



CEMETERY COMMITTEE

April 27, 2020 6:00PM

City Council Chambers

Join from PC, Mac, Linux, iOS or Android: <https://meetings.ringcentral.com/j/5894666169>

Or iPhone one-tap :

US: +1(470)8692200,,5894666169# (US East)
+1(623)4049000,,5894666169# (US West)
+1(720)9027700,,5894666169# (US Central)
+1(773)2319226,,5894666169# (US North)
+1(469)4450100,,5894666169# (US South)

Or Telephone:

Dial(for higher quality, dial a number based on your current location):

US: +1(470)8692200 (US East)
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+1(720)9027700 (US Central)
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+1(469)4450100 (US South)

Meeting ID: 589 466 6169

International numbers available: <https://meetings.ringcentral.com/teleconference>

1. Call to order
 - a. Roll Call
 - b. Elect Officers for 2020
2. Approve Agenda
3. Review 2020 Budget
4. Review condition of cemetery after winter season and schedule any necessary maintenance
 - a. Snowplow damage & condition of roads
 - b. Tree planting at north gate
5. Review and select uniform language and system for designation and organization of plots and use on cemetery deeds moving forward → Lot/plot/addition/block/etc.

6. Cemetery Management Software
 - a. Cemsites
 - i. Review options and features
 - ii. Review price quote
 - b. CIMs Cemetery Management Software
 - i. Review options and features
 - ii. Review price quote
 - c. Plotbox
 - i. Review options and features
 - ii. Review price quote
 - d. Cemify
 - i. Review options and features
 - ii. Review price quote
 - e. Select software to recommend to council

7. 2019 Annual Report to Council
 - a. 2019 goals and objectives
 - b. Activity report
 - c. 2020 goals and objectives

Cemetery

ARLINGTON, MN

Exp/Rev-Budget - Current Year

Current Period: MARCH 2020

As of March 31st
1st Qtr.

Account Descr	2020 Budget	MARCH 2020 Amt	2020 YTD Amt	2020 YTD Balance	%YTD Budget
FUND 207 Cemetery Fund					
Act Type R Revenue					
R 207-49990-34940 Cemetery Revenues	\$1,200.00	\$0.00	\$0.00	\$1,200.00	0.00%
R 207-49990-34941 Grave Markings	\$1,000.00	\$75.00	\$450.00	\$550.00	45.00%
R 207-49990-36210 Interest Earnings	\$500.00	\$82.21	\$316.17	\$183.83	63.23%
R 207-49990-36215 Reimbursable Exp	\$500.00	\$0.00	\$0.00	\$500.00	0.00%
R 207-49990-36230 Contributions and D	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
R 207-49990-39203 Transfer from Othe	\$6,000.00	\$0.00	\$0.00	\$6,000.00	0.00%
DEPT 49990 Other Expense	\$9,200.00	\$157.21	\$766.17	\$8,433.83	
Act Type E Expenditure					
E 207-49990-100 Wages and Salaries	\$3,540.00	\$0.00	\$0.00	\$3,540.00	0.00%
E 207-49990-110 Other Pay	\$300.00	\$0.00	\$0.00	\$300.00	0.00%
E 207-49990-122 FICA	\$450.00	\$0.00	\$0.00	\$450.00	0.00%
E 207-49990-304 Legal Fees	\$225.00	\$0.00	\$95.00	\$130.00	42.22%
E 207-49990-406 Repairs, Supplies & Ot	\$500.00	\$0.00	\$0.00	\$500.00	0.00%
E 207-49990-420 Shop Equipment	\$100.00	\$0.00	\$0.00	\$100.00	0.00%
E 207-49990-430 Miscellaneous	\$500.00	\$0.00	\$0.00	\$500.00	0.00%
E 207-49990-467 Gas & Repair - Mower	\$1,000.00	\$0.00	\$0.00	\$1,000.00	0.00%
E 207-49990-500 Capital Outlay	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
E 207-49990-700 Transfers	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
E 207-49990-733 Reimbursible Expense	\$500.00	\$433.00	\$433.00	\$67.00	86.60%
DEPT 49990 Other Expense	\$7,115.00	\$433.00	\$528.00	\$6,587.00	
FUND 208 Cemetery Perpetual Care Fund					
Act Type R Revenue					
R 208-49990-34940 Cemetery Revenues	\$1,250.00	\$0.00	\$0.00	\$1,250.00	0.00%
DEPT 49990 Other Expense	\$1,250.00	\$0.00	\$0.00	\$1,250.00	
Act Type E Expenditure					
E 208-49990-700 Transfers	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
DEPT 49990 Other Expense	\$0.00	\$0.00	\$0.00	\$0.00	
FUND 401 Capital Equipment Fund					
Act Type E Expenditure					
E 401-49990-500 Capital Outlay	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
DEPT 49990 Other Expense	\$0.00	\$0.00	\$0.00	\$0.00	

City Cemetery Ownership Certificate

KNOW ALL MEN BY THESE PRESENTS, That the City of Arlington, A Minnesota municipality, in consideration of the sum of \$ _____, duly received, hereby grant, bargain, sell and convey unto the following person or persons:

_____, their heirs and assigns, the following described parcel for use as a _____ place for the interment of the remains of deceased person(s).

Lot(s) Number _____ Block _____ Arlington Public Cemetery _____ Addition, located in Section 10, Township 113, Range 27, Sibley County, Minnesota, according to the plat of said cemetery on file in the Sibley County Recorder's Office.

TO HAVE AND TO HOLD THE SAME, Subject to all the laws of this State, now or hereafter enacted for the management and regulation of cemeteries, and also subject to all city ordinances and rules, now and hereafter made, for the regulation of the affairs of the same or any part thereof.

IT IS HEREBY COVENANTED, That said hereby granted premises are free from all encumbrances, and that the title now conveyed is perfect, and the said City of Arlington will warrant and defend the same to said grantee(s) and the grantee(s) heirs and assigns forever.

IN TESTIMONY WHEREOF, this ownership certificate is executed by the Mayor and City Administrator of the City of Arlington on behalf of said city on _____ day of _____.

Mayor City Administrator

STATE OF MINNESOTA, COUNTY OF SIBLEY

Signed and Sworn to before me on the _____ day of _____, a notary public within and for said County, personally appeared _____, Mayor, and _____ City Administrator, who being by me duly sworn, signed said instrument on behalf of said City of Arlington.

Signature of person taking acknowledgement

Original
Blk 109, lot 8

Grave Mark 5/4/18

Denise

Geo. Bandelin
interested in Feldman
Margabelle Beltz
Sandy Bargmann

Gilbert youngest son of
John Berthig
Sawyer

Nov. 16 1939

- 1931
- Isaac
- Arabel
- Lucy L
6-13-18
3-15-11
- Alfred J. Z.
- Esie A. Zimm
- Wilhelm Zimm
5-12-18
4-7-193

Leon H. Seemann 12-25-1889 11-10-1979	Daniel R. Seemann 1934	Anna J. Boettcher 1886 1968	Walter Bening 11-1-1877 11-19-1955	Alma L. Seward 4-29-1888 1-14-1977	Ella T 5-28-1909 Ralph A 7-8-2000
Marie Seemann 4-6-1894 12-19-1968	Rose M. Bushey 11-23-1856 1-25-1939	Herman C. Boettcher -1883 -1942	Clara Bening 1-19-1882 6-5-1946	Minnie Soeffker 1862 1914	John Soeffker 1884 1962
Howard Thiel Rosemarie Thiel	Milo E. Bushey 7-4-1855 8-28-1926	Johanna Bening 10-15-1848 3-21-1934	Henry Soeffker 1860 1936	Bertha Soeffker 1880 1939	
Barbara Thiel	Zemora Seemann	Kord Bening 3-30-1841 11-5-1914	Hillyer T. Seward 10-8-1886 12-27-1973	Eldana 9-9-1935 G. Albert 12-17-1929	
Frank Groshong 12- -1873 5-4-1927	Bertha Bandelin 8-20-1848 4-30-1923	Martha Plahn 1872 1969	Louise Asal 10-9-1895 3-23-1923	Margaretha Asal 1-31-1868 6-6-1911	Lizzie A. Asal 1895 3-21-1990
Louise Groshong 1-20-1835 5-28-1913	Peter Bandelin 12-17-1841 1-4-1916	Anna M. Bandelin 1884 1958	Phillip Asal 7-2-1868 4-12-1949	August E. Asal 1892 12-3-1989	
Charles A. Groshong 8-4-1820 8-12-1906	Rose 8-29-1890 11-25-1906	Frank L. Bandelin 1876 1948			

				Lisa Vos 4-25-1968	
				William Godwin 7-8-1950	Marion 2-19-1931
				Henry A. Bandelin -1886	
				Clove H. Bandelin 1895 1960	Mabel L. Bernstein 1900 1970
				James W. Bandelin 1920 1937	Enos M. Bernstein 9-1-1895 6-4-1968
				Mueller MD 1879 1907	Edmund Spannaus 1909 1912
				Ernst (mike) Spannaus 9-6-2005	Friederich Spannaus 1867 1942
				Ruth E. Spannaus (Sander) 5-8-1915 10-22-1996	Albert C. Spannaus Dr. 1894 6-8-1987
				Mertha L. Mueller 1907 2007	Hilma L. Spannaus 1899 3-8-1991

Full pigt of 6

Frank Groshong
Louise Groshong
Charles A. Groshong

Tree Top

LOT 157

LOT 151

LOT 158

LOT 153

LOT 116

LOT 191

LOT 186

Block 10

Block 11

Block 12

1 Vonnice C. Geib 1928 9-29-2000	9 Bradley Scott Meech 12-23-1962 1-26-2011	1 Kathleen Moskop 6-16-1933 4-10-2003	9 Lora J. Pinske 5-4-1969 6-4-1998	1 Bruce L. Thoele 1952 10-30-1997	9 Emilee Heberison
2 Erwin J. Geib Jr. 1929 4-21-2002	18 Bryan Meech 1-3-65 Richard Meech 7-24-36 7-29-18	2 Gene Moskop 7-21-1934 12-20-2012	10 Bruce Pinske 1946 Bernet Pinske 1948	2 Janet Thoele 1954	10 Jeff Ryan
3 Janet Geib	11	3 Evangeline Carrie Bode 9-17-1929 8-12-2010	11 Elaine Emily Brockhoff 5-20-1929	3 Gitte Bergersen 7-21-1971 4-29-2004	11 Jason Michael Ryan 10-13-1973 11-30-2009
4 Steven Geib	12	7 Harold Edward Bode 10-17-1924 4-21-2006	12 Gilbert Herman Brockhoff 6-17-1926	4 Eric Bergersen	12
5	13 Greg Nagel	5	13 Vivian Faye Duenow 6-25-1932	5 Anette Bergersen 3-27-1971	13
6	14 Nagel Richard Rosanne	6	14 Lawrence Otto Duenow 6-3-1936	6	14
7	15 Darwin D. Schultz July 23, 1975 Oct. 5, 2018	7	15	7	15
8	16 Jodene Heffner sept. 14, 1964	8	16	8	16

TREE

TREE

City Employee

From: Andy Cashman <andy@cemsites.com>
Sent: Tuesday, April 21, 2020 5:35 PM
To: City Employee
Subject: CemSites Estimate Breakdown

Hey Jane,

Sorry for the delayed email. Below are some rough breakdowns of the ballpark I gave you yesterday:

Secure CRM - \$2,000.00 (One-Time Cost)
Secure CRM License - \$1,200.00 (Recurring Annuals)
Mapping - Lot Level - \$1,500.00 (One-Time Cost)
Visual Lot Viewer - \$500.00 (One-Time Cost)
Mausoleum Viewer (for columbarium) - \$500.00 (One-time Cost)
CemCare - Partner Support - Free

If you have any other questions, please feel free to reach out!

--

Regards,

ANDY CASHMAN

Sales Counselor - CemSites

Office: [724-906-4442](tel:724-906-4442)

Website: www.cemsites.com

Email: andy@cemsites.com

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SECURE CRM

Cemetery Record Management Software

Secure CRM is all you need to start managing your cemetery with CemSites, but be sure to check out our add-ons for even more features.

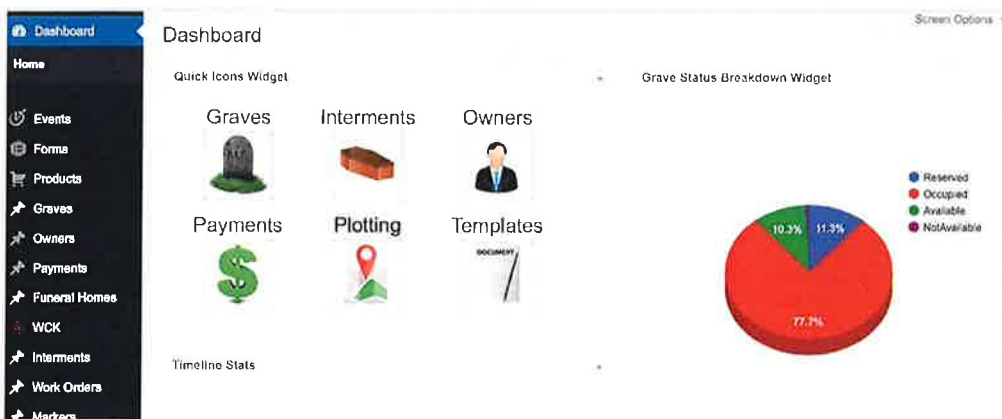
Secure CRM is our powerful, completely customizable web-based cemetery record management software that is built on FlexCore Framework. It is user-friendly and intuitive while maintaining robust computing, searching and plotting options to most effectively manage data.

HOW IT PAYS OFF

Secure CRM was given its name for a reason: All data stored in Secure CRM on FlexCore Framework is protected by the same security standards used by world governments and financial institutions. Because Secure CRM is web-based and always up-to-date, having outdated software will no longer be a concern. As opposed to the months or years of setup for most software on the market today, CemSites software can be up and running within weeks with the promise and commitment of our staff.

