

LAKE COUNTY PUBLIC WORKS

Electronic Processor Fee Analysis

JetPay Actuals

Payment Method (summary) Report 8/5/2019 1:10:48 PM CDT 12/1/2017 - 11/30/2018 Entire Organization All Payment Types All Collection Modes							
Payment Method	Debit Transactions	Credit Transactions	Amount	Fee Amount (payer)	Fee Amount (client)	Total Remitted	
VISA	15761	0	\$1,938,089.91	\$0.00	\$57,436.96	\$1,938,089.91	
MasterCard	7265	0	\$1,035,200.93	\$0.00	\$30,647.73	\$1,035,200.93	
eCheck	4567	0	\$553,024.14	\$0.00	\$3,653.60	\$553,024.14	
Overall Credit Card Totals :	23026	0	\$2,973,290.84	\$0.00	\$88,084.69	\$2,973,290.84	
Overall eCheck Totals :	4567	0	\$553,024.14	\$0.00	\$3,653.60	\$553,024.14	
Overall Totals :	27593	0	\$3,526,314.98	\$0.00	\$91,738.29	\$3,526,314.98	

Comparative Summary			
	Current Processor-JetPay		Tyler Processor-Openedge
	FY'18-Avg Payment Amount	FY'18 Avg Cost per Tx	Open Edge (Cost per Tx) min/max*
Avg Tx Amount-VISA Totals :	\$122.97	\$3.64	\$1.49 / \$2.05
Avg Tx Amount-MASTERCARD Totals :	\$142.49	\$4.22	\$1.39 / \$1.95
Avg Tx Amount-Credit Card Totals :	\$129.13	\$3.83	
Avg Tx Amount-eChecks Totals :	\$121.09	\$0.80	\$1.15
Avg Overall Totals :	\$127.80	\$3.32	
	FY'18 Count-Actual	FY'18 Cost-Actual	Open Edge-Estimate
eCheck Processor Fees TOTALS	4,567	\$3,653.60	\$5,252.05
\$ impact			\$1,598.45
% impact			43.75%
Visa & M/C Processor Fees TOTALS	23,026	\$88,084.69	\$96,892.75
\$ impact			\$8,808.06
% impact			10.00%
Overall TOTALS		\$91,738.29	\$102,144.80
Fiscal Impact estimate-increase			\$10,406.51

Tyler Incode Processor	Capabilities	Nomenclature for Accounts	Applicable Software Suites	Considerations	Contact
Open Edge	Payment Aggregator – acts like both the merchant account provider and the payment gateway	ECOM – online payments POS – over the counter payments MOTO – Tyler Vault, recurring credit card payments ECHECK – online echeck payments, recurring and 1 time	<ul style="list-style-type: none"> - Incode (Cashiering) Insite online payments - Energov Citizen Self Service 	<ul style="list-style-type: none"> - All in one solution - Early adopter - Supports EMV - Works with Tyler Support - Works in hosted environment 	Susan Gresham (704)799-9858 Susan.gresham@openedgepay.com

June 1, 2018

OpenEdge and Tyler Technologies
Sole Source Provider

To Whom It May Concern:

This letter is to confirm that OpenEdge Payments LLC (OpenEdge), a division of Global Payments, Inc., owns all right, title and license in and to the OpenEdge payment processing solution and related services (collectively, the "OpenEdge Solution"). OpenEdge is the only authorized developer and licensor of the OpenEdge Solution and, except as set forth in agreements with its marketing partners, is the only entity authorized to implement, promote and maintain the OpenEdge Solution.

Tyler Technologies, Inc. ("Tyler") is an authorized marketing partner of OpenEdge. The OpenEdge Solution is a preferred payment processing solution of Tyler that directly integrates with mutually agreed upon Tyler software products, including those Tyler software products that have been identified to you. Tyler is contractually authorized to include the OpenEdge Solution, including the terms and conditions applicable to that solution, in Tyler-client contracts or amendments thereto.

