



Le Sueur County, MN

Tuesday, January 26, 2016

Board Meeting

Item 6

9:25 a.m. Scott Gerr, MIS (5 min)

RE: AS400 Maintenance Quotes

Staff Contact:



Maintenance Renewal Quotation

15300 Barranca Parkway
Irvine, CA 92618, USA
T: 1-949-253-6500 F: 1-949-253-6501

Order No. **Date** **Page**
Q-428596 04 Dec 2015 1 of 1

To: Le Sueur County Courthouse
88 South Park
Le Center MN 56057 United States

Ship To: Le Sueur County Courthouse
88 South Park
Le Center MN 56057 United States

Attn: Scott Gerr

Attn:

Account	Customer PO	Currency Code	Ship Via	Salesperson
152208		USD	Electronic	Alex Ambrosi

No.	Item/ Description/ Comments	Quantity
1	MXDRTGT - MIMIX DR Target Maintenance Start: 03/01/2016 End: 02/28/2019 Serial Number: 06DDB5R Model: E4C Location: S06DDB5R - TARGET CPU: 2 LPAR: 1 Contract: 18636	1.00
2	MXDR - MIMIX DR Maintenance Start: 03/01/2016 End: 02/28/2019 Serial Number: 06E036R Model: E4C Location: S103KX9M - SOURCE CPU: 2 LPAR: 1 Contract: 18636	1.00
Sub Total		4,500.15

If you would like to continue on maintenance, please make a selection, sign and return.

TAX: 0.00

- Our Purchase Order is enclosed
- Our Purchase Order is _____
- Purchase Order is not required to be invoiced

Order Total: 4,500.15

Approved By:

Printed Name

Signature

Date



Maintenance Renewal Quotation

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2	MXDR - MIMIX DR Maintenance Start: 03/01/2016 End: 02/28/2018 Serial Number: 06E036R Model: E4C Location: S103KX9M - SOURCE CPU: 2 LPAR: 1 Contract: 18636	1.00
Sub Total		3,158.00

If you would like to continue on maintenance, please make a selection, sign and return.

TAX: 0.00

- Our Purchase Order is enclosed
- Our Purchase Order is _____
- Purchase Order is not required to be invoiced

Order Total: 3,158.00

Approved By:

Printed Name

Signature

Date



Maintenance Renewal Invoice

15300 Barranca Parkway
Irvine, CA 92618, USA
T: 1-949-253-6500 F: 1-949-253-6501

Invoice No. **Date** **Page**
M-428596 03 Nov 2015 1 of 1

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Attn:

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2	MXDR - MIMIX DR Maintenance Start: 03/01/2016 End: 02/28/2017 Serial Number: 06E036R Model: E4C Location: S103KX9M - SOURCE CPU: 2 LPAR: 1 Contract: 18636	1.00
Sub Total		1,579.00

PLEASE REMIT TO:

Vision Solutions, Inc.
Dept CH 19317
Palatine, IL 60055-9317

Fed. ID # 33-0601147

BANK/WIRE TRANSFER:
Silicon Valley Bank
3003 Tasman Drive
Santa Clara, CA 95054 USA
Acct. No. 3300583761
ABA No. 121140399
Swift Code: SVBKUS6S

TAX: 0.00

Invoice Total: 1,579.00

Gerr, Scott

From: Gerr, Scott
Subject: FW: Le Sueur County Courthouse / MIMIX DR / Exp. 2/29/2016 / Invoice M-428596
Attachments: Quote.Q-428596 Le Sueur County Courthouse (3 Year).pdf; Quote.Q-428596 Le Sueur County Courthouse (2 Year).pdf; Inv.M-428596 Le Sueur County Courthouse.pdf

Le Sueur County users: Please use the reply all function when answering this email.

Thank you,

Scott M. Gerr

MIS Director, Le Sueur County
88 South Park Avenue
Le Center, MN 56057
P 507-357-8100
F 507-357-6375



 Please consider the lumberjack's job security, yes, you really need to print this email!

Privileged/Confidential information may be contained in this message. If you are not the addressee indicated in this message (or responsible for delivery of the message to such person), please do not copy or deliver this message to anyone. Rather, we ask that you: (1) please notify the sender by replying to this transmission and (2) please delete this message and any copy of it (in any form) without disclosing it.

From: Alex Ambrosi [<mailto:Alex.Ambrosi@visionsolutions.com>]
Sent: Friday, December 04, 2015 11:15 AM
To: Gerr, Scott
Subject: RE: Le Sueur County Courthouse / MIMIX DR / Exp. 2/29/2016 / Invoice M-428596

Scott,

Thank you for your interest in a prepaid multiyear agreement. For a prepaid 2 year renewal, you are not hit with the annual uptick until your next renewal. For a prepaid 3 year renewal, you receive the same benefit of the 2 year, but we also provide you with a one-time discount of 5%. At the end of whatever term you select, your next renewal will incur an increase that will generally be 5-10%.