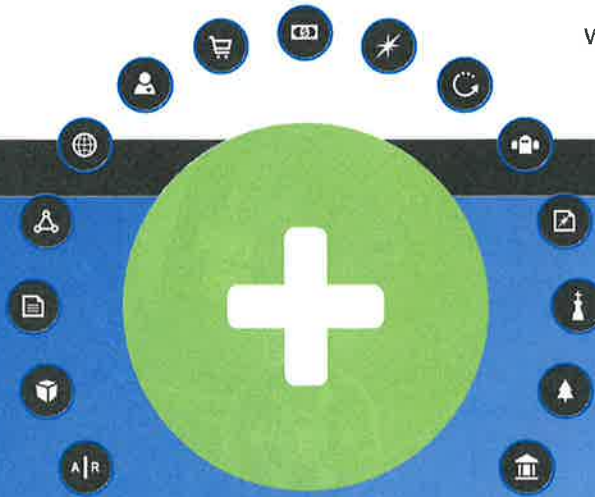
FEATURES

- User-based dashboard with critical support metric oversight
- Grave and owner management
- Work order management
- Funeral home management
- Document management
- Field highlighting
- Data migration
- Disaster prevention
- Permission-based roles
- Offline and private network installs
- Quick implementation



“I would highly recommend CemSites; they’ve been able to increase our revenues and have made my job much easier.”

– CINDY FISHER
Office Manager,
Round Hill Cemetery



ADD-ONS

Modules to complement Secure CRM

Add-ons provide you with the ability to pick the tools you want, so you are only paying for what you'll use.

Stay organized and informed



AR FINANCE MODULE

The AR Finance Module provides an efficient and reliable way to streamline your cemetery's entire receivables process and export data to other software. With extensive financial information at your fingertips, your cemetery can make more accurate business decisions.



INVENTORY MANAGER

Keep track of monuments, benches, and other sellable items right in Secure CRM -- no double data entry necessary! This add-on works seamlessly with our other add-ons to provide an integrated and automated sales system built to fit cemeteries' operations.



DOC AUTOMATION MODULE

The Doc Automation Module saves time by automating the document workflow. Eliminate the need for handwriting and never deal with double entry by printing autopopulated templates for deed transfers, interments and obituaries.



MULTI-LOCATION MODULE

This tool provides an oversight view of all cemeteries at once for administrators that handle multiple locations. With the data gleaned from the Multi-Location Module, decision makers can make well-informed choices, and cemetery staff can be coached appropriately so that all cemetery locations can work together in the most efficient way possible.



CUSTOM SOLUTIONS

Don't see the module you need? Ask and we will build it for you. Thanks to our advanced FlexCore Framework, we can create custom management software solutions to fit all cemetery-related organizations, such as combination cemeteries with funeral homes or pet cemeteries.

Reach out and build profit



WEBSITE INTEGRATION

Showcase your cemetery online with autopopulated data from Secure CRM. Sell products and services, publish records, announce arrangements and more. Our team can create a website from scratch or integrate with an existing site.



KEEPSAFE FAMILY LEGACIES

The KeepSafe Family Legacies add-on provides online pages that clients can purchase to add and display biographical information about both living and deceased loved ones. The legacy pages act like an online safety deposit box for future generations, full of information from clients who create their own autobiography or add to their loved ones' legacies.



REVENUE PLUS

Drive new revenue streams by selling any product or service directly from your website, even if sales are sub-contracted through local or national vendors. The module also includes a drip marketing tool, allowing you to engage the community and expand opportunities.



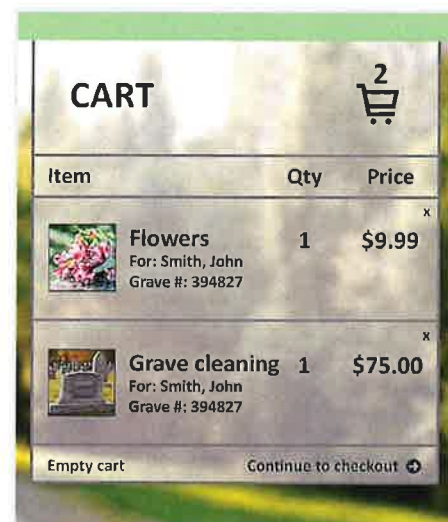
SALES MODULE

The Sales Module is a tool that keeps track of customers and aids in the development and organization of prospects, leads and sales and gives you the power to grow your pipeline. Spend more time selling instead of fretting over sales processes.

KeepSafe Family Legacies



Revenue Plus



Visualize your cemetery



GRAVE MAPPING

The Grave Mapping add-on allows cemeteries to plot and display the location of graves within an intuitive interface. With Walk-to-Site mobile navigation, visitors and staff members can quickly find graves without assistance.



CEMVISION360

Interactive, 360-degree mapping of cemeteries allows grounds to be explored without the long walk or having to brave inclement weather. Staff can use CemVision360 to give tours to customers without leaving the office, and the public can use this tool to virtually visit graves from the comfort of their homes.



VISUAL LOT VIEWER

The Visual Lot Viewer digitally represents entire cemeteries' layouts, providing a way to visually connect burial, grave, owner and marker information with physical location. Find available graves right from the lot and edit record information on the fly.



MAP PRINTING MODULE

Search and print cemetery maps by section or lot to use as a reference tool for both visitors and grounds crew. Never deal with highlighting outdated maps again!



MARKER MANAGER

Save time by viewing the markers that exist in a lot in a simple, organized view. Marker Manager's ability to keep track of marker information makes it a great auditing tool. Plus, create great upselling opportunities by running reports on graves without markers.



OBSTRUCTION MANAGER

Create layered maps to mark the locations of trees, benches, buildings and other obstructions in relation to graves. This add-on can assist in making better groundskeeping decisions and aid staff by helping them pinpoint areas in need of maintenance.



MAUSOLEUM MAPPING

The Mausoleum Mapping add-on visually connects niches and owner record information within Secure CRM to its physical location. Use the face view and section photograph features to "walk through" niche location options with potential customers without leaving the office.



"I've been coming to the cemetery since the passing of my father in 1976. The Walk-to-Site technology allows me to use my smartphone to track my steps right to the gravesite."

– RICK MAZE
Cemetery customer

Grave Mapping
Walk-to-Site

Why CemSites/ Impact Bullets – Overview

- **Why CemSites:**
 - As the industry leader in cemetery cloud software, CemSites offers our clients the freedom to control their cemetery like never before. Our mission is to bring the time and money-saving benefits of modern technology to every cemetery organization within a reasonable budget. Our philosophy embraces the values of heritage and perpetual care — the same values that every community should expect from their local cemetery. Our company structure, housed under one roof, allows us to be flexible enough to quickly implement new technology without being hindered by red tape. With our innovative Secure CRM powered by our FlexCore framework and software add-ons, cemetery staff can visualize and organize records with our revolutionary CemSites solution.
 - CemSites strives to be solution-focused. We partner with cemeteries throughout the entire software planning and implementation process to address specific needs. All aspects of our organization, including staff and support team, are proudly located in the USA. Our dedicated developers provide the most efficient and reliable technical support possible during production and beyond. Our priority is to increase efficiency and improve your workflow as we cleanse and migrate your data into our industry leading software solution. With CemSites, cemeteries receive our revolutionary software backed by a dedicated team of experienced industry professionals who are willing to prioritize all aspects of our prospective partnership.

- **FlexCore: What is FlexCore?**
 - Traditionally there have been two options when considering software.
 - Custom third-party solution (Independent development)
 - Unstable
 - Hard to Update
 - Independent of advances
 - Big box solution
 - Not customizable
 - Device dependent
 - Unnecessary tools
 - CemSites and our FLEXCORE Framework BRIDGES THAT GAP
 - What this means for you is: You will now have industry-leading software custom-fitted to YOUR specific cemetery needs, always up-to-date at your disposal.



- **ROI:**

- Time Management – single point of data entry that will eliminate redundant day to day manual tasks and automate your organizational workflow.
- Increased Revenue – Streamlined consultations and better communication between staff and prospective clients. Affords your team the opportunity to spend quality time with prospects in their time of need. This will impact every interaction and allow your team to maximize every contract opportunity.
- Marketing – Our CRM auto populates internal data making it visible on your current website solution. This will help facilitate a dynamic relationship between your organization and the surrounding community. CemSites will partner with your organization to capitalize on new marketing opportunities as we enhance your brand as a destination location.

- **Security:**

- All data in Secure CRM on FlexCore Framework is stored on servers that are protected by armed guards 24/7/365. CemSites software is both PCI and HIPAA compliant and is protected by the same security standards used by world governments and financial institutions. Data is stored in multiple locations, backed up daily and retrievable for up to 30 days; it is even downloadable if you would like to retain it yourself.
- We provide 100% transparency with our security and implement security solutions in anticipation of and to avoid the typical security breaches. Our software is licensed and insured for your protection, as well. These security features within our cemetery cloud software help to minimize security threats to your cemetery and its data.
- Our system captures and timestamps ALL changes made within the system and retains what the original data was and what it was changed to as well as who made the change and when they made it. Our user-based system allows for rights for who can change what data within the system. Deleted records are never truly removed from the system without written consent.

- **Migration/ Transition:**

- Comprised of a team of data migration specialists that work diligently to cleanse and import your existing data base.
- The purification of your existing database is our number one priority when onboarding new clients. We will deliver your data visually like never seen before, audited with outstanding issues addressed and resolved.
- **Public Facing/ Community Impact:**
 - Cemetery records and mapping solutions visible to the public on your website powered by the CemSites solution.
 - Dynamic KeepSafe pages provide a landing place for loved ones to communicate and memorialize their loved ones'.
 - Map searching linked to property inventory and records that provide visitors with the ability to access driving direction to the cemetery as well as mobile directions to their loved one.
 - Integrated burial calendar and interment schedules auto populate for public view.
- **ProActive Support/ Training:**
 - We offer Proactive Support packages with our software, which provides guaranteed response times, access to the client's Account Manager cell phone, and additional hours of new technical development and/or support.
 - ProActive Support Packages:
 - Bronze level service includes:
 - Access to our 800 number with guaranteed next day response time, 5 days a week. Access to the cell phone of your Account manager.
 - Up to 1 hour per month of new technical development & support.
 - Silver level service includes:
 - Access to our 800 number with guaranteed 8-hour response time, 5 days a week. Access to the cell phone of your Account manager.
 - Up to 3 hours per month of new tech development & support.
 - Gold level service includes:
 - Access to our 800 number with guaranteed 4-hour response time, 7 days a week, 365 days a year. Access to the cell phone of your Account manager.
 - Up to 6 hours per month of new tech development & support.
 - Enterprise level service includes:
 - Access to our 800 number with guaranteed 4-hour response time, 7 days a week, 365 days a year. Access to the cell phone of your Account manager.
 - Up to 12 hours per month of new tech development & support.
 - CemSites offers both onsite and/or supplemental module specific webinar training/onboarding classes for our clients should they desire them. These trainings are designed to cover all the elements of each module to maximize daily efficiency inside the system. Supplemental

webinars on the CemSites software solution are customized to each cemetery and are typically conducted with groups or individuals from one organization at a time. This individualized training approach allows us to customize each training session to the unique needs and situations of every client organization. Lastly, this approach allows us to offer training on only the systems purchased, on customized software and data as they apply or on combinations of these factors.

- Training costs, time frames and available dates all vary. Contributing factors to each of these elements include the software system being trained on, the amount of custom software or data conversions involved in the system and the location of the training. Please contact your CemSites Territory Account Manager for pricing and availability when considering supplemental training options for your organization.

- **Succession:**

- We provide all our clients with our Succession plan—our formal plan to outline what happens in the event of a major company change and how our partnership with you and your cemetery will move forward—to provide you with peace of mind. Our company bylaws ensure protection of your rights to your data and software beyond the life of our leadership. You can sleep peacefully knowing you will always have what you need to carry on with or without CemSites.

Financial Options:

- We understand that budgets play a key factor in all business decision-making and we offer a wide range of billing options to help our clients.
- Some of our billing options include:
 - 50/50 – Providing use with a 50% deposit for our software & work and providing the remaining 50% upon delivery of the software
 - Finance – We offer clients financing options, including monthly payment plans
 - Kickstart Program – Our Kickstart Program allows you to get initial software packages and then add additional components at a later time, spreading the costs
 - Implementation Stages – We work with you to set software implementation stage goals and payments at each stage to lessen the outright initial cost
 - Bundled Annuals – We combine like products together to help lower the overall cost
 - Gap-Funding Program – This allows us to begin work on your software through loans and investments from venture capital or angel investors

City Employee

From: Andy Cashman <andy@cemsites.com>
Sent: Friday, April 24, 2020 5:43 PM
To: City Employee
Subject: CemSites Module Breakdown and PDFs
Attachments: Grave Mapping.pdf; Secure CRM.pdf; Visual Lot Viewer.pdf; Document Automation.pdf

Jane,

I have included info for the different modules as well as the PDFs.

- Secure CRM - Completely customizable cloud cemetery records management software powered by our FlexCore framework. It is user-friendly and intuitive while maintaining robust computing and advanced searching options effectively automate your workflow process.
- Mapping - Lot Level - Allows cemeteries to plot, display and review burial inventory at the lot level.
- Visual Lot Viewer - Visually connect burial, grave, owner and marker information with its physical location. Most consistent lot configuration setup globally.
- Mausoleum Viewer - Visually see your mausoleums availability for quick reference of what is reserved, occupied or available.
- Document Automation - Print and archive auto-populated document templates. CemSites will implement using our standard templated forms,

--
Regards,

ANDY CASHMAN

Sales Counselor - CemSites

Office: [724-906-4442](tel:724-906-4442)

Website: www.cemsites.com

Email: andy@cemsites.com

Address: 3358 Pittsburgh Road, Perryopolis, PA 15473

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GRAVE MAPPING

Navigation solutions

Grave Mapping allows cemeteries to plot and display the location of graves. With Walk-to-Site navigation and CemVision360 ground-level mapping, staff and visitors can pinpoint graves and explore the grounds with ease.

