



Community Pearl Conversion Pricing

Bromelkamp Company offers FIMS and Blackbaud users a limited-time opportunity to convert to Community Pearl at no net cost.

Community Pearl

Integrated data management is a cornerstone of good stewardship. Community Pearl integrates the essential functions of community foundations including:

- CRM/contacts management
- grants management
- fundraising
- fund accounting

Besides good software, Community Pearl is attractive for its long-term practicality:

- users can modify it themselves (it's written in Microsoft Access)
- no annual license fees
- free upgrades forever
- consistently stellar customer support

The Details

We'll convert your existing data for a flat fee, and give you the opportunity to add needed functionality to Community Pearl. Pay Bromelkamp what you pay annually for your current software until the conversion is paid off, then you pay nothing more except when you call for help.

Your total qualified cost for converting to Community Pearl includes "necessary costs" for licenses, training, data conversion, and "typical support." Optional additions may also be chosen, but are payable upon installation or financed separately from the no-net-cost financing.

Necessary Costs

\$32,600 Community Pearl software (one-time, includes one user license)

\$?? Additional user licenses @\$1,770 (one-time)

\$ 9,800 Data conversion (grants, contacts, constituents, donors, gifts, and quarterly accounting balances), accounting setup assistance

Typical Support

Basic Support provides unlimited support for a flat monthly fee (\$262 per month plus \$13 per month for each additional user license). Alternatively you can choose Hourly Support for fee of \$41 per each 15 minutes of support.

Optional Additions*

Data base customizations that are not standard to get your data into Community Pearl; these are things you can do, but most clients find it more convenient to have us do them:

Custom Reports: typically \$2200-3300 for 5-8 reports

Custom Merge Letters: typically \$1320-\$1760 for 3-4 letters

\$ 2,800 PearlOutlook integration with MS Exchange Server

\$ 3,700 Fundweb.net online donor statements and donor recommendations (plus \$1,200/yr hosting)

\$ eGrant.net online grant and scholarship applications and online review [call for an estimate]

No-net-cost Financing

Finance "necessary" costs at 5% interest so total annual payments including support never exceed what you pay annually for your current software. These are minimum payments; if you pay sooner or pay more than the minimum, you'll reduce the principal balance and therefore reduce interest accrual, which will reduce the last payment or shorten the term of the loan. You may also choose to pay more than you currently pay, to reduce the term of the agreement.

Illustration 1: A foundation with five users - *this is an illustration, not a formal proposal:*

Necessary Costs

\$32,600 Community Pearl software (one-time, includes one user license)
\$ 7,080 4 Additional licenses @\$1,770 (one-time)
\$ 9,800 Data conversion costs (grants, contacts, constituents, donors, gifts)
\$49,480 Necessary Costs

Typical Support

\$ 3,768 Basic Support per year. Typical clients drop this after three years when/if their need is reduced.

No-net-cost Financing

Finance \$49,480 at 5% interest so total annual payments including support never exceed the current annual software payment (this illustration uses \$12,700 as an example). These are minimum payments; if you pay sooner or pay more than the minimum, you'll reduce the principal balance and therefore reduce interest accrual, which will reduce the last payment or shorten the term of the loan.

	Install	Year 1	Year 2	Year 3	Year 4	Year 5
Necessary Costs* Financed	\$12,700	\$ 8,932	\$ 8,932	\$ 8,932	\$12,700	\$ 791
Typical Support	<u>0</u>	<u>3,768</u>	<u>3,768</u>	<u>3,768</u>	<u>0</u>	<u>0</u>
Total Annual Cost	\$12,700	\$12,700	\$12,700	\$12,700	\$12,700	\$ 791

*excludes any optional additions (paid upfront or financed separately)

Basic support is in current dollars, reasonable increases for inflation not included.

Illustration 2: A foundation with three users - *this is an illustration, not a formal proposal:*

Necessary Costs

\$32,600 Community Pearl software (one-time, includes one user license)
\$ 3,540 2 Additional licenses @\$1,770 (one-time)
\$ 9,800 Data conversion costs (grants, contacts, constituents, donors, gifts)
\$45,940 Necessary Costs

Typical Support

\$ 3,456 Basic Support per year. Typical clients drop this after three years when/if their need is reduced.

No-net-cost Financing

Finance \$45,940 at 5% interest so total annual payments including support never exceed the current annual software payment (this illustration uses \$7,700 as an example). These are minimum payments; if you pay sooner or pay more than the minimum, you'll reduce the principal balance and therefore reduce interest accrual, which will reduce the last payment or shorten the term of the loan.

	Install	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Necessary Costs* Financed	\$7,700	\$4,244	\$4,244	\$4,244	\$7,700	\$7,700	\$7,700	\$7,700	\$2,446
Unlimited Basic Support	<u>0</u>	<u>3,456</u>	<u>3,456</u>	<u>3,456</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total Annual Cost	\$7,700	\$7,700	\$7,700	\$7,700	\$7,700	\$7,700	\$7,700	\$7,700	\$2,446

*excludes any optional additions (paid upfront or financed separately)

Basic support is in current dollars, reasonable increases for inflation not included.