I have attached both a 2 year and 3 year quote per your request.

Below is pricing for both options (2 or 3 year) and the total net savings for each based on our current annual increase:

Quote in USD (prices are pre-tax amounts rounded to nearest dollar)									
"EMO" Extended Maintenance Option									
Le Sueur County Courthouse									
3 Year Prepaid Maintenance Option					2 Year Prepaid Maintenance Option				
Annual Renewal Amount \$1,579					Annual Renewal Amount \$1,579				
Average annual increase 5%					Average annual increase 5%				
3 Year EMO Discount 5%									
	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Total</u>		<u>Year 1</u>	<u>Year 2</u>	<u>Total</u>	
Renewal Fees without EMO	\$1,579	\$1,658	\$1,741	\$4,978	Renewal Fees without EMO	\$1,579	\$1,658	\$3,237	
Renewal Fees with an EMO	\$1,500	\$1,500	\$1,500	\$4,500	Renewal Fees with an EMO	\$1,579	\$1,579	\$3,158	
Total Savings with EMO	\$79	\$158	\$241	\$478	Total Savings with EMO	\$0	\$79	\$79	
Total Savings Percent	5.0%	9.5%	13.8%	9.6%	Total Savings Percent	0%	5%	2%	

Please note that our multi-year agreement costs are for your existing configuration only, so should you make any changes during this time (upgrades, additional license purchases, etc.) additional fees may apply.

If you choose to move forward with one of these or have additional questions, please do not hesitate to contact me.

Alex

Alex Ambrosi | Maintenance Renewal Coordinator | [Vision Solutions](#) | +1 (949) 253-6546 | Alex.Ambrosi@visionsolutions.com
 Double-Take | iTERA | MIMIX | [Website](#) | [Blogs & Social Media](#)

The contents of this e-mail (and any attachments) are privileged and confidential. Unauthorized use is strictly prohibited(-).

----- Original message -----

From: Alex Ambrosi <alex.ambrosi@visionsolutions.com>

Date: 12/3/2015 4:17 PM (GMT-06:00)

To: "Gerr, Scott" <sgerr@co.le-sueur.mn.us>

Subject: Le Sueur County Courthouse / MIMIX DR / Exp. 2/29/2016 / Invoice M-428596

Dear Scott Gerr,

Your Renewal Maintenance Invoice is attached. As a reminder, payment is due in advance of the expiration date (2/29/2016) in order to prevent possible support disruptions.

If you are interested in reducing your maintenance costs, we do offer two options (prepaid 2 or 3 year renewals). For a prepaid 2 year renewal, you are not hit with the annual uptick until your next renewal. For a prepaid 3 year renewal, you receive the same benefit of the 2 year, but we also provide you with a one-time discount of 5%.

Please reply to this Email or give me a call at (949) 253-6546 and confirm that the attached Invoice has been received and will be processed on your end prior to 2/29/2016.

Lastly, below is a letter from our VP of Technology Revenue; please read at your convenience.

Dear Sir or Madam:

Thank you for choosing Vision Solutions. We value your business and are always working to provide you with the best products, support and services available anywhere.

As your annual maintenance is renewed, it is important to understand why renewing is a good investment. Vision Solutions continually reinvests in improvements that help you get more out of your solution and return real value to your organization.

Our development labs worldwide, work in tight collaboration with IBM development teams, to bring you valuable enhancements to your solution. As IBM's only Premier Business Partner in high availability solutions, we work diligently to ensure that Vision Solutions stays abreast of IBM's latest developments and allow you to utilize the power and flexibility of your IBM systems. Because of your maintenance investment, you can look forward to more continuous innovations and improvements to make your solution even more effective and easier to use.

Vision Solutions CustomerCare continues to offer the most advanced tools and industry professionals with unmatched technical expertise. With support centers in the United States, Asia, and Europe, we provide true follow-the-sun service any time of day across the world. Plus, advanced tools such as interactive web-based screen sharing, online/email support and a knowledgebase portal give you a range of support options.

All of these benefits continue to be available when you renew your maintenance. If you have any questions regarding the enclosed renewal invoice, or would like to learn more about how continued maintenance benefits your organization and/or multi-year arrangements and associated discounts, please don't hesitate to contact your Customer Care Representative. They can be reached at Alex.Ambrosi@visionsolutions.com.

Thank you again for your business.

Rick Kantor
Vice President of Technology Revenue
Vision Solutions

Alex Ambrosi | Maintenance Renewal Coordinator | Vision Solutions | +1 (949) 253-6546 | Alex.Ambrosi@visionsolutions.com | Double-Take | iTERA | MIMIX | www.visionsolutions.com | The contents of this e-mail (and any attachments) are privileged and confidential. Unauthorized use is strictly prohibited.