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March 12, 2025

Ms. RutheAnne Hall
Lake County Purchasing Manager
18 N. County Street
Waukegan, IL 60085

Time & Material Order Form
CRM #: 10767465

Tyler Technologies, Inc. (Tyler) agrees to the following proposed scope of work as detailed in the attached requirements section.

Tyler Technologies has determined One Hundred Seventy-Five (175) hours to complete the services mentioned in the estimate. Based on the previously quoted Time & Material Rate, this would calculate to a fee of Thirty-Six Thousand Seven Hundred Fifty Dollars (\$36,750.00).

If you are satisfied with this estimate and would like to have Tyler Technologies provide the services mentioned above, please sign the e-mailed/faxed copy, where indicated and return by e-mail/fax as soon as possible so that we may schedule the work.

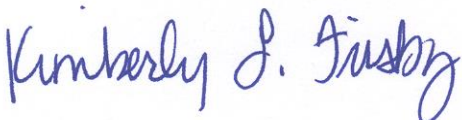
Client agrees that the services in this Change Order and attached Estimate are, upon Client's signature or approval of same, hereby added to the existing agreement ("Agreement") between the parties and subject to its terms. Additionally, payment for said services, as applicable but subject to any listed assumptions herein, shall conform to the following terms:

In accordance with the Agreement and this Change Order, Tyler will request Client Acknowledgment/Approval upon completion of the services. Upon such Acknowledgment/Approval, Tyler shall invoice the Client for the work completed. Payment shall be due within thirty (30) days. Tyler's prices do not include applicable local, city or federal sales, use excise, personal property or other similar taxes or duties, which the Client is responsible for determining and remitting.

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If you have any questions regarding the attached estimate, please feel free to call (800-800-2581), or email me at kim.frisby@tylertech.com.

Sincerely,



Kimberly L. Frisby
Vice President Support Services

KLF:mmm:krs

I concur with and do hereby accept the terms and conditions of this Letter of Agreement.

Lake County, IL

Date: _____

Estimate

Comparative Market Modeling Module

Client: Lake County, IL
CRM #: 10767465
Date: 12/11/2024
Summary: Cost and Market Rate Table Tuning

Overview

Lake County, IL is seeking assistance from Tyler Technologies Special Projects team to provide valuation consulting that span two function areas. The first phase of the project will be to analyze and define up to 4 county-wide residential cost models. The models will be derived from the active jurisdictions that are using CAMA for Assessment and Tax Enterprise. The second phase will be used to develop a proof of concept using the Assessment and Tax Enterprise Market Module aimed primarily at residential properties. The scope of effort for the market phase will be limited to 2-4 models in a single CAMA jurisdiction. They would like to maximize the use of ATENT by utilizing the market module as a potential primary valuation approach for residential property.

Description

Tyler Technologies will provide the following:

- Data profiling and initial training:
 - Building characteristic and variable profiling
 - Create data extract process for analysis of cost and market
 - Sale History setup and training
 - Review existing sale verification process and procedures
- Residential cost model tuning:
 - Data analysis
 - Global model development (not to exceed 4 model types)
 - Develop municipal locational factors for CAMA only jurisdictions
 - Review and testing
 - Migration to Production
- Market modeling (Comparable Sales Module):
 - EDA of market and preliminary subdivision of high-level markets.



- Educate on the definitions of Neighborhood Groupings, Clusters, and Market Areas prior to modeling.
 - Includes data profiling and assistance with hierarchies.
 - Analysis of hierarchies and advanced analysis to derive market hierarchies.
- Set up the foundation for **2-4 proof-of-concept models (SINGLE JUR)** on homogeneous sets of properties
 - Variable Definition and Manipulation
 - Includes testing variables
 - Provide market set-up using defined variables that contribute to value.
 - Model Specification and Calibration
 - Model Interpretation and application.
 - Outlier analysis
 - Development of comparable sales selection rules and adjustments.
 - Development and reconciliation of the market approach with other approaches.
- Includes hours for virtual support and migration to production as necessary.
- Ala-Carte options also available at an added cost and can be added at any time throughout the project.

All virtual training will be recorded and available to Lake County. Notes and documentation will also be provided after trainings. Our approach is to demonstrate concepts through interactive training workshops while providing homework and follow-up after each training session.

Work Effort Detail for Requested Modification

| | |
|---|--------------|
| Cost Table Tuning | 100.0 |
| Market Modeling Proof of Concept (2-4 models) | 75.0 |
| Total Hours | 175.0 |
| Total Cost: \$36,750.00 | |



Ala-Carte Options

| Description | Hours | Cost |
|----------------------------------|--------------------|---|
| Additional Support and guidance | 20-hour increments | \$210 per hour |
| Model Development by Tyler Staff | 8-12 hours /model | \$210 per hour |
| 40-hour on-site visit | 40-hour | \$240 per hour plus Travel Expenses |



Description of Estimate:

All Estimates provided for client requested software modifications to the Enterprise Assessment and Tax Product are based on all time expense requirements to occur in six key phases in the development process. The basic tasks are involved in each phase of the development process follow:

Task Management

The Task Management phase includes time required for general task management routines over the course of the enhancement/modification process. Included in this estimate is time required for CRM/JIRA ticket maintenance/review, status updates, communication, etc.

Requirements Gathering & Design

The Requirements Gathering & Design phase includes any time required for business analysts to research/gather requirements for the requested enhancement/modification and to produce functional specifications. This section also includes time required to perform any GAP analysis for the requested enhancement/modification.

Development Programming

The Development Programming phase includes time required for a developer to code the requested enhancement/modification as presented in the functional specifications provided by the business analyst. This section also includes time required for the developer to unit test the enhancement/modification.

Analyst Review/Configuration/Testing

The Analyst Review/Configuration/Testing phase includes time required for the installation/configuration of the requested enhancement/modification as well as final review and quality assurance testing by an analyst. Testing may be performed in the client environment or a Tyler Technologies environment.

Documentation & Training

The Documentation & Training phase includes time required to create new documentation or for any updates to existing documentation by a business analyst. Included in this phase are any training related requirements.

Software Release & Delivery

The Software Release & Delivery phase includes time required for all version control and release functions impacted by the enhancement/modification. This section includes time spent for version control checkout and check-in of programming modifications and any compilation tasks required.