FEATURES

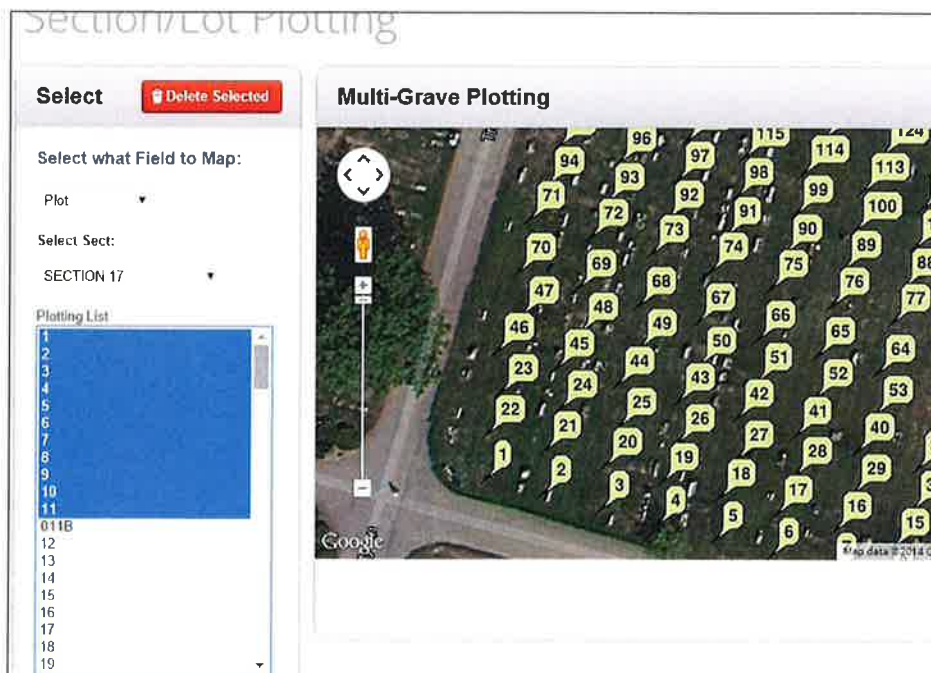
- **Multi-plot cemetery mapping**
- **Record and website synchronization:** Instantly tie the map with deceased records and website search features.
- **CemVision360:** Explore the cemetery at ground-level with interactive, 360-degree mapping.
- **Walk-to-Site mobile navigation:** Use a tablet or smartphone to walk straight to a specific grave. No app needed.
- **Built-in auditing features**
- **Multi-location capability**
- **Instant search results with color-coded locations**

HOW IT PAYS OFF

Never deal with highlighting outdated maps again; our mapping is always current. Grave Mapping enhances every facet of cemetery operations and engages the community.

“I’ve been coming to the cemetery since the passing of my father in 1976. The Walk-to-Site technology allows me to use my smartphone to track my steps right to the gravesite.”

– RICK MAZE
Customer





VISUAL LOT VIEWER

Digital cemetery representation

The Visual Lot Viewer add-on digitally represents entire cemeteries' layouts, providing a way to visually connect burial, grave, owner and marker information with its physical location.

FEATURES

- Side-by-side satellite and lot view
- Interconnected data: Related data is a click away.
- Color-coding ability: Instantly find available, reserved and unusable graves.
- Autocreation of missing records: Audit information in a visual format.
- Multiple burial per grave capability
- Cremation visibility
- Mausoleum view
- Mapping not required

HOW IT PAYS OFF

No more fumbling through fragile paper records to find what you are looking for. With Visual Lot Viewer, cemeteries can find available graves right from the lot and edit record information on the fly.

“Our new system with CemSites has changed the way we manage our cemetery. Our records have never been more accurate and the Lot Viewer actually helped us clean up our data, because we could see it as never before. It’s literally like looking out over my cemetery, but with all the information right there at my fingertips.”

– TOM HEWITT
Superintendent, Belle Vernon Cemetery

AVAILABLE	OCCUPIED	RESERVED	NOT AVAILABLE	
Grave 1:	Grave 2:	Grave 3:	Grave 4:	Grave 5:
<p>CHRISTINA HOLOD MARY T. HAROLD Born 1883 Status Not Available Grave Type Standard Location SECTION 08 - 94 - 1</p>	<p>MICHAEL WIGGINS MARY E. HARRIS Born 1891-02-10 Died 1958-08-11 Status Occupied Grave Type Standard Location SECTION 08 - 94 - 2</p>	<p>ARCHIE (NARVIS) E. MCGINITY GEORGE E. MAHRA Born 1907 Died 1969-11-03 Status Occupied Grave Type Standard Location SECTION 08 - 94 - 3</p>	<p>ANNA BUCCHIANERI MR & MRS. GLENN S. BECHINGER Born 1880-07-02 Died 1878-02-12 Status Occupied Grave Type Standard Location SECTION 08 - 94 - 4</p>	<p>THEODORE J. DOOLEY MR & MRS. GLENN S. BECHINGER Born 1920-08-13 Died 1888-08-03 Status Occupied Grave Type Cremation Location SECTION 08 - 94 - 5</p>
Grave 6:	Grave 7:	Grave 8:	Grave 9:	Grave 10:
<p>JOHN (ARMY) KRATKY MARY (ARMY) KONDRATIK Born 1905-03-22 Died 1972-03-30 Status Occupied Grave Type Standard Location SECTION 08 - 94 - 6</p>	<p>DELA DUDA MR & MRS. GLENN S. BECHINGER Born 1893-08-29 Died 1893-08-14 Status Occupied Grave Type Standard Location SECTION 08 - 94 - 7</p>	<p>MARCELIN GORCON MR & MRS. GLENN S. BECHINGER Born 1921-12-01 Died 1998-01-13 Status Occupied Grave Type Cremation Location SECTION 08 - 94 - 8</p>	<p>Sean Taylor Johnson MR & MRS. GLENN S. BECHINGER Born 1894-02-01 Died 1983-06-01 Status Occupied Grave Type Cremation Location SECTION 08 - 94 - 9</p>	<p>FOR SALE Status Available Grave Type Standard Location SECTION 08 - 94 - 10</p>



SECURE CRM

Easy, intuitive cemetery management

Revolutionary core software

Secure CRM is our powerful, completely customizable web-based cemetery customer relationship management software that is built on FlexCore Framework. It is user-friendly and intuitive while maintaining robust computing and advanced searching options effectively automate your workflow processes. Features include:

- User-based dashboard with statistics and graphs
- Grave and owner management
- Work order management
- Funeral home management
- Document management
- Field highlighting & color coding
- Data migration tools
- Offline and private network installs
- Disaster prevention
- Permission-based roles
- PCI and HIPAA compliance
- Daily data back-up
- Local back-up

Why us?

The CemSites team is comprised of fresh, forward-thinking people with the mission to bring the time and money-saving benefits of modern technology to every cemetery organization. Our philosophy embraces the values of heritage and perpetual care – the same values that every community should expect from their local cemetery.

“The feedback from our congregation was extraordinary!”

– STEVEN HIDARY
 Manager, United Hebrew Cemetery



DOCUMENT MANAGEMENT

Upload secure documents and associate them to records.



SECURITY

Secure CRM uses the same security standards exercised by world governments and financial institutions.



ACCOUNTABILITY

Be aware of who edits information with Secure CRM's user-based system with time-stamped activity tracking.

Our software...

- ✓ is tailored to fit your needs, yet stays up-to-date with the latest discoveries.
- ✓ can be accessed from any device at any location.
- ✓ comes with personal training and support.

SEE HOW IT WORKS!

Schedule a demo today by calling 724-906-4442



DOC AUTOMATION MODULE

Autopopulated templates

The Doc Automation Module works with Secure CRM to print autopopulated templates for deed transfers, interments and obituaries.

FEATURES

- **Document customization:** Edit documents using Microsoft Word or HTML/CSS.
- **Automation:** Extend this module to automate your contract and sales process.
- **Compatibility:** Works with all computers and printers

HOW IT PAYS OFF

The Doc Automation Module saves time by automating the document workflow. Eliminate the need for handwriting and never deal with double entry.

General Deceased Information

Pre	First Name	Last Name
<input type="text"/>	John	Smith
Middle Name	Maiden	Post
<input type="text"/>	<input type="text"/>	<input type="text"/>
DOB ⓘ	DOD ⓘ	
1951-08-22	2015-02-01	
BurialDate ⓘ	Dead ID	Deed Number
2015-02-02	284507	<input type="text"/>

Deed

Print Templates

- Deed
- Office Sales Document
- Interment Authorization
- Office Order
- Duplicate Deed
- Print Grave Record

Search:

Date

Previous 1 Next

CITY OF ABC MEMORIAL CEMETERY

THIS IS TO CERTIFY THAT **JANE SMITH**
HAS PAID **\$1,000**
FOR GRAVE **2928 PLOT 1 SECTION 15**
FOR THE BURIAL OF THE BODY OF **JOHN SMITH.**

IN WITNESS WHEREOF THE CLERK OF THE CITY OF ABC HAS HEREUNTO
SUBSCRIBED HER NAME ON **FEBRUARY 2, 2015.**

ANNE DOE

CLERK

CemSites

Cloud Software for Cemeteries

Proposal



Why choose us?

Inspired by you. Built for you.

We've been working side-by-side with cemeteries just like yours for many years. We understand the challenges and responsibilities you face daily. We know you want to provide easier access for your community, improve efficiency, save money and "wow" your board members. Our goal is to introduce modern technology to every cemetery and have all prosper and thrive from its time and money-saving benefits.

We developed the most functional, adaptable, and powerful cemetery software in the industry.

Every cemetery is unique. We learned that one solution doesn't fit all, so we went in a different direction. Together with our cemetery partners we developed cloud software that is flexible, scalable, super-secure, and tailor-fit to meet your specific needs.

Apples-to-apples, no one has our apples.

With our innovative Secure CRM and suite of powerful add-ons, we believe we have it all. We offer data visualization, GPS Walk-to-Site, task automation, one-click reporting, promotional tools and so much more. Our company's experience and structure allow rapid deployment and implementation of our software unlike any other company.

About those apples....



CUSTOMIZABLE PRODUCTS

Flexcore Framework CRM is the primary platform for all CemSites products. It is a highly developed and highly adaptable application that allows for rapid deployment and implementation for any size cemetery. Modular components can be added-on to easily expand its power, features, and functionality. Add on what you want, drop what you don't need.



SECURITY

All data in Secure CRM on FlexCore Framework is stored on servers that are protected by armed guards 24/7/365. CemSites software is both PCI and HIPAA compliant and is protected by the same security standards used by world governments and financial institutions. Data is stored in multiple locations, backed up daily, and retrievable for up to 30 days. It is also downloadable if you would like to retain it yourself.



CLOUD SOFTWARE

CemSites cloud software is not device-dependent; it can be accessed from any computer, tablet, or phone from anyplace at any time. Your cemetery data is stored at multiple data centers and backed-up throughout the day. Never fear losing data again. Our cloud software also updates automatically, so you'll never be stuck with outdated software again!



CEMCARESM PARTNER SUPPORT

Unparalleled commitment, support, and access for our CemSites partners. Dedicated client advocate assigned to support your cemetery. Emergency hotline 365 days-a-year. Proactive outreach that includes preemptive check-ups, quarterly evaluations, maintenance, software training and adoption.



100% MADE IN THE USA

We take pride that all aspects of CemSites' software—including coding—are crafted and perfected in the USA. Our software engineers, support staff and marketing team are all in-house. CemSites firmly believes in supporting not only our local economy, but also the American economy by not outsourcing and keeping jobs in the United States.



SECURE CRM

Cemetery Record Management Software

Secure CRM is all you need to start managing your cemetery with CemSites, but be sure to check out our add-ons for even more features.

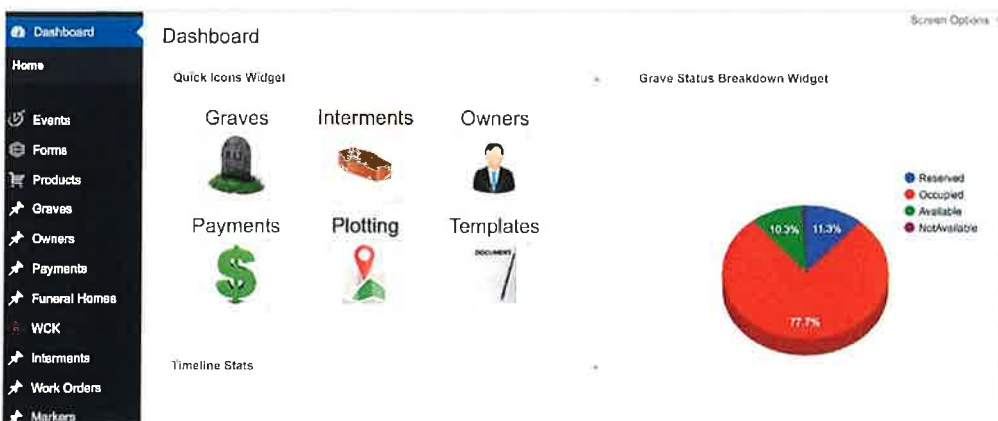
Secure CRM is our powerful, completely customizable web-based cemetery record management software that is built on FlexCore Framework. It is user-friendly and intuitive while maintaining robust computing, searching and plotting options to most effectively manage data.

HOW IT PAYS OFF

Secure CRM was given its name for a reason: All data stored in Secure CRM on FlexCore Framework is protected by the same security standards used by world governments and financial institutions. Because Secure CRM is web-based and always up-to-date, having outdated software will no longer be a concern. As opposed to the months or years of setup for most software on the market today, CemSites software can be up and running within weeks with the promise and commitment of our staff.

FEATURES

- User-based dashboard with critical support metrics and calendar
- Grave and owner management
- Work order management
- Funeral home management
- Document management
- Field highlighting
- Data migration
- Disaster prevention
- Permission-based roles
- Offline and private network installs
- Quick implementation



“I would highly recommend CemSites; they’ve been able to increase our revenues and have made my job much easier.”

– CINDY FISHER
Office Manager,
Round Hill Cemetery



ADD-ONS
Modules to complement Secure CRM

Add-ons provide you with the ability to pick the tools you want, so you are only paying for what you'll use.

Stay organized and informed



AR FINANCE MODULE

The AR Finance Module provides an efficient and reliable way to streamline your cemetery's entire receivables process and export data to other software. With extensive financial information at your fingertips, your cemetery can make more accurate business decisions.



INVENTORY MANAGER

Keep track of monuments, benches, and other sellable items right in Secure CRM – no double data entry necessary! This add-on works seamlessly with our other add-ons to provide an integrated and automated sales system built to fit cemeteries' operations.



DOC AUTOMATION MODULE

The Doc Automation Module saves time by automating the document workflow. Eliminate the need for handwriting and never deal with double entry by printing autopopulated templates for deed transfers, interments and obituaries.