Sincerely,

OpenEdge

+1.800-774-6462 Option 1
Solutions@openedgepay.com

A Global Payments Company





VENDOR DISCLOSURE STATEMENT

Vendor Name:	OpenEdge Payments LLC		
Address:	2578 W 600 N, Lindsay, UT 84042		
Contact Person:	Susan Gresham	Contact Phone #:	800-774-6462 x3609
Bid/RFP/SOI/Contract/Renewal:	Contract		

Vendors wishing to contract with Lake County for goods and services in an amount greater than \$30,000 shall submit this form in advance of award. This disclosure statement is not required for utility companies regulated by the Illinois Commerce Commission or local units of government. Vendors shall disclose:

- A familial relationship between a Lake County elected official, department director, deputy director and manager and owners, principals, executives, officers, account managers or other similar managerial positions of the vendor's company. Familial relationship is defined as a spouse (including civil partner), child, stepchild, parent, stepparent, grandparent, in-laws (including parent, grandparent, sibling, or child), relatives and non-relatives living in the same residence, and offspring born to any aforementioned person.
- All political campaign contributions made by the vendor or an owner, principal, executive, officer, account manager, or other similar managerial position of the vendor to any county board member, county board chair, or countywide elected official within the last five years.

If there is nothing to report in a section, please state none in the appropriate space.

FAMILIAL RELATIONSHIPS

List names and departments/agencies of Lake County employees or public officials with whom owners, principals, or officers of the vendor's company have a familial relationship and the nature of the relationship. Attach additional pages as necessary. (Provide all names or state none in the space below. Do not leave blank.)

Name and Department/Agency of Lake County Employee/Public Official	Familial Relationship

CAMPAIGN CONTRIBUTIONS

List campaign contributions that have been made within the last five years that exceed \$150 annually. Attach additional pages as necessary. (Provide all names or state none in the space below. Do not leave blank.)

Recipient	Donor	Description (e.g., cash, type of item, in-kind service, etc.)	Amount/Value	Date Made

Continuing disclosure is required if information changes. This Vendor Disclosure Statement form is available at www.lakecountynil.gov.

The full text of the County's Ethics and Procurement policies and ordinances are available at www.lakecountynil.gov.

I hereby acknowledge that the information above is accurate and complete, that I am an authorized signer on behalf of the vendor, that I have read and understand these disclosure requirements, and that I agree to update this information if there are any related changes by submitting a new Vendor Disclosure Statement.

Authorized Signature:		Title:	Corporate Secretary
Printed Name:	DAVID L. GREEN	Date:	10/24/2019

Vendors must insert "x" in the following box indicating exception and provide a brief narrative for exception.

We are a publicly-traded international company with over 24,000 employees. While it may be unlikely, it is not possible for us to attest that no employee is related to an official of Lake County or that no employee has ever made a political contribution. 10.8.2019

Electronic Convenience Fees
Effective Date: 7/1/2019

Purpose: To establish guidelines that will eliminate (absorb) customer convenience fees associated with electronic payments and automated communications associated with retail water and/or sewer accounts.

Lake County Public Works' CIS System includes an online component that accepts payments via electronic check, debit and credit cards. This payment type includes transaction fees payable directly to the CIS Vendor and credit card processor.

Lake County Public Works accepts water and sewer utility payments through various other channels including in person, mail (lockbox), ACH (auto debit) and by phone. Absorbing the cost of all types of payments including debit and credit card payments online and by phone is meant to encourage residents to pay their outstanding charges in a timely manner eliminating costly collection methods.

Lake County Public Works' CIS System also includes an automated notification system for late payments, increased water use and potential leaks. A fee per notice (call, email or text) is payable directly to the CIS Vendor. Absorbing the cost of all types of automated notifications will allow the county's residents to take advantage of all technology available to allow them to effectively manage their water usage in the most efficient way.