

New 3-year LifeCycle Agreement

The Register of Deeds office uses Fidlar software to record and maintain all county real estate and vital records. "LifeCycle" is the license agreement that covers all Fidlar software used by our office. This is a 3-year contract. The Register of Deeds requested alternative options to the standard contract increase referenced in "Option 1".

I believe "option 2" is the best option for the County. This option is reflected in the contracts presented to you today ("Schedule D" and "Life Cycle Extension").

Option 1: 3% increase for previous 3 years of current agreement, which would total 9%. Current amount is \$70,753. New annual amount would increase \$6,367.

2021 would be \$77,120 (Total increase would be \$19,101 over the 3-year agreement)

2022 would be \$77,120

2023 would be \$77,120

Option 2: With this option, our LifeCycle amount (\$70,753) will remain the same throughout the entirety of the 3-year extension. In lieu of an increase in LifeCycle, Fidar ask that a new Schedule D be signed as part of the extension. That Schedule D will represent a higher licensing and support cost per Laredo subscription. Fidar could delay the new license/support fee until Jan 1, 2021 which would allow a nice-clean start date. The table below shows the breakdown:

Plan	Current License/Support Fee	Proposed New
\$60	\$33	\$42
\$90	\$50	\$60
\$150	\$71	\$86
\$240	\$93	No Change
\$350	\$101	No Change
\$475	\$126	\$151

We have 39 Laredo agreements using the current plans. Additional cost average would be \$5,676 for each year with the current users. Over 3-year extension savings would be \$2,073 over option 1. This option may also have the option to pass onto the users if needed at any time. With the current economy, I do not recommend a fee increase for Laredo users, but we will retain this option.

Option 3: The LifeCycle amount for the first year of the three-year extension remains the same then goes up in years 2 and 3. (see below)

Year 1: 2021 \$70,753 (no total savings over option 1)

Year 2: 2022 \$80,304

Year 3: 2023 \$80,304

Option 4: This option creates a “per-document” charging mechanism. Fidlar proposes that we pay \$2.25 per recorded document. This protects us against any volume downfalls. In other words, if volume goes down, we only pay commensurate with the actual recorded volume. In addition, Fidlar would be willing to cap the amount so we wouldn’t get hurt if volume went up.

The 3-year average of recorded documents in our office is 34,508. Fidlar would put the cap at 34,600. In other words, if our recorded volume went above 34,600, there would be no additional fees. Using our average annual document count of 34,508 (at \$2.25 per document), the fee would be \$77,643 per year. This equals an annual increase of \$523 over option 1. If based on the capped amount (34,000 documents), the increase would be \$730 over option 1. Tying the license fee to the document count could result in revenue loss.