MULTI-LOCATION MODULE

This tool provides an oversight view of all cemeteries at once for administrators that handle multiple locations. With the data gleaned from the Multi-Location Module, decision makers can make well-informed choices, and cemetery staff can be coached appropriately so that all cemetery locations can work together in the most efficient way possible.



CUSTOM SOLUTIONS

Don't see the module you need? Ask and we will build it for you. Thanks to our advanced FlexCore Framework, we can create custom management software solutions to fit all cemetery-related organizations, such as combination cemeteries with funeral homes or pet cemeteries.

Reach out and build profit



WEBSITE INTEGRATION

Showcase your cemetery online with autopopulated data from Secure CRM. Sell products and services, publish records, announce arrangements and more. Our team can create a website from scratch or integrate with an existing site.



KEEPSAFE FAMILY LEGACIES

The KeepSafe Family Legacies add-on provides online pages that clients can purchase to add and display biographical information about both living and deceased loved ones. The legacy pages act like an online safety deposit box for future generations, full of information from clients who create their own autobiography or add to their loved ones' legacies.



REVENUE PLUS

Drive new revenue streams by selling any product or service directly from your website, even if sales are sub-contracted through local or national vendors. The module also includes a drip marketing tool, allowing you to engage the community and expand opportunities.



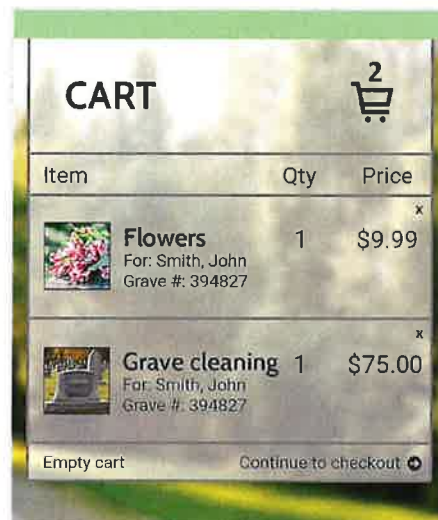
SALES MODULE

The Sales Module is a tool that keeps track of customers and aids in the development and organization of prospects, leads and sales and gives you the power to grow your pipeline. Spend more time selling instead of fretting over sales processes.

KeepSafe Family Legacies



Revenue Plus



Visualize your cemetery



GRAVE MAPPING

The Grave Mapping add-on allows cemeteries to plot and display the location of graves within an intuitive interface. With Walk-to-Site mobile navigation, visitors and staff members can quickly find graves without assistance.



CEMVISION360

Interactive, 360-degree mapping of cemeteries allows grounds to be explored without the long walk or having to brave inclement weather. Staff can use CemVision360 to give tours to customers without leaving the office, and the public can use this tool to virtually visit graves from the comfort of their homes.



VISUAL LOT VIEWER

The Visual Lot Viewer digitally represents entire cemeteries' layouts, providing a way to visually connect burial, grave, owner and marker information with physical location. Find available graves right from the lot and edit record information on the fly.



MAP PRINTING MODULE

Search and print cemetery maps by section or lot to use as a reference tool for both visitors and grounds crew. Never deal with highlighting outdated maps again!



MARKER MANAGER

Save time by viewing the markers that exist in a lot in a simple, organized view. Marker Manager's ability to keep track of marker information makes it a great auditing tool. Plus, create great upselling opportunities by running reports on graves without markers.



OBSTRUCTION MANAGER

Create layered maps to mark the locations of trees, benches, buildings and other obstructions in relation to graves. This add-on can assist in making better groundskeeping decisions and aid staff by helping them pinpoint areas in need of maintenance.



MAUSOLEUM MAPPING

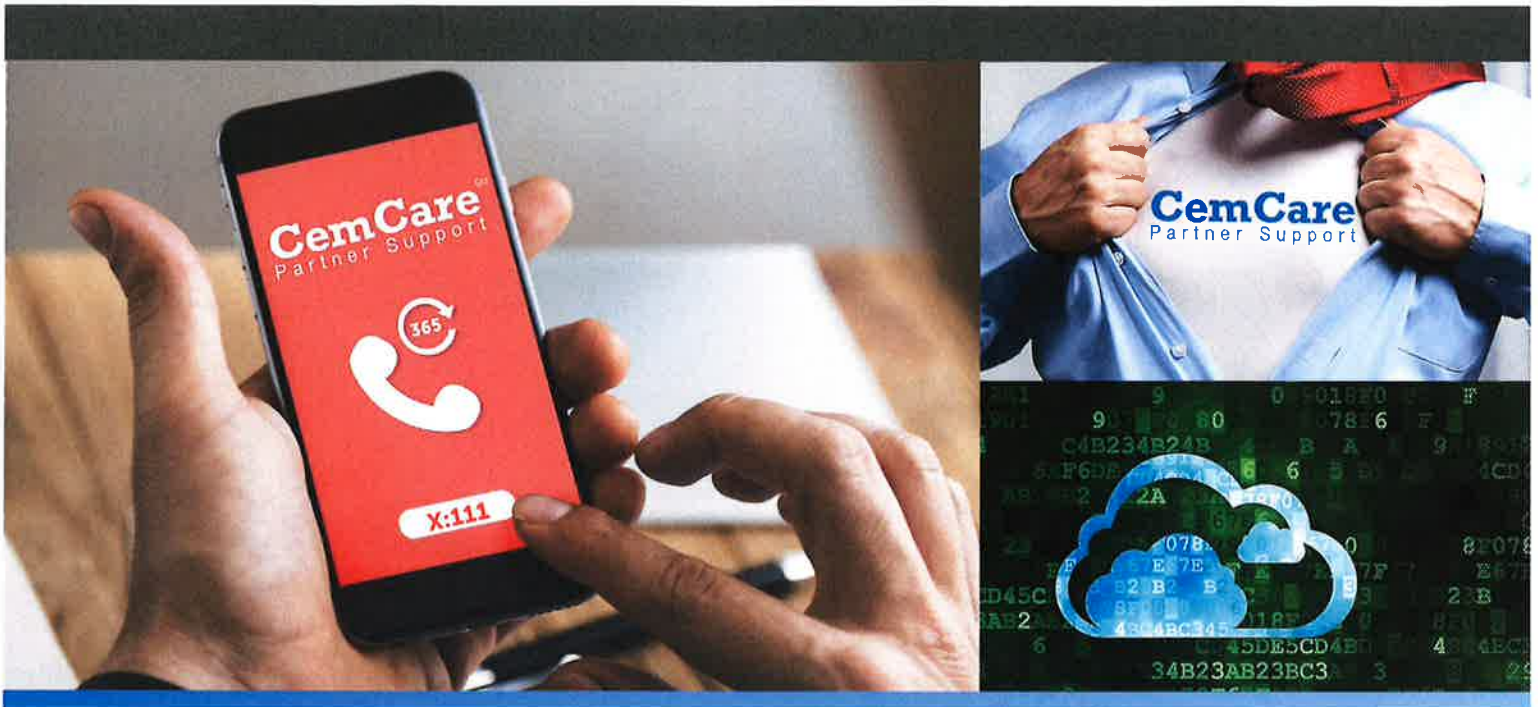
The Mausoleum Mapping add-on visually connects crypts and owner record information within Secure CRM to its physical location. Use the face view and section photograph features to "walk through" crypt location options with potential customers without leaving the office.



Grave Mapping
Walk-to-Site

"I've been coming to the cemetery since the passing of my father in 1976. The Walk-to-Site technology allows me to use my smartphone to track my steps right to the gravesite."

– RICK MAZE
Cemetery customer



CemCareSM Partner Support

Unparalleled Commitment, Support, and Access for Our CemSites Partners

CemCare was developed through careful self-evaluation, partner feedback and extensive real-world testing. We believe our support program is unprecedented, and the best in the industry. Providing the world-class support, you deserve.

THE HALLMARKS OF OUR PARTNER SUPPORT PROGRAM

CemCare provides a dedicated client advocate, emergency hotline, proactive outreach, and tech resource bundles. These elements represent a seismic-shift in client support and are the result of years of work in the field with our cemetery partners.

DEDICATED CLIENT ADVOCATE

- Assigned to your cemetery
- Addresses issues in real-time
- Assistance with full adoption

EMERGENCY HOTLINE

- LIVE response
- 365 days-a-year
- You call, we answer

PROACTIVE OUTREACH

- Preemptive check-ups
- Software training and adoption
- Quarterly evaluations and maintenance

TECH RESOURCE BUNDLES

- Partner discounted development
 - Custom programming
 - Design changes
 - Staff onboarding

The Cemsite staff are personable, caring, and love what they do. Those are traits that create success.”

—Heather Leigh, Owner, Greenhaven Memorial Gardens & Life Tribute Center



Quote

4/27/20

CEMSITES
3358 Pittsburgh Road
Perryopolis, Pennsylvania 15473
(877) 783-9626

QUOTE #
015849
BILLED TO JANE RAMACHER
City of Arlington
401 Creekview Ln.
Arlington, MN 55307

PRODUCT	QUANTITY	PRICE	TOTAL
Secure CRM <i>Completely customizable cloud cemetery records management software powered by our FlexCore framework. It is user-friendly and intuitive while maintaining robust computing and advanced searching options effectively automate your workflow process.</i>	1	\$2,000.00	\$2,000.00
Secure CRM License <i>Annual License. Includes access for 1 user profile billed at \$100.00 per month.</i>	1	\$1,200.00	\$1,200.00
Mapping - Lot Level <i>Allows cemeteries to plot, display and review burial inventory at the lot level. Up to 7 hours allocated, additional time spent billed at \$150.00 per hour.</i>	1	\$1,500.00	\$1,500.00
CemCare - Partner Support <i>Dedicated client advocate assigned to support your cemetery. Emergency hotline 365 days-a-year. Proactive outreach that includes preemptive check-ups, quarterly evaluations, maintenance, software training, and adoption.</i>	1	\$0.00	\$0.00
TOTAL			\$4,700.00

This estimate is valid for 30 days and is based on the data and information we have gathered to date. Actual data quality and map detail will affect price. If during development, the job exceeds the original estimated development/design hours allocated, an estimate for additional work billable at \$150.00 per hour will be provided to the client for approval prior to continuing the client build. Upon completion and software beta release, an itemized final invoice will be provided to the client for payment processing. Does not include any transaction and/or bank fees or any

applicable local/state/federal taxes. This is only an estimate. Please request invoice to pay from.

**Quote**

4/27/20

CEMSITES

3358 Pittsburgh Road
 Perryopolis, Pennsylvania 15473
 (877) 783-9626

QUOTE #

015873

BILLED TO JANE RAMACHER

City of Arlington
 401 Creekview Ln.
 Arlington, MN 55307

PRODUCT	QUANTITY	PRICE	TOTAL
Visual Lot Viewer <i>Visually connect burial, grave, owner and marker information with its physical location. Most consistent lot configuration setup globally. Includes Quick Add w/ Drag & Drop. Up to 2 hours allocated, additional time spent billed at \$150.00 per hour.</i>	1	\$500.00	\$500.00
Mausoleum Viewer <i>Visually see your mausoleums availability for quick reference of what is reserved, occupied or available. Up to 2 hours allocated, additional time spent billed at \$150.00 per hour.</i>	1	\$500.00	\$500.00
Document Automation <i>Print and archive auto-populated document templates. CemSites will implement using our standard templated forms, QTY per doc. Up to 5 hours are allocated per doc, additional time spent billed at \$150.00 per hour.</i>	1	\$500.00	\$500.00
TOTAL			\$1,500.00

This estimate is valid for 30 days and is based on the data and information we have gathered to date. Actual data quality and map detail will affect price. If during development, the job exceeds the original estimated development/design hours allocated, an estimate for additional work billable at \$150.00 per hour will be provided to the client for approval prior to continuing the client build. Upon completion and software beta release, an itemized final invoice will be provided to the client for payment processing. Does not include any transaction and/or bank fees or any applicable local/state/federal taxes. This is only an estimate. Please request invoice to pay from.

Our commitment

Our promise to you

We will provide easy-to-use, custom-fit solutions for your cemetery. Our team will work to rapidly deploy and implement those solutions. We will train you and your staff to adopt and use our software. We will provide industry-leading customer support to you, our partner. Our dedicated team will work daily to earn your business.

100% satisfaction

Your complete satisfaction is paramount to us. If you are unsatisfied, we request 30 days to attempt to find a resolution. If you are not 100% satisfied after 30 days, we will cancel your agreement upon request. In the event you cancel your agreement, we will not withhold your data. It is yours and will be given to you to use as you please.

Our bylaws protect you

Cemsites company bylaws ensure protection of your data (and your rights to it) regardless of any circumstances within or related to the company and/or its leadership. As our partner, you will always have access to our software. You will always own your data regardless if you are a CemSites partner or not.

