

RESOLUTION NO. 26-2025

A RESOLUTION AUTHORIZING THE MAYOR OF THE CITY OF HASKELL, ARKANSAS, TO EXECUTE A SALES AGREEMENT WITH CONTINENTAL UTILITY SOLUTIONS, INC. (CUSI) FOR UTILITY BILLING SOFTWARE AND RELATED SERVICES; AND FOR OTHER PURPOSES.

WHEREAS, the City of Haskell has determined the need to acquire a comprehensive utility billing software solution, implementation services, and hosting services to improve efficiency and customer service for its utility operations; and

WHEREAS, Continental Utility Solutions, Inc. ("CUSI") has submitted a Sales Agreement to provide UB4 Utility Billing Software as a Service, related modules, implementation services, training, and hosting, under the terms and conditions set forth in the Sales Agreement; and

WHEREAS, the City Council of Haskell finds that entering into the Sales Agreement with CUSI is in the best interest of the City's utility operations and customers;

NOW, THEREFORE, BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF HASKELL, ARKANSAS, THAT:

Section 1. The Mayor of the City of Haskell, Arkansas, is hereby authorized to execute the Sales Agreement with Continental Utility Solutions, Inc., in substantially the form presented to the City Council, for the provision of UB4 Utility Billing Software as a Service, implementation services, hosting, and related modules, with an initial contract term of five (5) years and such renewal terms as set forth in the agreement.

Section 2. The Mayor is further authorized to take all actions necessary to carry out the terms and conditions of the Sales Agreement, including the execution of any related documents and agreements.

Section 3. This Resolution shall be in full force and effect from and after its passage and approval.

PASSED AND APPROVED this 13th day of October, 2025.

ATTEST:



Taylor Finley
Clerk/Treasurer, City of Haskell



Clyde Crookham Jr.
Mayor, City of Haskell





CONTINENTAL UTILITY SOLUTIONS, INC.

Sales Representative: Charli Jo Ledgerwood

P. O. Box 1515

Jonesboro, AR 72403

www.cusi.com

(870) 336-2203

Quote #: cj250910141621

Sales Agreement

September 10, 2025



City of Haskell

2520 Hwy 229

Haskell, AR

72015

Laura Dempsey

501-776-2666

administrative@cityofhaskell.org



Economic Summary

CUSI Software & Services

Utility Billing Software as a Service

Utility Billing Solution - Implementation Services

Hosting Services

Up-Front

Monthly

Annual

\$11,800.00

\$597.00

\$0.00

\$600.00

\$0.00

Total CUSI Software & Services (Billed by CUSI)

\$11,800.00

\$1,197.00

Total Third Party Software & Services (Billed by Providers)

Total Contract

\$11,800.00

\$1,197.00

Billing and Payment Terms

CUSI Up-Front fees shall be invoiced upon contracting. CUSI Software as a Service License fees shall be invoiced upon provisioning of the hosted environment and annually thereafter. CUSI Cloud Hosting Service fees shall be invoiced upon provisioning of the hosted environment and annually thereafter. Any Software as a Service License fees purchased after Initial Go Live shall be invoiced upon contracting pursuant to a subsequent Sales Agreement. All invoices shall be delivered electronically on or before the first of the month in which payment is due. Company shall remit payment 15 days from date of invoice.

Initial Contract Term: 5 Years Software as a Service and Cloud Hosting Service.

Company agrees and acknowledges that after the Initial Contract Term, this Sales Agreement shall renew for successive one (1) year terms (each a 'Renewal Term') unless Company contracts for additional years or terminates in accordance with the terms of the application License and Services Agreements at www.cuis.com/legal, or either party provides written notice to the other party at least ninety (90) days prior to the end of the then-current term.

Initials:



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UB4 Utility Billing Software as a Service - Monthly Fees

	Rate/Unit	Monthly
2,000 Service Location Licenses	\$0.12	\$240.00
2 Named User Licenses	\$52.00	\$104.00

UB4 Utility Billing Software Core Modules & Interfaces

	Included
1 ACH Bank Draft (First Layout Included)	
1 Electronic Payment Module	
1 Credit Card Terminal Interface	
1 Website API - Customer Web Portal	

Add-On Modules

	Rate/Unit	Monthly
1 IVR Module	\$77.00	\$77.00
1 Text Messaging Module	\$72.00	\$72.00

Standard Flat File Data Exchange Interfaces

	Rate/Unit	Monthly
1 Automatic Meter Reading (AMR) Interface - Custom	\$52.00	\$52.00
1 Third Party Printing Interface - Local Vendor	\$52.00	\$52.00



