

**TOWN OF  
APPLE VALLEY, CALIFORNIA**

**AGENDA MATTER**

**Subject Item:**

**AUTHORIZE THE TOWN MANAGER TO EXECUTE A CONTRACT BETWEEN THE TOWN OF APPLE VALLEY AND INTEGRATED BUSINESS SYSTEMS FOR THE PURCHASE OF CLUB MANAGEMENT SOFTWARE RELATED HARDWARE FOR APPLE VALLEY COUNTRY CLUB**

**Summary Statement:**

In December 2008, the Town of Apple Valley assumed management of the Apple Valley Country Club (AVCC) and all related functions. Staff was tasked with the responsibility to assess current processing of financial transactions at AVCC. Currently all transaction are processed on a software system designed to function in a private Country Club setting. Staff along with the Town's management company Landmark LLC. have assessed the need to replace the current software. It was recommend by Landmark that staff travel to Indian Wells to see a software system being used at the Silverrock public golf course to determine if the internal controls and functions provided by the software would be acceptable for operations at AVCC.

The demonstration of the software included: scheduling of tee times, selling merchandise from the pro shop, dining room sales, bar sales, and concession sales. The software also acts as full accounting software, inventory control, and point of sale for all functions discussed previously.

It is the recommendation of staff to purchase the Integrated Business Systems software.

**Recommended Action:**

Direct staff to execute the contract between the Town of Apple Valley and Integrated Business Systems for the purchase of Club Management Software and the related hardware in an amount not to exceed \$37,000.

Proposed by: William B. Pattison Jr. Assistant Town Manager Item Number \_\_\_\_\_

T. M. Approval: \_\_\_\_\_ Budgeted Item  Yes  No  N/A

## Club Management Software Proposal



Landmark Golf Company

Apple Valley

Created on : January 16, 2009  
Valid Through : February 16, 2009

Mark Williams  
mwilliams@goibs.com  
800-860-2559  
Inside Sales Account Manager



Integrated Business Systems, Inc Confidential



## Integrated Business Systems

### EXECUTIVE SUMMARY

Proposal for:  
Landmark Golf Company

Installation Location:  
Apple Valley

<b>Licensed Software - 7 Registers</b>			
<b>Premier - Club Management Software</b>		\$16,725.00	
Retail POS Register(s)	2		
F&B POS Register(s)	5		
Additional IBS Software Modules -	1	\$425.00	
		<b>License Software</b>	\$17,150.00
		<b>Discounts</b>	<b>-\$2,058.00</b>
		<b>Total</b>	<b>\$15,092.00</b>
<b>Implementation and Training</b>			
Pre-Installation Consultation	1.50 days	\$1,192.50	
Installation & Configuration	2.00 days	\$2,445.00	
Operational Training	6.50 days	\$5,167.50	
Post-Installation	0.00 days	\$0.00	
<b>Total Onsite Days</b>	<b>10.00 days</b>		
		<b>Implementation and Training Total</b>	<b>\$8,805.00</b>
<b>Additional Items</b>			
Web Services		\$378.00	
Integrated Software		\$404.95	
Hardware		\$11,001.10	
Additional Expenses		\$0.00	
		<b>Additional Items Total</b>	<b>\$11,784.05</b>
		<b>Total Investment</b>	<b>\$35,681.05</b>

#### Deposit Requirement

A 50% deposit of \$17,840.53 is required to start your order. Upon receipt of the signed proposal and deposit, your installation dates will be finalized. The balance of the invoice will be due by the go live date of the installation.

#### Financial Investment Summary

License Software	\$15,092.00	
Implementation and Training	\$8,805.00	
<b>Investment</b>	<b>\$23,897.00</b>	
Additional Items	\$11,784.05	
	<b>Total Investment</b>	<b>\$35,681.05</b>

#### Annual Maintenance & Upgrades (Not Included in Investment Total)

Yearly Support	\$4,802.00	
<b>Discount if paid Annually</b>	<b>\$480.00</b>	
<b>Total Annual Support</b>	<b>\$4,322.00</b>	



## Integrated Business Systems

**Additional Expenses:**

Travel expenses, shipping & handling, and applicable sales tax are not included and will be added to the final invoice. You will receive a reimbursement expense agreement for all estimated travel, shipping & handling costs. This agreement will need to be signed and faxed back to our office before travel arrangements can be scheduled.

**Contracts:**

Once installation dates have been finalized, you will be receiving license software and support agreements. We will need the signed executed agreements returned before the installation. If contracts are not returned within this time frame, your installation date may be delayed.