Agreed: _____
Your company name


By: _____
Your signature

Your name

Your title

Date: _____

Agreed: CemSites
Our company name

By: 
Our representative's signature

Michael McFann
Our representative's name

Director of Sales and Marketing
Our representative's title

Date: 4/27/2020

2020 CIMS PRICE SHEET

Cloud Based Software		<i>CIMS Cloud 4.5</i>	<i>CIMS Cloud 4.5 w/QuickBooks Online Communication Module**</i>	<i>eCIMS***</i>	<i>CIMS Kiosk***</i>
	Software License/Set Up Fee	\$2,995	\$3,500 plus QB price	\$1,000	N/A
	Maintenance, Technical Support, and Hosting	\$600 - \$1,500/year depending on the size of your cemetery	\$750 - \$1,750/year depending on the size of your cemetery	\$1,200/year	
	Cost for each Additional user	\$995 license fee \$250/year maintenance	\$1,245 plus QB price \$300/year maintenance		
	CIMS Mapping Cost	\$600 - \$1,500/acre + \$400 for aerial photo	\$600 - \$1,500/acre + \$400 for aerial photo		
		<i>CIMS Light Cloud 4.5</i>	<i>CIMS Light Cloud 4.5 w/QuickBooks Communication Module**</i>	<i>eCIMS Light****</i>	<i>CIMS Kiosk</i>
	Software License/Set Up Fee	\$1,295	\$1,745 plus QB price	\$500	N/A
	Maintenance, Technical Support, and Hosting	\$300 - \$900/year depending on the size of your cemetery	\$400 - \$1,000/year depending on the size of your cemetery	\$500/year	
	Cost for each Additional user	\$375 license fee \$150/year maintenance	\$575 license fee plus QB price \$200/year maintenance		
CIMS Mapping Cost	No Mapping in CIMS Light Cloud	No Mapping in CIMS Light Cloud			
1 Hour Online Setup & Training	\$200	\$200			

Desktop Based Software		<i>CIMS Desktop 4.5</i>	<i>CIMS 4.5 w/QuickBooks Communication Module*</i>	<i>eCIMS***</i>	<i>CIMS Kiosk***</i>
	License Cost	\$3,995	\$4,500 plus QB price	\$1,000	\$3,500
	Maintenance & Technical Support	\$900 - \$1,800/year depending on the size of your cemetery	\$1000 - \$2,100/year depending on the size of your cemetery	\$1,200/year	\$1,000 set up fee
	Extra License Cost	\$1,500 license fee \$600/year maintenance	\$2,000 license fee plus QB price \$700/year maintenance		
	CIMS Mapping Cost	\$800 - \$1,700/acre + \$400 for aerial photo	\$800 - \$1,700/acre + \$400 for aerial photo		
	1 Hour Online Setup & Training	\$200	\$200		
		<i>CIMS Light Desktop 4.5</i>	<i>CIMS Light 4.5 w/QuickBooks Communication Module*</i>	<i>eCIMS Light****</i>	<i>CIMS Kiosk</i>
	License Cost	\$1,575	\$2,400 plus QB price	N/A	N/A
	Maintenance & Technical Support	\$700 - \$1,400/year depending on the size of your cemetery	\$800 - \$1,500/year depending on the size of your cemetery		
	Extra License Cost	\$600 license fee \$300/year maintenance	\$700 license fee plus QB price \$400/year maintenance		
CIMS Mapping Cost	No Mapping in CIMS Light	No Mapping in CIMS Light			
1 Hour Online Setup & Training	\$200	\$200			

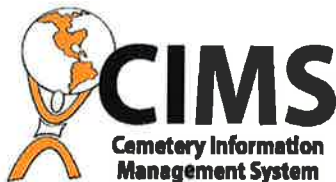
* Requires Client to purchase a license of Quickbooks Pro 2017 or Newer

**Requires Client to purchase a license of Quickbooks Pro 2017 or Newer, or QB Online

***CIMS with mapping must be implemented prior to eCIMS and CIMS Kiosk

***CIMS Light must be implemented prior to eCIMS Light (no mapping)

Online and On-Site training options are available. 1 hour of online training is mandatory with CIMS Light Cloud (\$200)



855 Community Drive
Sauk City, WI 53583
Voice: 800-332-7532
www.1cims.com



April 23, 2020

City of Arlington
Jane Ramacher
204 Shamrock Dr.
Arlington, MN 55307

SUBJECT: CIMS CONTRACT FOR THE CITY OF ARLINGTON

Dear Ms. Ramacher:

Thank you for considering CIMS Cloud as your cemetery management software. We are confident that you would be pleased with this decision throughout this project and in the years to come. We respect that this is a large investment and adjustment for you and your cemetery and our goal is to make it a smooth transition.

CIMS Cloud, our newest product for the cemetery industry excels over the competition in many areas. Its database is comprehensive, yet flexible, and very simple to learn. Our mapping technique is also the best in the industry. All your information will be in the database and linked to a space on your cemetery map. In addition, with CIMS Cloud, all of your data will be stored securely in the cloud with Amazon Web Services. You will no longer have to worry about backing up your data or software upgrades. Best of all, your cemetery data will be accessible to you from your work computer, your home computer, or even your iPad or Android tablet when you are travelling.

Beginning this project is simple. Just return a signed contract and copies of your current maps. We will then send you layouts of your new digital map to proof and revise as necessary. When the maps are approved, we will then merge it with the CIMS database, for a complete system.

If you have any questions or concerns on any issues in the proposal, please feel free to contact me at 1-800-332-7532 and we can discuss them in more detail. We look forward to a long and successful relationship with you.

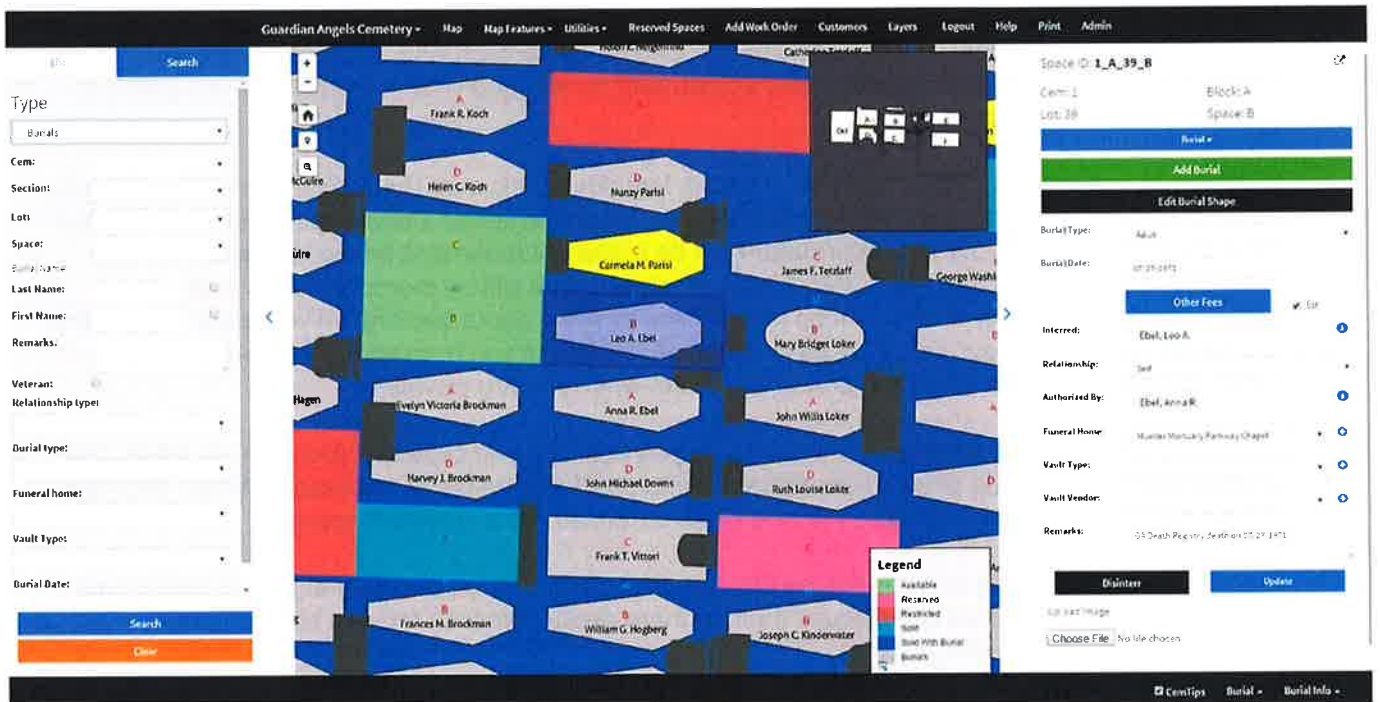
Sincerely,

Rebecca Morris

Rebecca Morris

Enclosures

Cemetery Information Management System – CIMS Cloud



Designed to work with
intuit
QuickBooks
 Online

**Proposal for CIMS Cloud Implementation for
 City of Arlington – 47934
 April 23, 2020**

CIMS CONTRACT FOR THE CITY OF ARLINGTON

CLIENT: City of Arlington
Jane Ramacher
204 Shamrock Dr.
Arlington, MN 55307

PROJECT: Arlington Public Cemetery

CIMS SOFTWARE – FUNCTIONAL OVERVIEW

Ramaker & Associates cemetery management and mapping software, CIMS Cloud is designed so that all cemetery information is linked to a digital map. A user can simply click on the map and determine who owns that space, when it was purchased, and if there are any interments on it. Additionally, a user can query the database for a particular burial or owner, and see the results of that search on the map. These basic functionalities are outlined in the following screen shots.

- 1) CIMS Cloud has rapid querying of burial locations by name and/or location. The results will display the database records and highlighted graphical features. This information can be viewed and printed in report form or map form.

The screenshot displays the CIMS Cloud interface. On the left is a map of a cemetery with various burial plots highlighted in different colors (yellow, blue, grey). Each plot is labeled with a block letter (A, B, C, D) and a name (e.g., Leeman, Waldner, Thoe, Cadalbert, Grobner, Kleiter). On the right is a search and query form titled "Type". The form includes a search bar with "Burials" entered. Below the search bar are several dropdown menus: "Cem:" (set to 1), "Block:" (set to C), "Lot:" (set to 93), and "Space:" (set to A). There are also input fields for "Burial Name", "Last Name:" (set to Olson), "First Name:", "Remarks:", "Veteran:" (with a checkbox), "Relationship type:", "Burial type:", "Funeral home:", and "Vault Type:". At the bottom of the form are two buttons: "Search" (blue) and "Clear" (orange). Two callout boxes with speech bubbles are present: one pointing to the search bar with the text "Querying Burials by Location", and another pointing to the "Last Name:" field with the text "Querying Burials by Last Name".

- 2) CIMS Cloud has rapid querying of available, reserved, restricted, and sold spaces by name and/or location. With CIMS Cloud you can also query sold dates, space types, and purchase costs. The results will display the database records and highlighted graphical features. This information can be viewed and printed in report form or map form.

Querying "available, reserved, restricted, and sold" Spaces by Location

Querying Spaces by Owner's Name

Search Results: 2780 found

Space	Status	Space Type	Cost	Sold Date	Owner	Co-Customer	Sales Counselor	Restricted Agent
1_D_42_D	Restricted	Ground Space	\$ 0					
1_C_LMB_2E_4E SGL_1	Sold	Niche	\$ 1600	12/15/2015	Questionaire, Beta	Questionaire, Alpha	Farrell, Dennis John	
1_C_LMB_2E_4F SGL_1	Sold	Niche	\$ 1600	12/15/2015	Questionaire, Beta	Questionaire, Alpha	Farrell, Dennis John	
1_F_1_B	Sold	Ground Space	\$ 900	12/14/2015	Questionaire, Beta		Farrell, Dennis John	
1_F_1_C	Sold	Ground Space	\$ 900	12/14/2015	Questionaire, Beta		Farrell, Dennis John	
1_F_1_A	Sold With Burial	Ground Space	\$ 900	12/14/2015	Questionaire, Beta		Farrell, Dennis John	
1_C_8_C	Sold With Burial	Ground Space	\$ 300	07/16/1996	Gartner, Albert R.		Vaught, Mae	
1_E_91_A	Sold With Burial	Ground Space	\$ 700	03/09/2010	Jacobs, Louise M.	Jacobs, James H.	Farrell, Dennis John	
1_C_52_D	Sold With Burial	Ground Space	\$ 400	03/16/1998	Graham, Teresa S.		Vaught, Mae	
1_A_39_A	Sold With Burial	Ground Space	\$ 75	05/16/1968	Ebel, Anna R.	Ebel, Leo A.		
1_E_33_D	Sold With Burial	Ground Space	\$ 900	02/02/2016	Payton, Walter			

- 3) CIMS Cloud is designed to easily create reports depicting information about your cemetery. With more than 20 prepackaged reports, CIMS Cloud can generate reports for ownership data, burial history, work orders, care funds, available graves and so much more.

CIMS - Guardian Angels Cemetery
Date Printed: 2/4/2016

Customer Report

Customer ID	Name	Address	City	State	Zip Code	Age	Maiden Name	Phone	Date of Birth	Date of Death
CUS-004-0121	Dupuy, Mary L.	1195 Foxbrook Avenue	Woodbury	MN	55125			651-738-6316		
CUS-004-0123	Copeland, Mary C.	488 Ferndale St North	Maplewood	MN	55119-4166			651-738-3655		
CUS-004-0127	Copeland, Wayne C.	488 Ferndale St North	Maplewood	MN	55119-4166			651-738-3655		
CUS-004-0128	Copeland, J.	488 Ferndale St N	Maplewood	MN	55119			651-320-0900		
CUS-004-0129	Gieseler, Kevin Otis	8162 Greenbriar Lane	Woodbury	MN	55125			651-576-1141	1998-10-21	2005-05-30
CUS-004-0130	Gierack, Donald J.	8162 Greenbriar Lane	Woodbury	MN	55125-8471			651-578-1141		
CUS-004-0132	Goetzke, Leta O.	8162 Greenbriar Lane	Woodbury							
CUS-004-0135	Schwan, James A.	2821 Park Row	No. St. Paul							
CUS-004-0134	Schwan, Luma R.	2821 Park Row	No. St. Paul							
CUS-004-0135	Elders, Richard S.	1724 Kerry Lane	Woodbury							
CUS-004-0186	Elders, Phyllis R.	1724 Kerry Lane	Woodbury							
CUS-004-0117	Houle, Eugene J.	6297 Upper 14th St N	Oakdale							
CUS-004-0134	Houle, Rebecca E.	6297 Upper 14th St N	Oakdale							
CUS-004-0139	Kaplan, Harry G.	2778 Hill Ave	Oakdale							
CUS-004-0140	Leperch, Virginia M.	2778 Hill Ave North	Oakdale							
CUS-004-0141	Schulte, Eugene L.	11710 124th St North	Stillwater							
CUS-004-0142	Schulte, Mary Jane	11710 124th St North	Stillwater							
CUS-004-0143	Caldwell, Heidi R.	7180 Highway Park Hwy	Woodbury							
CUS-004-0144	Caldwell, Robert Lene	7180 Frank Road	Woodbury							
CUS-004-0145	Caldwell, Debra Lee	7180 Frank Road	Woodbury							
CUS-004-0146	Zares, Mary Flice	2611 Langlight Drive	Woodbury							
CUS-004-0147	Zares, William D.	2612 Langlight Drive	Woodbury							
CUS-004-0148	Clypper, Jane S.	9140 Cambridge Avenue	Woodbury							
CUS-004-0149	Ukryer, Ronald T. Jr.	8140 Cambridge Avenue	Woodbury							

