



STURGIS

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A CATALIS™ COMPANY

Volume 2: Cost Proposal

Town of Orange, CT
Tax Collector

RFP No. 12373
Next Generation Front End Project

PREPARED FOR:

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PROPOSAL SUBMITTED:

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3025 Windward Plaza, Suite 200, Alpharetta, Georgia 30005

VOLUME 2: COST PROPOSAL

Convenience Fees

Sturgis' convenience-fee based business model removes budgetary burdens from municipalities while providing higher levels of service to constituents, as well as an improved user experience for agency staff. Using revenues collected from convenience fee payments, Sturgis expands accepted payment channels, increases, and improves accepted payment methods, and guarantees higher user satisfaction.

Sturgis is proposing the following pricing for all payment channels:

Payment Type	Fee
Credit Card	2.50% per transaction, \$1.95 minimum
Debit Card	1.50% per transaction, \$1.95 minimum
ACH (eCheck)	\$1.50 per transaction

Sturgis' pricing includes:

1. NO cost to the Town for maintenance, support, integrations, website, equipment, and training. All of these items are covered in our service fee model paid by the public.
2. Robust Personalized Payment Site
3. Free Payment Terminals/POS/Card Readers
4. Full Payment Offerings (Visa, Mastercard, Discover, American Express, ACH, PayPal, Venmo, Crypto, Digital Wallet, and more, as desired by the County)
5. Unlimited Integrations
6. Marketing Materials as needed (Business Card, Counter Clings, Help with Banner Ads)
7. Dynamic Reporting

Kiosks

We understand the Town is looking for indoor freestanding kiosks. We have several models of kiosks available to meet this need, and the price range for each of these kiosk units is **between \$10k-\$20k per unit**. We look forward to discussing our kiosk options with the Town and will provide a more defined quote upon receiving further specifications.