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UB4 Utility Billing Software Implementation Services		Rate/Unit	
1	Basic Data Conversion Package for up to 1,800 locations* Includes beginning balance data conversion of customers, locations, usages, readings, deposits, and meter information. *Complete data must be provided in a ASCII, delimited, or SQL format. Data extraction and data cleanup will be invoiced based upon time and effort at CUSI current services rate. CUSI will invoice client the greater of the number of service locations provided in this Sales Agreement or the actual number of service locations converted.	\$1.00	\$1,800.00
1	CUSI Certified Implementation Includes Business Requirements Gathering, Application Implementation, Installation, Setup, Formatting, Testing, Transition Support, & Project Management	\$6,000.00	\$6,000.00
2	Days of CUSI UB4 Certified Training Includes application training for all users as contracted Any and all unused training days will expire 6 months after Go Live	\$2,000.00	\$4,000.00

It is anticipated that all Implementation and Training Services will be provided online. Should On-site services be required, travel expenses for on-site work will be billed separately at actual cost incurred, and will include travel, meals and accomodations. No travel time will be assessed.



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Economic Summary

UB4 Utility Billing Software as a Service - Monthly Fees

\$597.00

UB4 Utility Billing Software Implementation Services

\$11,800.00



Comments

This contract has discounted services and reduced training days assuming that City of Haskell will use Cusi Academy, Webinars, and will not require new business requirements.



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Miscellaneous Services

CUSI IVR Service

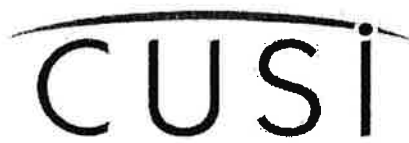
1 CUSI IVR Service - Inbound and Outbound IVR - 1 Call Per Second	\$0.00	per month
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Text Messaging Service

1 CUSI SMS Messaging Service - Inbound and Outbound SMS	\$0.00	per month
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Email Service - UB4

1 CUSI Email Service UB4 - Unlimited	\$0.00	per month
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Hosting Services

UB4 Hosted Environment (Database-as-a-Service)

	Rate/Unit	Monthly
1 UB4 Hosted Environment	\$600.00	\$600.00
Database Service - Standard Shared Tier		
Shared Cloud Resources, 4 vCPU, 52 GB Memory, 7 Days Backup Retention		

CUSI's hosting services rates are subject to periodic review and fees are billed based on actual usage for the period specified above. As such, the hosting rates and fees are subject to increase and variability where the applicable rate and fees shall be set forth in each invoice.



Economic Summary

UB4 Hosted Environment (Database-as-a-Service)	\$600.00
Total	\$600.00



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Terms of Sale

Company has ordered and agrees to purchase from CUSI the products and services defined under this Sales Agreement at the listed quantities and rates. Upon receipt of an executed Sales Agreement CUSI shall ship all products to the Company address and contact defined above and services shall be scheduled and initiated. Company acknowledges that CUSI's products and services are subject to the terms and conditions of the applicable Software License Agreements and Services Agreements between Company and CUSI located at www.cusi.com/legal, which are incorporated herein by reference. Per the terms of the applicable Software License or Services Agreement, CUSI shall be entitled to increase fees for products and services annually. Any service requiring CUSI or third parties to travel will incur corresponding expenses that will be billed actual as incurred unless otherwise noted. Travel requiring more than 5 hours of travel time will be billed an additional charge equal to 50% of the daily rate. If Company is not tax exempt or does not provide exemption documentation, CUSI shall invoice for such applicable taxes on each invoice. In the event the tax exemption documentation provided by the Company is disallowed or deemed invalid, Company agrees to pay in full all such taxes, including any applicable interest or penalties.

Future purchases of incremental software licenses, add on modules and add on interfaces are subject to an adjustment of the software as a service rate and will take effect the month following installation and configuration of such license. Any adjustments to the software as a service rate will be documented in a Sales Agreement subject to final execution by client.

THERE IS NO TERMINATION FOR CONVENIENCE OF THIS SALES AGREEMENT. IN THE EVENT THAT COMPANY TERMINATES ANY PRODUCTS AND SERVICES UNDER THIS SALES AGREEMENT OTHER THAN FOR CUSI'S MATERIAL BREACH OF THE APPLICABLE AGREEMENT AT WWW.CUSI.COM/LEGAL, COMPANY SHALL PAY ALL FEES FOR THE REMAINDER OF THE THEN-CURRENT TERM AS SET FORTH IN THIS SALES AGREEMENT.

Quotation Terms

This quote is valid until 10/10/2025, where if this Sales Agreement is not executed on or before this date, the terms contained herein shall expire. Quote was created using Sales Agreement Version: 2025.05.21

Execution Instructions

Execute, date, and email all pages to sales representative.



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Purchaser Authorization

I certify that as the person signing this form I have purchasing authority for City of Haskell.

Tax Exempt Status

Initial where appropriate:

<i>ck</i>

This entity **IS EXEMPT** from sales tax and will provide or has provided our exemption certificate

This entity **IS NOT EXEMPT** from sales tax

Print Name: *Chela Crookham*

Title: *Mayor*

Authorized Signature:

Date: *10/22/2025*