2/4/2016 Print Report

CIMS - Guardian Angels Cemetery
Date Printed: 2/4/2016

Available Spaces List (grouped by Block)

Section: 1
Block: Unknown

Total: 7

Section	Block	Lot	Space	Cost	Type
1	Unknown	10	A	0	Ground Space
1	Unknown	12	A	0	Ground Space
1	Unknown	11	D	0	Ground Space
1	Unknown	12	C	0	Ground Space
1	Unknown	12	B	0	Ground Space
1	Unknown	8	C	0	Ground Space
1	Unknown	12	D	0	Ground Space

2/4/2016 Print Report

CIMS - Guardian Angels Cemetery
Date Printed: 2/4/2016

Space Activity Report, Based on Sold Dates

Period Covered: From 02/04/2015 to 02/04/2016

Location	Owner	Co-Owner	Type	Sold Date
I_G_Angel_16_10	Alton, Gary	Alton, Jesse	Ground Space	2015-10-10
I_G_Angel_17_1	Brufford, James Martin	Kenner, Tammy T.	Ground Space	2015-10-20
I_E_47_D	Gramenz, Mary L.		Ground Space	2015-02-27
I_E_47_C	Gramenz, Mary L.		Ground Space	2015-02-27
I_E_2_B	Hall, Darin J.	Hall, Cheryl L.	Ground Space	2015-03-23
I_E_2_A	Hall, Cheryl L.	Hall, Darin J.	Ground Space	2015-03-23
I_CLMB 2E_2A DBL_1	Heuler, Richard A.	Nache, Debra M.	Nache	2015-03-02
I_CLMB 2E_2A DBL_3	Heuler, Richard A.	Heuler, Debra M.	Nache	2015-03-02
I_E_62_B	Houle, John R.	Houle, Diane M.	Ground Space	2015-04-02
I_E_62_A	Houle, John R.	Houle, Diane M.	Ground Space	2015-04-02
I_E_62_C	Houle, John R.	Houle, Diane M.	Ground Space	2015-04-02
I_E_63_D	Houle, John R.	Houle, Diane M.	Ground Space	2015-04-02
I_G_Angel_16_6	Cha, Yung	Yue, Jang	Ground Space	2015-09-04
I_G_Angel_16_1	Knudson, Mr.	Knudson, Mrs.	Ground Space	2015-06-01
I_CLMB 15_2F SGI_1	Launderville, James H. Jr.	Nache	Nache	2015-07-23
I_G_Angel_16_8	LeFhart, Timothy Lyndell Sr.	Terrell, Tanesha Marie	Ground Space	2015-09-11
I_G_Angel_17_3	McQuillan, Matthew	McQuillan, Amy	Ground Space	2015-11-02
I_G_Angel_15_8	Morgan, Denedrick	Morgan, Yawanda	Ground Space	2015-03-18
I_E_41_C	Morphen, James M.		Ground Space	2015-05-28
I_E_41_H	Morphen, James M.		Ground Space	2015-05-28
I_CLMB 2W_4D DBL_2	Olson, LeRoy N.	Olson, Margaret M.	Nache	2015-05-04

Block: Old

Total: 73

Section	Block	Lot	Space	Cost	Type
1	Old	48-2	C	0	Ground Space
1	Old	55-2	G	0	Ground Space
1	Old	46-1	C	0	Ground Space
1	Old	30	C	0	Ground Space
1	Old	39-2	E	0	Ground Space
1	Old	96	A	0	Ground Space
1	Old	46-1	E	0	Ground Space
1	Old	46-1	B	0	Ground Space
1	Old	49-2	A	0	Ground Space
1	Old	47-2	B	0	Ground Space
1	Old	19	F	0	Ground Space
1	Old	64	E	0	Ground Space
1	Old	19	D	0	Ground Space
1	Old	29	G2	0	Ground Space
1	Old	59-2	C	0	Ground Space
1	Old	49 1/2	A	0	Ground Space
1	Old	64	G	0	Ground Space
1	Old	64	B	0	Ground Space
1	Old	64	A	0	Ground Space
1	Old	60-1	A	0	Ground Space
1	Old	43-2	B	0	Ground Space
1	Old	18	F	0	Ground Space
1	Old	48-2	E	0	Ground Space

4) CIMS Cloud can track all your customer data, with quick query and filter capabilities.

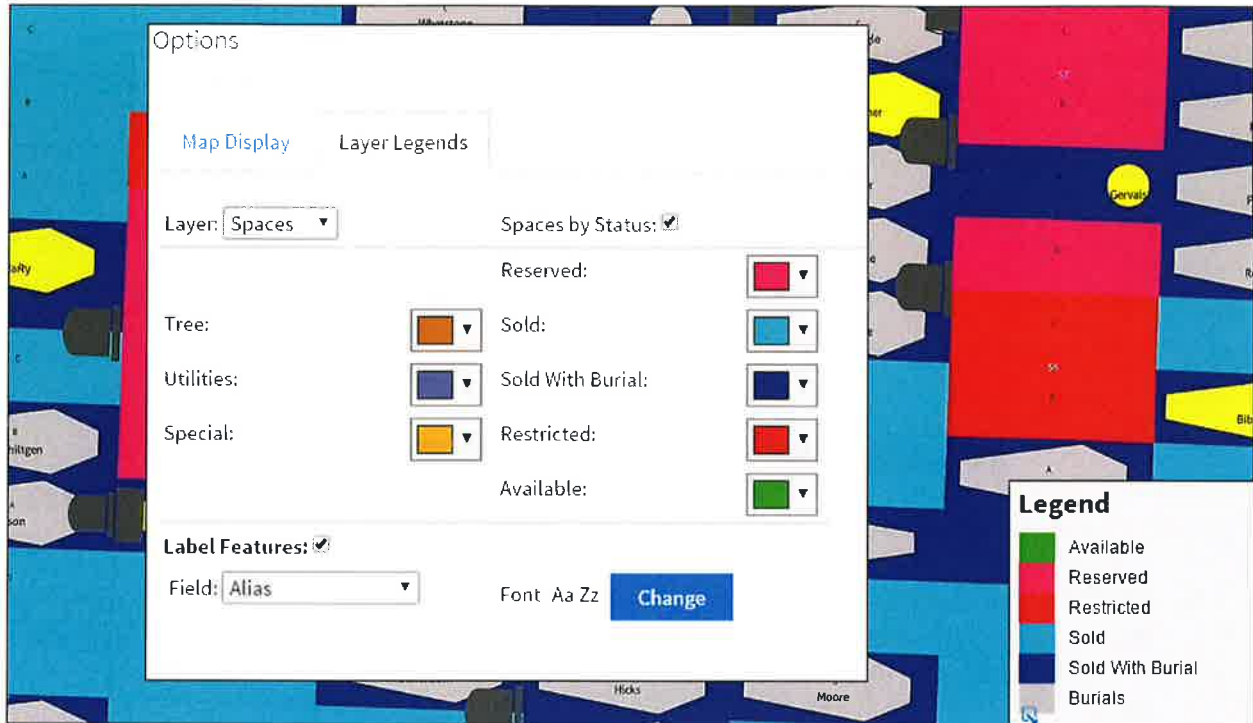
The screenshot shows the 'Customer Management' interface in CIMS Cloud. On the left, there are 'Filter Conditions' for various fields: First Name, Last Name (with 'smith' entered), City, Maiden Name, State, BirthDate, and DeathDate. Each filter has a 'Match Exactly' option. A 'Search' button is at the bottom of the filter section. On the right, a search bar and '+ Add New Customer' button are visible. Below the search bar, it says '10 results found'. A table displays the results with columns: Last Name, First Name, City, ST, Maiden Name, Birth, and Death. The table contains 10 rows of customer data.

Last Name	First Name	City	ST	Maiden Name	Birth	Death
Sample-Smith-Puh	Janique		MN		01/15/2009	01/16/2009
Smith	George H.	St. Paul	MN	MALETESTA	10/25/1994	04/02/1969
Smith	Mary T.	Springfield	IL		09/03/1988	04/01/1968
Smith	Unknown					
Smith	Austin C. D.	Lake Elmo	MN	KEEFE	03/27/1960	10/30/1967
Smith	Renee Jean		MN		01/26/1964	02/11/1964
Smith	Mr. Gene W.		MN			
Smith	Mrs. Gene W.		MN			
Smith	Unknown 1					
Smith	Edward					

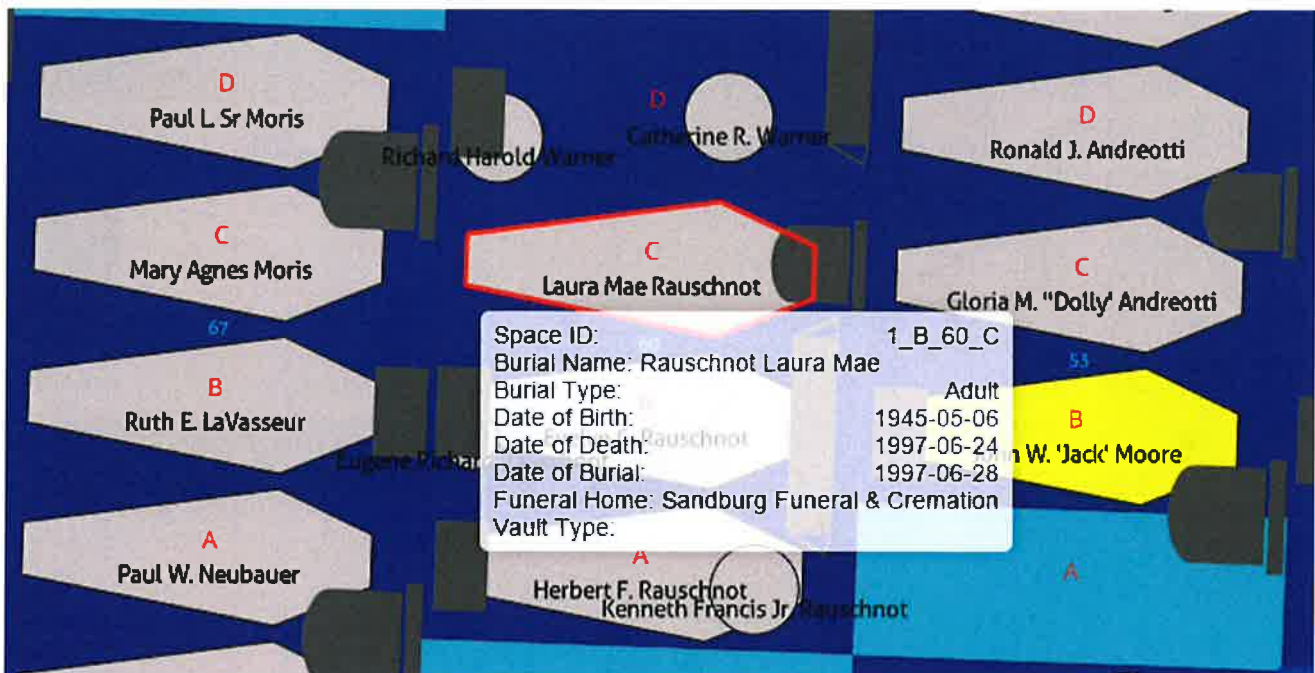
5) CIMS Cloud has the ability to populate drop downs with user-specified information and create custom data fields to track information unique to the cemetery.

The screenshot shows the 'Edit Cemetery' configuration window in CIMS Cloud. The window is titled 'Edit Cemetery' and has tabs for 'Basic', 'Advanced', and 'Configuration'. The 'Configuration' tab is selected. Under 'User-Defined Tracking Fields', there are sections for 'Spaces' and 'Burials'. In the 'Spaces' section, 'Tracking 1' and 'Tracking 2' are checked, with corresponding input fields for 'Amount Pd' and 'Balance Due'. In the 'Burials' section, 'Tracking 1', 'Tracking 2', and 'Tracking 3' are unchecked, with empty input fields. The background shows a form for a burial record with fields like 'Burial Type' (set to 'Adult'), 'Burial Date', 'Interred', 'Relationship', 'Authorized By', 'Funeral Home', 'Vault Type', and 'Remarks'. Buttons for 'Disinter' and 'Update' are visible at the bottom.

- 6) CIMS Cloud gives you the ability to view Space Status on cemetery maps. This information can also be generated in report form.



- 7) CIMS Cloud has direct updating capabilities for all database tables and graphical features. As the database is updated, maps are updated, so your maps always contain the latest ownership, interment, and marker information.



- 8) CIMS Cloud allows users to upload images to every grave space, burial, marker, deed, and customer. This image can be viewed on any device that accesses CIMS Cloud.

