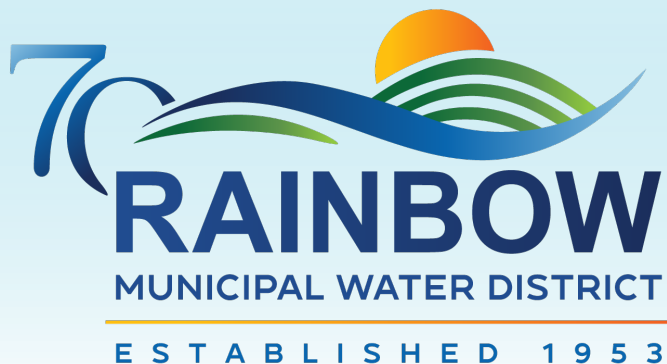


Enterprise Resource Planning (ERP) Review and Proposal

April 14, 2026



Presentation Agenda



Vendor Analysis

- **Sage + CUSI + LLumin** (3-in-1 solution)
 - Combination of specialized systems for financial management, utility billing, and inventory management, offering a more modular approach.
- **Tyler Technologies** (All in one solution)
 - Broadly recognized as an integrated public sector ERP platform offering an all-in-one product with a strong presence in local government organizations

Platform Overview

- **Technical factors** – system capabilities, implementation plan, staff support
- **Interface and functional capabilities** – ease of use for customers and staff, reporting tools, ongoing support
- **Cost comparison and financial impact** – annual and projected cost comparison, District savings, budget request

District Recommendation

Technical – Implementation

	Option A – Multi-Vendor Stack	Option B – Tyler Technologies
Product(s)	Sage Intacct + Llumina CMMS + CUSI UB4	Munis Enterprise ERP
Vendors	3 Separate Vendors	1 Vendor
Implementation	3 Concurrent, Independent Projects	Single Unified Project
Implementation Hours	325–445 Hours (Sage) No Hours - Llumina fixed fee No Hours - CUSI Certified Implementation	1,212 Hours
Go-live	Oct 1, 2026 target (Sage) Llumina CUSI on separate timelines	Single coordinated go-live
Work split	Each vendor manages own project team	70% client / 30% Tyler
Contracts	3 separate contracts & renewals	1 contract, 5-year SaaS term

Data Migration & System Integration

	Option A – Multi-Vendor Stack	Option B – Tyler Technologies
Financials (GL)	Net summary from 7/1/2019; monthly net change FY2020–2023; detailed journal entries FY2024–2025	Actuals + budgets up to 5 years
Utility Billing	CUSI: 1 yr customer/meter/usage/backflow for 9,000 locations	Tyler: 5-yr consumption history, meter inventory, AR balances
Master records	Vendors, customers, employees, fixed assets, chart of accounts	Same scope; single import across all modules

Option A — 3 separate APIs to maintain:

- **Sage Intacct**
 - Financials hub
- **LLumin CMMS+**
 - Asset management → Sage API
 - Lumin to Nobel
- **CUSI UB4**
 - Utility billing → Continental
 - Utility Connector (+\$5K/yr)
- **ADP Payroll**
 - ADP-built integration to Sage

Option B - All modules share one database:

- **Tyler ERP**
 - Financials, Utility Billing, Asset Management, Analytics
 - ADP to Tyler Integration
 - Tyler to Nobel

Implementation Scope, Timeline & Risks

Option A – Sage, CUSI, Lumin — Key Implementation Risks

- Three simultaneous projects require Rainbow to manage multiple PM relationships and timelines concurrently.
- The October 2026 deadline depends on all three vendors hitting their milestones; a delay in one does not pause the others.
- Integration breaks are a separate risk: if any vendor changes their API, the connected system may stop working.
- The CUSI contract has no termination for convenience; Rainbow is locked in for 3 years once signed.
- Sage estimate is time and materials (325 -445 hours) the final cost could exceed the midpoint estimate

Option B – Tyler – Key Implementation Risks

- 1,212 hours concentrated in one project, increases exposure if the project is delayed or descoped.
- Higher upfront service costs
- Cancellation penalty applies if services are canceled less than 4 weeks in advance.

