\$ 1,600.00	\$ 330.00
Subscription to OPAC Enrichment	\$ 2,736.00	\$ 2,736.00
<b>Hardware:</b>		
Dataserver (with three years of onsite support)	\$ 0	0
Webserver (with three years of onsite support)	\$ 0	0

**Headquarters • The Library Corporation**  
Research Park • Inwood, WV 25428-9733  
Phone: 800.325.7759 or 304.229.0100  
FAX: 304.229.0295

**Denver Office • The Library Corporation**  
3801 E. Florida Ave., Suite 300 • Denver, CO 80210  
Phone: 877.694.1452 or 303.758.3030  
FAX: 303.758.0606

**International • The Library Corporation/Asia-Pacific**  
80 Robinson Road #09-04 • Singapore 068898  
Phone: 65.6236.1450 • FAX: 65.6220.9821



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<b>Services:</b>		
<b>Data Preparation</b>	\$ 22,000.00	
AuthorityWorks: Authority Control Processing and Automatic Updates	Included	Included
<b>Installation</b>	\$ 4,800.00	
<b>Training</b>	\$ 9,600.00	
<b>Shipping and Handling on Phone Tree</b>	\$ 30.00	
<b>Total 1st Year Costs</b>	<b>\$ 116,066.00</b>	
<b>Total 2nd Year Costs</b>		<b>\$ 17,166.00</b>
<b>Total 3rd Year Costs</b>		

Please contact me immediately if I have omitted any details. If you agree with the above, please sign at the bottom and return as soon as possible to my attention. While this order confirmation is not legally binding it allows us to immediately proceed with an implementation, assured that you intend to pursue the successful negotiation of a contract with TLC. You may contact me by phone at 800.767.4784, fax 304.229.0295 or email gdavies@tlcdelivers.com

Again, thank you. We look forward to the successful installation of your new system.

Sincerely,

Gerry Davies  
 Library Automation Consultant

\_\_\_\_\_  
 I AGREE TO THE ABOVE ORDER CONFIRMATION

\_\_\_\_\_  
 DATE

## ILS Bid Cost Comparison

	<b>Infor</b>		<b>Polaris</b>		<b>TLC</b>	
	With Options	Without Options	With Options	Without Options	With Options	Without Options
Base Purchase Cost	\$161,167	\$140,717	\$142,591	\$137,116	\$158,312	\$149,712
Additional 1st Year Discounts	\$0	\$0	\$23,310	\$23,310	\$20,000	\$20,000
<b>Total 1st Year Costs</b>	<b>\$161,167</b>	<b>\$140,717</b>	<b>\$119,281</b>	<b>\$113,806</b>	<b>\$138,312</b>	<b>\$129,712</b>
2nd Year Maintenance	\$8,186	\$5,711	\$22,267	\$21,187	\$23,361	\$22,536
Additional 2nd Year Discounts	\$0	\$0	\$0	\$0	\$3,000	\$3,000
<b>Total 2nd Year Costs</b>	<b>\$8,186</b>	<b>\$5,711</b>	<b>\$22,267</b>	<b>\$21,187</b>	<b>\$20,361</b>	<b>\$19,536</b>
3rd Year Maintenance	\$28,119	\$25,520	\$23,253	\$22,173	\$24,301	\$23,476
Additional 3rd Year Discounts	\$0	\$0	\$0	\$0	\$3,000	\$3,000
<b>Total 3rd Year Costs</b>	<b>\$28,119</b>	<b>\$25,520</b>	<b>\$23,253</b>	<b>\$22,173</b>	<b>\$21,301</b>	<b>\$20,476</b>
<b>Total: Basic 3-Year Costs</b>	<b>\$197,472</b>	<b>\$171,948</b>	<b>\$164,801</b>	<b>\$157,166</b>	<b>\$179,974</b>	<b>\$169,724</b>
Authority Control Costs	\$15,600	\$15,600	\$17,300	\$17,300	\$0	\$0
Bib. Record Clean-up Costs	\$10,400	\$10,400	?	?	\$0	\$0
<b>Grand Total</b>	<b>\$223,472</b>	<b>\$197,948</b>	<b>\$182,101</b>	<b>\$174,466</b>	<b>\$179,974</b>	<b>\$169,724</b>

?=Value could not be determine; thus, \$0.00 was assumed--May be later costs involved.