Marker ID: 601

Marker Type: Double Upright Foundation

Placement Date: 05/01/1980 Payment Date:

Cost: 0 Edit Shape

Inscription:

Marker Vendor: +


Legal:

Size:

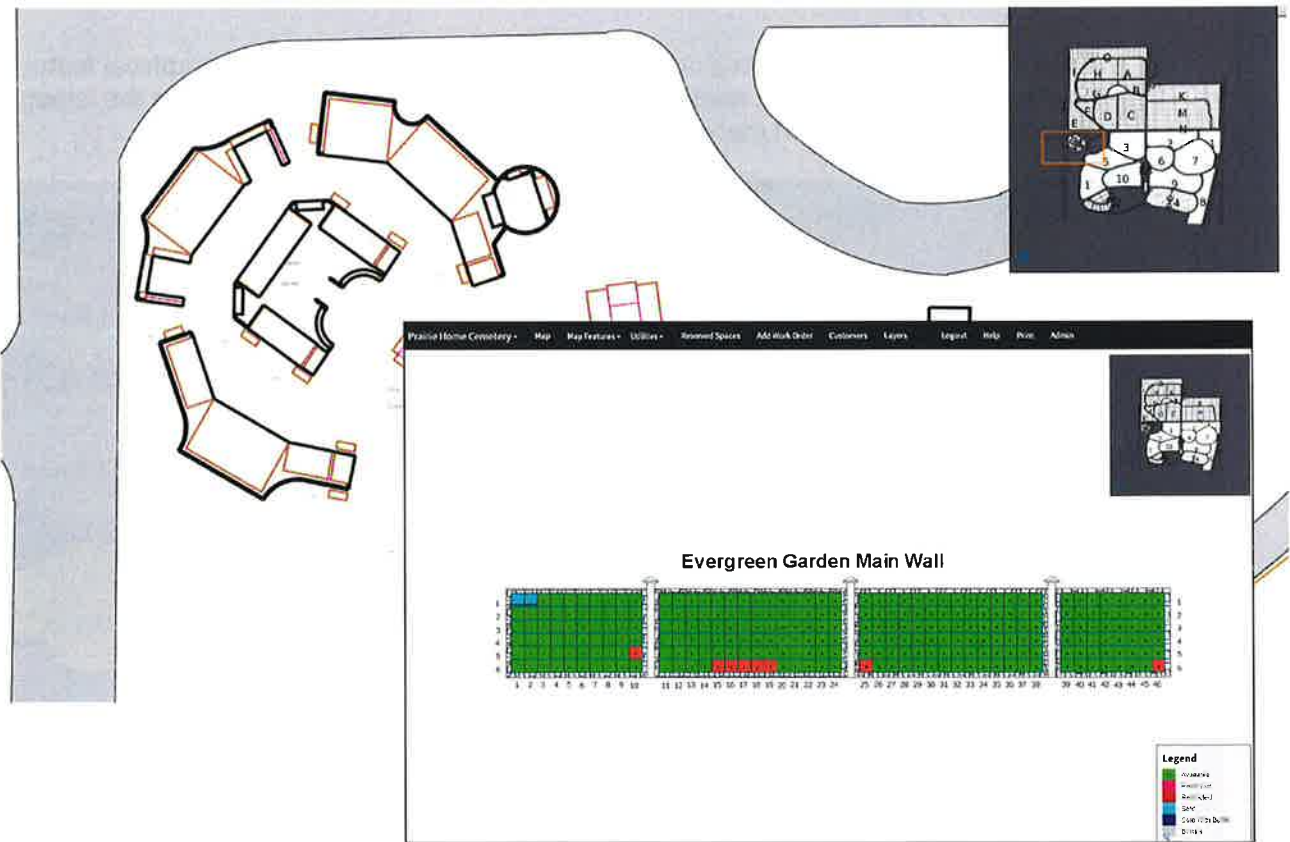
Remarks:

Update

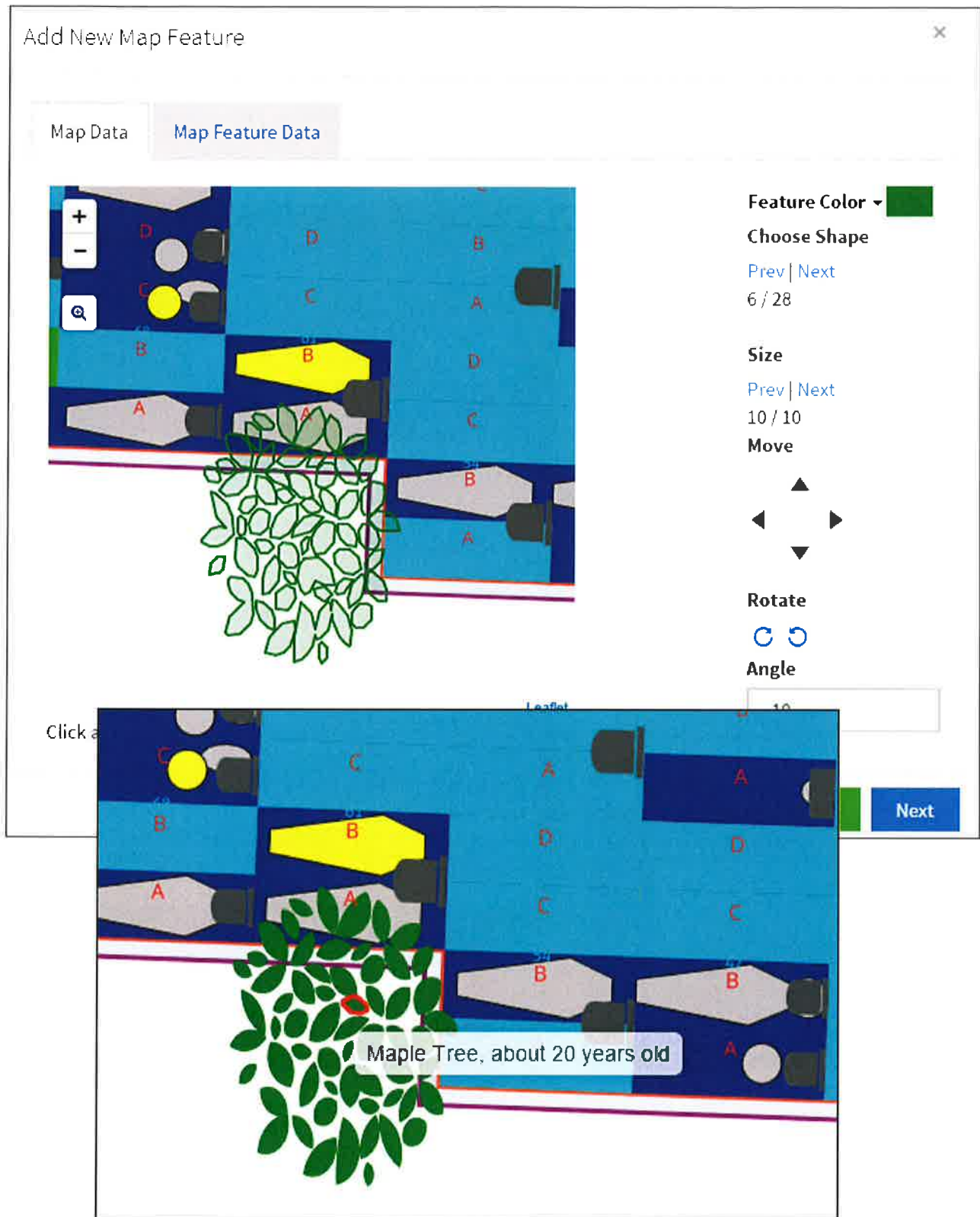
Choose File | No file chosen



- 9) CIMS Cloud allows for the mapping of columbaria and mausoleums. Clicking on the outline of the columbarium or mausoleum on the cemetery map will take you to the wall view, just as if you were standing in front of the wall yourself. This allows for a unique, accurate representation of your burial and owner data in columbaria and mausoleums.



- 10) CIMS Cloud allows for tracking of various features in your cemetery such as trees, rocks and fire hydrants. The shape, size, and color of the feature can be chosen and then placed on the map, and notes regarding the feature can be saved.



BURIAL SEARCH SOFTWARE – FUNCTIONAL OVERVIEW

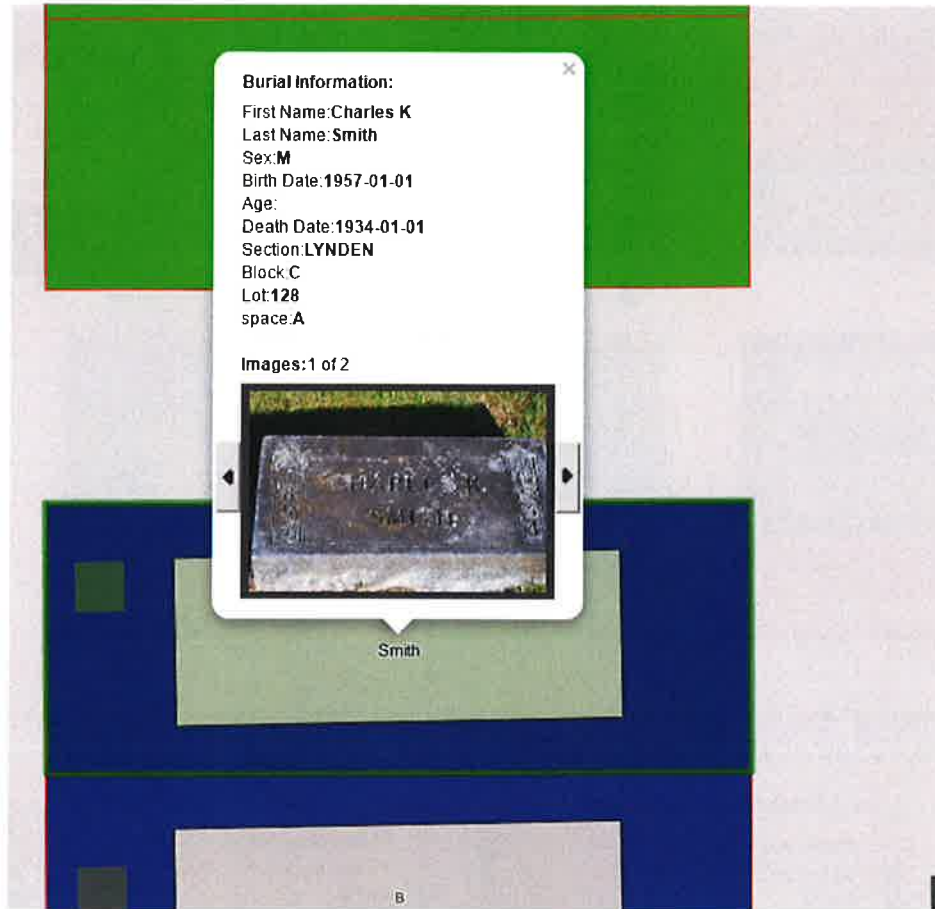
Burial Search (formerly known as eCIMS) is an Internet-based program that allows cemeteries to share their data and maps through interactive kiosks and on the Internet. Once a cemetery enters data into CIMS Cloud, the data will immediately be accessible on your Burial Search site. If you would like to proceed with Burial Search, check the box on page 14 or 15. People interested in your cemetery will be able to look up information about the burials in your cemetery and print a map showing the location of the burials. They can do this from your kiosks, or from the Internet, 24 hours a day from the comfort of their own home. Following are basic descriptions of the functionalities of Burial Search.

- 1) Search Burials. Users can search all burials in the cemetery by first or last name.

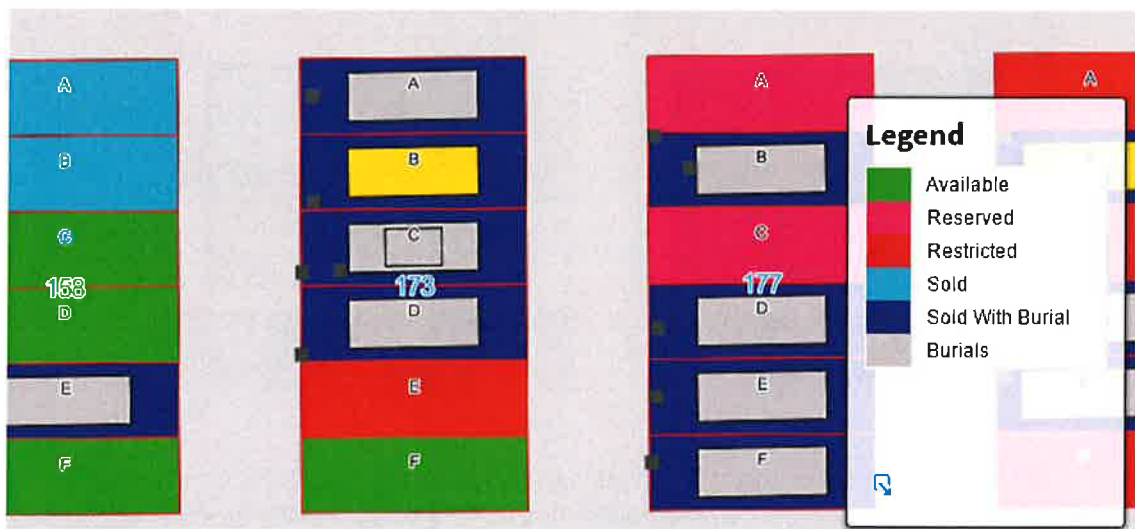
The screenshot displays two overlapping windows from the Burial Search software. The left window, titled 'Burial Information', shows details for a specific burial: First Name: Charles K, Last Name: Smith, Sex: M, Birth Date: 1957-01-01, Death Date: 1934-01-01, Section: LYNDEN, Block: C, Lot: 128, space: A. Below the text is a photo of a weathered gravestone for Charles K. Smith, with a label 'Smith' underneath. The right window, titled 'Cemetery Search', shows a search interface with 'Burials' selected and 'smith' entered. It displays 'Search Results: 49 found' and a table of results.

<u>First Name</u>	<u>Last Name</u>	<u>Sex</u>	<u>Birth Date</u>
Rachel A	Smith	F	1936-01-01
Andrew R	Smith	M	1966-12-31
Watson	Smith	M	
Rachel	Smith	F	1936-01-01
Watson	Smith	M	
Eva J	Smith	F	1965-02-10
Raymond C	Smith	M	1921-01-01
Charles K	Smith	M	1957-01-01
Clara Augusta	Smith	F	1961-07-22
Charles Fremont	Smith	M	1976-07-19
Gladys M	Smith	F	1995-01-01

- 2) Identify. Users can click on any burial space for further information on the burial. Information provided to the user is determined by the cemetery, but can include items such as burial location, birth date, death date, funeral home, church, Veteran status and more.



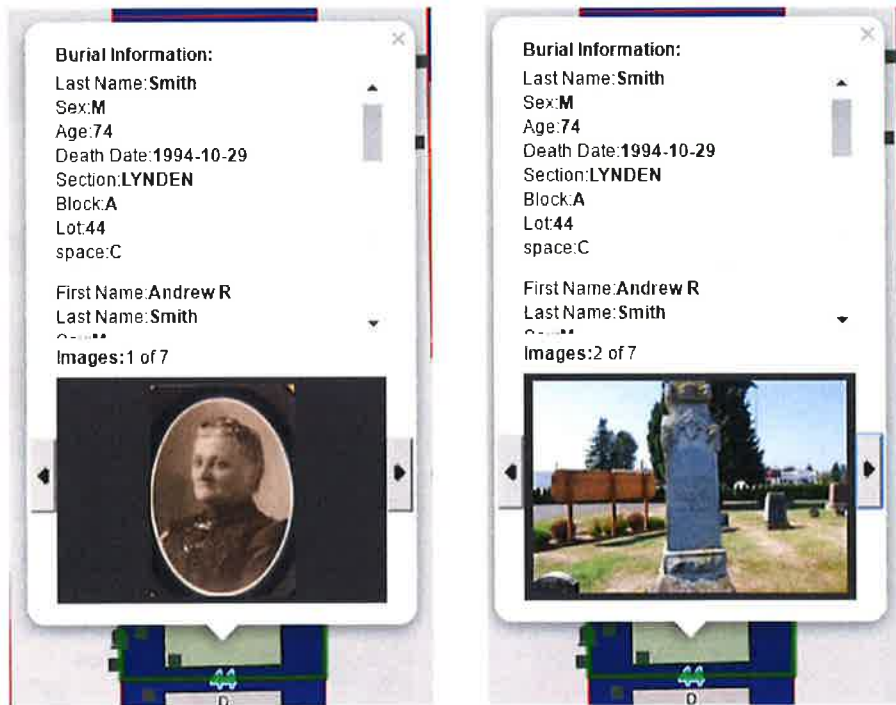
- 3) Map Legend. This legend gives users an easy visual guide to determining which spaces are sold or available.