**Cancellation and Return Policy:**

Should we be unable to negotiate system license or support contracts in a timely manner, you may cancel the installation. Notice of cancellation must be in writing and delivered to our Richmond offices. If your installation is cancelled, IBS will refund remaining deposit monies, if any, in excess of IBS' direct non-refundable expenses incurred prior to effective date of cancellation. Authorized returns of hardware are accepted within 30 days of the shipping date and are subject to a 15% restocking fee. All returned merchandise must be packed in original cartons with all hardware, manuals, and accessories and in like new condition. Return shipping costs are the client's responsibility.

**Annual Support Fees:**

The annual support fee is \$4,322.00 for the modules listed in this proposal. This amount reflects a 10% discount. The support fee must be paid annually to receive the discount. If paid monthly, the yearly total is \$4,802.00. Support fees may change in the future. Support fees will be pro-rated based on the installation date and billed on the final invoice.

**Acceptance:**

Your signature indicates your acceptance of the pricing contained in this quote & your desire to commit to the installation of a system or the purchase of a product/service. To accept this order, please fax back signed proposal to 804-754-4460.

<b>Total Investment</b>	<b>\$35,681.05</b>
<b>Proposal #</b>	D8341M

\_\_\_\_\_

Customer Acceptance

\_\_\_\_\_

Date Signed

\_\_\_\_\_

Printed Name

Valid Through: February 16, 2009

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1/16/2009



**Proposal Number:** D8341M  
**Proposal Date:** 1/16/09  
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Integrated Business Systems

**PROPOSAL**

**Proposed For:**

Landmark Golf Company  
 74947 Highway 111, Suite 200  
 Indian Wells, CA 92210

**Installation Site:**

Apple Valley Golf Club  
 15200 Rancherias Road  
 Apple Valley, CA 92307

Line	Description of Product or Service	Quantity	Price	Total
1				
2	LICENSE SOFTWARE (7 POS Registers)			
3				
4	Premier Package - Club Management Software:	1.00	7,250.00	7,250.00
5	- Retail POS License (1 User)			
6	- F&B Fine Dining License (1 User)			
7	- Tee Times with Email Marketing			
8	- Reseller and Packager Interface			
9	- Player Preference and Spending History Tracking			
10	- Inventory Management			
11	- Gift Certificate System			
12	- Event and Banquet Management			
13	- Hold Sale			
14	- Zip Code Capture			
15	- Accounting Interface			
16	- Statistical Reporting with Excel Interface			
17	Additional Retail POS Registers	1.00	1,895.00	1,895.00
18	Additional F&B POS Registers	4.00	1,895.00	7,580.00
19	Credit Card Interface (Interface to ETS)	1.00	425.00	425.00
20				
21	<Landmark Golf Discount>	-1.00	2,058.00	-2,058.00
22				
23	WEB SERVICES			
24				
25	WebRes - 24 Month Term, First Payment	1.00	189.00	189.00
26	WebRes - 24 Month Term, Last Payment	1.00	189.00	189.00
27				
28	INTEGRATED SOFTWARE			
29				
30	NovaBackup Software Server Edition	1.00	159.95	159.95
31	Credit Card Software (ETS)	1.00	245.00	245.00
32				
33				
34				
			<b>Subtotal:</b>	Continued
			<b>Sales Tax:</b>	Continued
			<b>TOTAL:</b>	Continued
<b>REP: Mark Williams</b>				