AI Capabilities

Option A – Sage, CUSI, Lumin

- Sage Intelligent Time — AI-powered web and mobile timekeeping that generates suggested time entries automatically
- AP Bill Automation — automated invoice processing
- Predictive Maintenance —utilizing data collection and condition assessment to anticipate equipment failures before they occur
- IoT Integration — real-time asset tracking using sensor/condition data to feed the predictive maintenance engine

Option B – Tyler

- Advanced Task Automation - Automates repetitive tasks.
- Data Entry and Document Processing - Cuts manual data entry and boosts accuracy.
- Fraud Detection and Revenue Recovery - Identifies anomalies in critical data.
- Resident AI Assistant - uses generative AI to answer resident questions, surface information from selected government data, and support text or voice interactions 24/7.

Vendor Analysis



tyler
technologies

Vendor Analysis



Vendor Stability - Market

Description	Sage	CUSI	Llumin	Tyler Technologies
Ownership/Company Status	Public	Private	Private	Public
Years in Business	1981	1995	2004	1966
Sector Specialization	Cloud Financial Management	Utility billing, customer information system, customer communications	Computerized maintenance management system	Offers all products
Financial Scale	\$10.1 billion	<i>Not publicly available</i>	<i>Not publicly available</i>	\$22.5 billion
Revenue/ recurring revenue indicator	\$2.3 billion 97% recurring revenue	<i>Not publicly available</i>	<i>Not publicly available</i>	\$2.33 billion \$2.03 billion recurring revenue
Customer reviews (Capterra + On-Site)	4.3/5	4.6/5	4.5/5	Approved by multiple agency staff
Client retention	97%	Private	Private	98%
Market footprint	30,000	6,150	Not publicly available	45,000 installations, 15,000 locations, 50 states
Utility/ public sector footprint	Passive	Strong	Passive	Dominant
R&D/Product Investment	Active	Active	Active	Active

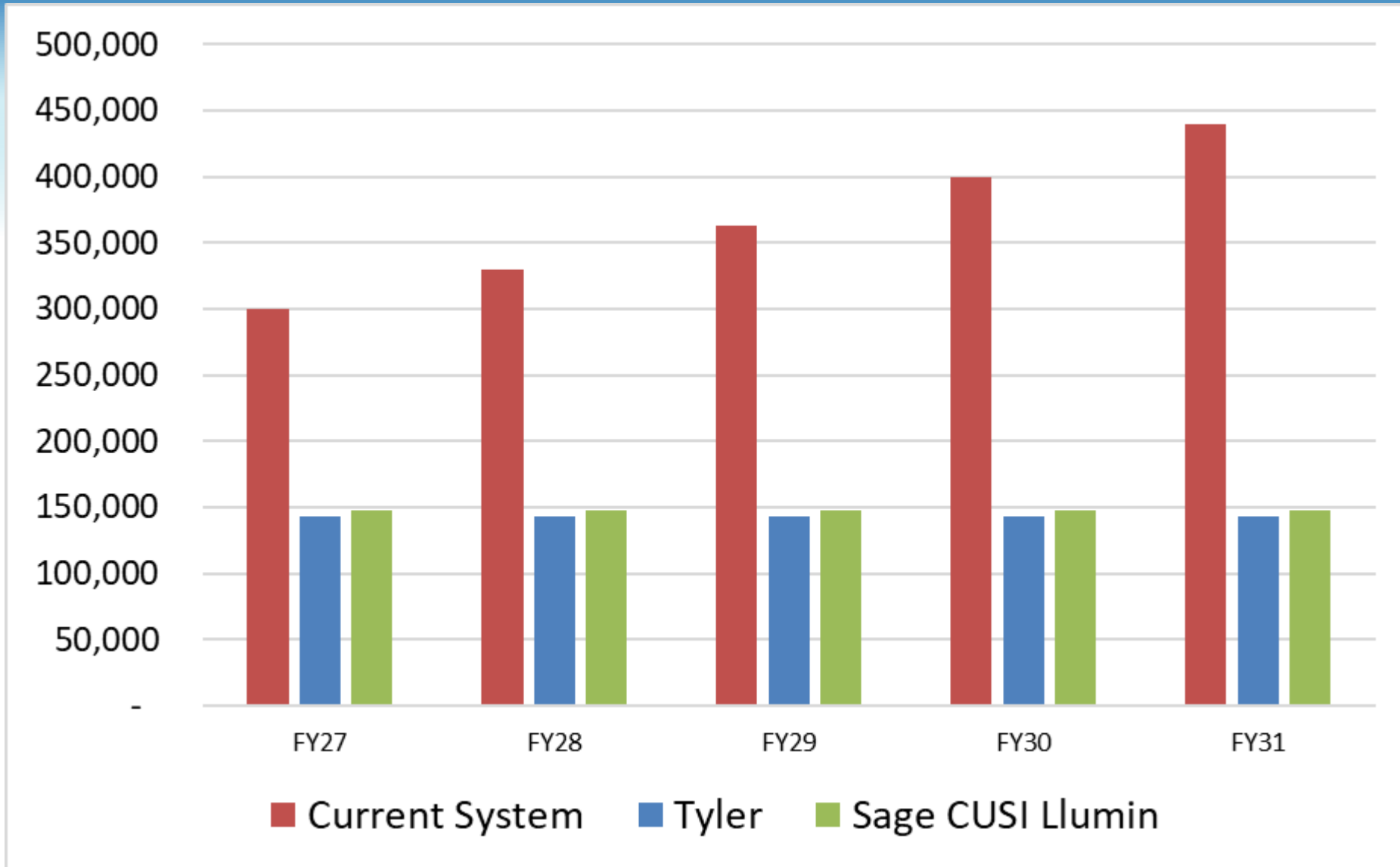
Source: Tyler Technologies, Sage, CUSI, and Llumin company materials; Tyler Technologies 2025 Form 10-K; Stock Analysis; Tracxn.