12201 Gayton Road, Suite 100 \* Richmond, VA 23238 \* Phone (804) 754-3200 \* Fax (804) 754-4460



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 Apple Valley, CA 92307

Line	Description of Product or Service	Quantity	Price	Total
1				
2	RETAIL POINT OF SALE - PRO SHOP REGISTER			
3				
4	Dell 755 SFF, Core 2.53 GHZ, 2 GB RAM, 160 HD, XP	1.00	769.95	769.95
5	Pro, CD, NIC, 3 Yr Next Bus Day Support			
6	Elo Touchscreen Flat Panel Monitor, 17" Charcoal,	2.00	597.95	1,195.90
7	Accutouch, USB			
8	California Waste Recycling Fee for Monitor (15 to 34	2.00	16.00	32.00
9	inches)			
10	Star Receipt Printer, TSP743, Char, Thermal, Auto	2.00	359.95	719.90
11	Cut, USB			
12	Printer Cable- USB	2.00	9.95	19.90
13	APG Small Cash Drawer & Cable - Black	2.00	104.95	209.90
14	PSC Bar Code Scanner & Cbl, Quickscan 6500, USB	1.00	259.95	259.95
15	Magtek Credit Card Swipe, USB	2.00	69.95	139.90
16	APC BackUps 350 VA	2.00	52.95	105.90
17				
18	F&B POINT OF SALES - RESTAURANT			
19				
20	Computer - Provided By Client - Existing - (32 Bit OS)	5.00	0.00	0.00
21	Elo Touchscreen Flat Panel Monitor, 15" Charcoal,	5.00	479.95	2,399.75
22	Accutouch, USB			
23	California Waste Recycling Fee for Monitor (15 to 34	5.00	16.00	80.00
24	inches)			
25	Star Receipt Printer, TSP743, Char, Thermal, Auto	2.00	359.95	719.90
26	Cut, USB			
27	Printer Cable- USB	2.00	9.95	19.90
28	APG Small Cash Drawer & Cable - Black	2.00	104.95	209.90
29	Magtek Credit Card Swipe, USB	2.00	69.95	139.90
30	APC BackUps 350 VA	5.00	52.95	264.75
31				
32				
33				
34				
			<b>Subtotal:</b>	Continued
			<b>Sales Tax:</b>	Continued
			<b>TOTAL:</b>	Continued
<b>REP: Mark Williams</b>				

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Line	Description of Product or Service	Quantity	Price	Total
1				
2	KITCHEN AND BAR PRINTER			
3				
4	Star Kitchen Printer, SP 742, Char, Dot Mat, 2 Col,	1.00	329.95	329.95
5	Auto Cut, Ethernet			
6				
7	BACK OFFICE WORKSTATIONS - GM, F&B Director,			
8	Golf Professional, Accounting (2)			
9				
10	Computer - Provided By Client - Existing (32 Bit OS)	5.00	0.00	0.00
11	Monitor - Provided By Client - Existing (1024 X 768	5.00	0.00	0.00
12	Resolution)			
13				
14	NETWORK FILESERVER			
15				
16	Dell PowerEdge 840, Dual Core Xeon 1.86 GHZ, 8 Gb	1.00	2,188.95	2,188.95
17	RAM, 2 x 250 HD, Win 03 S, CD, NIC, 3 Yr Next Bus			
18	Day Support			
19	Additional 5-User Cals (Client access Licenses) for	2.00	189.95	379.90
20	Win 03 Server			
21	Dell Flat Panel Monitor, Charcoal, 17"	1.00	219.95	219.95
22	California Waste Recycling Fee for Monitor (15 to 34	1.00	16.00	16.00
23	inches)			
24	Samsung Internal DVD Burner	1.00	59.95	59.95
25	Backup Storage Media - DVD+RW (10 Pack)	1.00	19.95	19.95
26	APC BackUps 550 VA	1.00	74.95	74.95
27				
28	NETWORK ACCESSORIES			
29				
30	Network Hub Dlink Switch - 16 Port	1.00	69.95	69.95
31	APC BackUps 350 VA	1.00	52.95	52.95
32	Patch Cables for Workstations 10 Ft.	14.00	7.95	111.30
33				
34				
			<b>Subtotal:</b>	Continued
			<b>Sales Tax:</b>	Continued
			<b>TOTAL:</b>	Continued
<b>REP: Mark Williams</b>				

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Line	Description of Product or Service	Quantity	Price	Total
1				
2	PAPER AND LABELS			
3				
4	Thermal - Case of Receipt Paper-1 Ply, 3 1/8"	1.00	109.95	109.95
5	Case of Kitchen Paper-2 Ply, 3"	1.00	79.95	79.95
6				
7	PRE- INSTALLATION CONSULTATION			
8				
9	Pre-Install Planning Meeting - Days	1.00	795.00	795.00
10	Pre-Install Operational Configuration - Days	0.50	795.00	397.50
11				
12	INSTALLATION & CONFIGURATION			
13				
14	Software Configuration	1.00	600.00	600.00
15	Equipment Configuration	1.00	1,000.00	1,000.00
16	Credit Card Configuration	1.00	350.00	350.00
17	WebService Installation Charge	1.00	495.00	495.00
18				
19	OPERATIONAL TRAINING			
20				
21	Operational Training - Days	6.50	795.00	5,167.50
22				
23				
24				
25				
26				
27				
28				
29				
30				
31				
32				
33				
34				
			<b>Subtotal:</b>	35,681.05
			<b>Sales Tax:</b>	
			<b>TOTAL:</b>	\$ 35,681.05
<b>REP: Mark Williams</b>				

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