ERP Cost Comparison

Vendor	Annual Cost	One-Time Implementation
Sage/Cargas	\$69,394	\$105,875
CUSI	\$42,780	\$54,475
LLumin	\$35,215	\$66,000
Total Sage/CUSI/LLumin	\$147,389	\$226,350
Total Tyler	\$143,039	\$350,717

- Tyler's implementation is \$124K higher than Sage. However, Tyler's annual recurring cost is lower by \$4,350.
 - Key difference and why this is important: recurring annual costs are operating expenses and have a direct impact on rates and borrowing capacity.
 - One-time implementation cost: Vendor Charges + Rainbow Staff Time is a Capitalizable Expenditure which will be amortized over the term of the contract: 5 years.
- Implementation of 3 separate products would significantly increase the implementation burden on our IT and Finance staff, resulting in higher internal staff time and greater administrative complexity.

Annual Subscription Cost



FY31 Projected Cost:

- **\$439k Current System**
- **\$143k Tyler**
- **\$147k Sage/CUSI/LLumin**

ERP Implementation Budget Request FY27, FY28

Estimated implementation timeline is 18 months, budgeted cost will be spread across FY27 and FY28 as follows:

	CIP Budget FY27	CIP Budget FY28
Tyler ERP One-Time Implementation Fee	\$233,811	\$116,906
Finance additional labor cost request	\$122,000	\$61,000
IT additional labor cost request	\$100,000	\$50,000
	\$455,811	227,906

Total Implementation Cost will be amortized over 5 years, \$137,000 per year.

Staff Recommendation

Staff recommends that the Board of Directors authorize staff to proceed with **Tyler Technologies** as the District's ERP solution for Finance, Customer Service, and Work Order Management. Tyler offers an integrated government ERP platform with lower annual subscription costs, reduced administrative burden through a single vendor relationship, and a strong presence in the public sector market. In addition, the platform provides future scalability should the District elect to expand into other functional areas, including human resources, permitting, customer-facing services, and payroll/timekeeping.



Thank you