- 4) Print. The print function allows you to print a map of the information on your screen at that moment.



- 5) Imaging Module. Multiple images can be pulled from the tabs in CIMS, such as the marker tab, the owner tab, or the burial tab.



- 6) We are using the latest in internet technology, including HTML5, CSS3 and JavaScript, to bring Burial Search to any internet capable device. This includes iPads, iPhones, Android tablets, traditional desktop computers, laptops and smartphones among many others.

SCOPE OF SERVICE

Ramaker & Associates, Inc. (Ramaker & Associates) will create digital maps in conformance with industry standard format for Arlington Public Cemetery based on the hard copy maps provided. The cemetery must be mapped to the grave level with section, blocks, lots and graves residing on distinct layers. The grave layer will serve as the foundation with which to relate all ownership, interment and marker information. A cemetery official will be expected to assist in the development of accurate maps and data and will be responsible for burial entry.

The first maps will be created to the lot level and may require assistance from a cemetery representative as needed. These maps will be sent to the designated cemetery official for verification and space delineation. Once this step is completed, the space layer of the maps will be created and also sent to the cemetery for verification. The digital maps developed will be accurate depictions of your cemetery. Ramaker & Associates will then provide a relational database structure for the cemetery to input data and relate it to the new digital maps. At that point, the CIMS shell is complete and ready for mass data input.

As an option, Ramaker & Associates can provide the QuickBooks Communication Module. This allows CIMS Cloud to communicate with QuickBooks Online, eliminating the significant amount of double entry that can occur when using separate data management and accounting programs. When a user sells a grave space in CIMS Cloud, they can press a button that automatically transfers all the information about the sale to an invoice within QuickBooks Online. This includes both the customer data including name, address, and phone number as well as information about the sale including which spaces were purchased, and the amount that was paid for them. From this point, the user can add additional items to the invoice, and then print a copy to give to the customer.

TECHNICAL SUPPORT

Ramaker & Associates is committed to providing your cemetery with quality technical support and a timely response. Our first line of technical support is via telephone or email. This is available Monday through Thursday from 7:30 a.m. – 5:00 p.m. CST and Friday from 7:30 a.m. – 11:30 a.m. Our technical support team will work closely with you to generate a solution to your problem. If there is a problem that cannot be handled over the phone, we will use our remote access software to solve your problem. This software is included with CIMS Cloud and allows us to access your computer as long as you have access to the Internet. This allows us to see the problem first-hand. In the past, this has been a very effective way of solving problems without coming on-site.

PROJECT SCHEDULE

A preliminary project timeline is outlined below. The start date is contingent upon Ramaker & Associates being provided the maps and information to begin mapping by that date. The completion date will remain fixed only if all tasks outside the control of Ramaker & Associates, Inc. are met by the identified timeline. If tasks are not completed before or at these times, the completion date may need to be modified.

RECEIVE DATA FROM CEMETERY OFFICIAL & BEGIN BASEMAPPING	Week 1
PHASE I: SECTIONAL BASE MAP DELIVERY – (<i>Sections - Lots</i>)	
Send to cemetery officials for verification	Week 3
RECEIVE MAPS AND ALTERATIONS FROM CEMETERY OFFICIALS	Week 6
PHASE II: GRAVE LEVEL MAP DELIVERY – (<i>Grave</i>)	
Send to cemetery officials for verification	Week 8
RECEIVE MAPS AND ALTERATIONS FROM CEMETERY OFFICIALS	Week 10
FINAL BASEMAP COMPLETION	
Send to cemetery officials for final verification	Week 12
RAMAKER RECEIVES OFFICIAL CONFIRMATION OF ACCURACY OF MAP LAYOUT	Week 14
SYSTEM DELIVERY	Week 16

NOTE: In order to comply with this aggressive schedule, all Ramaker & Associates' questions and requests to the cemetery staff must be addressed within three (3) business days. If questions are not addressed in this time period, the schedule may need to be adjusted. If any data migration options are chosen, the schedule will need to allow for additional time, and a separate data migration timeline can be provided upon request. If it has been longer than 6 months since any progress has been made on the project due to delays by the cemetery staff or other causes outside of Ramaker's control, prices on the proposal will be adjusted based on the current Ramaker fee schedule.

PROJECT COST

The following pages include the cost for the scope of work detailed in this contract and are based on the information provided to us. These prices are good for thirty days from the date of this contract. The project cost will not be exceeded without prior authorization from the designated City of Arlington Official. The costs provided for data migration are based upon the files sent to Ramaker & Associates prior to the receipt of this proposal. Any alterations to the files may result in an increased data migration cost.

The initial invoice will be for the software costs. Mapping and data migration services will be billed in 25% increments as they are completed. All other services will be billed upon completion of the project. Any installation and training will be billed upon completion of the training.

OPTION A - CIMS Cloud Implementation (Without QuickBooks Integration)

One CIMS Cloud License \$2,995

Creation of interactive "smart" map, 8.33 total developed acres @ \$600/acre \$4,998

Incorporating Aerial Photo Layer (please choose one option)

Aerial Photo \$600

Ramaker & Associates will acquire a photo from your local government

Drone Imagery \$1,950 (Plus travel costs)

Ramaker will travel to the cemetery to take high resolution drone imagery of the entire cemetery and incorporate it into CIMS.

CIMS Cloud Annual Hosting & System Support Fee \$700/year

This will allow one user to be in CIMS Cloud at a time and provides unlimited technical support

TOTAL OPTION A \$8,693 + aerial photo layer

Additional Options

Please check the box if you would like to proceed with the option

On-site Training \$1,850/day (Plus Travel Costs)

This typically requires 2 days unless the travel time is minimal. If more than one Ramaker staff member travels on-site for this project, or if more than 3 cemetery staff members need training, additional fees may be assessed.

Online Training (circle one) \$750 - half day

\$1,500 - full day

Additional Map Layers (e.g., sprinklers, utilities) []
How Many

\$400/each

Customize CIMS Deed to match the language and look of the Arlington Public Cemetery Deed \$600

Additional CIMS Cloud Licenses []
How Many

\$1,245/each

This fee includes a one-time fee of \$995 per license and an annual hosting fee of \$250 per license per year.

Burial Search Internet Mapping Module -

A website hosted by Ramaker & Associates that will allow your customers to look up information about their loved ones on our website. When you add a record to Cloud CIMS, the Burial Search site will be updated instantaneously.

\$1,000 Set Up Fee and \$1,200**/year hosting fee

\$1,000 set up fee covers the first cemetery. Additional cemeteries can be added for \$500 each.

Burial Search Imaging Module \$500/year

Images can be pulled from the tabs in CIMS, such as the marker tab, the owner tab, or the burial tab. These images will be available in Burial Search when you are viewing the information for that space.

CIMS & Burial Search must be implemented first

OPTION B - CIMS Cloud with QuickBooks Online Communication Module**

One CIMS Cloud License with QuickBooks Communication Module	\$3,500
Creation of interactive "smart" map, 8.33 total developed acres @ \$600/acre	\$4,998
Incorporating Aerial Photo Layer (please choose one option)	
Aerial Photo Ramaker & Associates will acquire a photo from your local government	\$600 <input type="checkbox"/>
Drone Imagery Ramaker will travel to the cemetery to take high resolution drone imagery of the entire cemetery and incorporate it into CIMS.	\$1,950 <input type="checkbox"/> (Plus travel costs)
Training (please choose one option)	
On-site Training This typically requires 2 days unless the travel time is minimal. If more than one Ramaker staff member travels on-site for this project, or if more than 3 cemetery staff members need training, additional fees may be assessed.	\$1,850/day <input type="checkbox"/> (Plus travel costs)
Online Training - Full Day	\$1,500 <input type="checkbox"/>
Online Training - Half Day	\$750 <input type="checkbox"/>
CIMS Cloud Annual Hosting & System Support Fee This will allow one user to be in CIMS Cloud at a time and provides unlimited technical support	\$850/year
TOTAL OPTION B	\$9,348 + aerial photo layer & training costs (**This option requires a valid subscription to Intuit QuickBooks Online)

Additional Options		Please check the box if you would like to proceed with the option
Additional Map Layers (e.g., sprinklers, utilities) [<input type="text"/>] <small style="margin-left: 300px;">How Many</small>	\$400/each	<input type="checkbox"/>
Customize CIMS Deed to match the language and look of the Arlington Public Cemetery Deed	\$600	<input type="checkbox"/>
Additional CIMS Cloud Licenses [<input type="text"/>] With QuickBooks Module <small style="margin-left: 300px;">How Many</small>	\$1,550/each	<input type="checkbox"/>
Burial Search Internet Mapping Module - A website hosted by Ramaker & Associates that will allow your customers to look up information about their loved ones on our website. When you add a record to Cloud CIMS, the Burial Search site will be updated instantaneously.	\$1,000 Set Up Fee and \$1,200**/year hosting fee	<input type="checkbox"/>
Burial Search Imaging Module Images can be pulled from the tabs in CIMS, such as the marker tab, the owner tab, or the burial tab. These images will be available in Burial Search when you are viewing the information for that space.	\$500/year	<input type="checkbox"/>
		\$1,000 set up fee covers the first cemetery. Additional cemetaries can be added for \$500 each. CIMS & Burial Search must be implemented first

TERMS AND CONDITIONS

PLEASE SEE ATTACHED TERMS AND CONDITIONS.

AUTHORIZATION

If you wish to proceed, please choose an appropriate option below, and then sign the last page of this document. Return one complete signed copy to Ramaker & Associates either hardcopy or via email. If we are given verbal or other written notification to proceed, it will be mutually understood that both parties will be contractually bound by this contract, even in the absence of written acceptance.

Please
Check One

- PROCEED WITH OPTION A**

- PROCEED WITH OPTION B**

RAMAKER & ASSOCIATES, INC.
GENERAL TERMS AND CONDITIONS OF AGREEMENT – SOFTWARE PRODUCTS

These Terms and Conditions of Agreement constitute the agreement ("Agreement") pursuant to which services are to be performed by Ramaker & Associates, Inc. (hereafter "Consultant") upon acceptance by the client ("Client") of the attached proposal or the Product Order Form ("Proposal"). The Scope of Services, Project Cost, and Project Schedule sections of the Proposal are incorporated by reference into these Terms and Conditions of Agreement, and are part of the Agreement. If a Proposal is submitted to Client and Client fails to return a signed copy of the Proposal but knowingly allows Consultant to proceed with the services, then Client shall be deemed to have accepted the terms of the Proposal and these General Terms & Conditions. If there is a conflict or inconsistency between any express term or condition in the Proposal and these General Terms & Conditions, the Proposal shall take precedence. The Proposal and these General Terms & Conditions constitute the entire Agreement, and supersede any previous agreement or understanding.

SECTION 1: Scope of Services

The Scope of Work and the Project Schedule defined in the Proposal are based on the information provided by Client. If this information is incomplete or inaccurate, or if Client directs Consultant to change the original Scope of Services established by the Proposal, then an amendment to this Agreement is required. Consultant may rely on the representations of Client, and Consultant's obligations under this Agreement are limited by all specific directives of Client.

SECTION 2: Change In The Scope of Services

Any written or oral communication from Client that requests changes in the Scope of Services shall be treated as a Change Order Proposal. Consultant shall give written notice within ten (10) days of the proposed change order of any resulting increase in fees or costs. If the Client agrees with the Change Order Proposal, it shall become a Change Order to this Agreement and change the Scope of Services and Agreement Price accordingly. If the Client does not approve the Change Order, there shall be no change in the Scope of Services.

SECTION 3: Fees, Billing & Payment Terms

3.1 Client shall pay to Consultant a fixed fee unless otherwise indicated in the Proposal. The proposed Project Cost and Project Schedule constitute Consultant's best estimate of the charges and time required to complete the Project. As the Project progresses, facts uncovered may dictate revisions in scope, schedule or fee. The technical and pricing information in proposals is the confidential and proprietary property of Consultant. Client agrees not to use or to disclose to third parties any technical or pricing information without Consultant's written consent.

3.2 PAYMENT DUE. Invoices shall be submitted by the Consultant (monthly, bi-monthly, weekly, or upon completion of each phase) as identified here or within the Proposal. Invoices are due upon presentation and shall be considered past due if not paid within thirty (30) calendar days of the due date.

3.3 INTEREST. If payment in full is not received by the Consultant within thirty (30) calendar days of the due date, invoices shall bear interest at one-and-one-half (1.5) percent (or the maximum rate allowable by law, whichever is less) of the PAST DUE amount per month, which shall be calculated from the invoice due date. Payment thereafter shall be applied to accrued interest and then to the unpaid principal.

3.4 COLLECTION COSTS. If the Client fails to make payments when due and the Consultant incurs any costs in order to collect overdue sums from the Client, the Client agrees that all such collection costs incurred shall immediately become due and payable to the Consultant. Collection costs shall include, without limitation, legal fees, collection agency fees and expenses, court costs, collection bonds, and reasonable Consultant staff costs at standard billing rates for the Consultant's time spent in efforts to collect. This obligation of the Client to pay the Consultant's collection costs shall survive the term of this Agreement or any earlier termination by either party.

SECTION 4: Suspension of Services

If the Client fails to make payments when due or otherwise is in breach of this Agreement, the Consultant may immediately suspend performance of services. The Consultant shall have no liability whatsoever to the Client for any costs or damages as a result of such suspension caused by any breach of this Agreement by the Client. Upon payment in full by the Client, the Consultant shall resume services under this Agreement, and the time schedule and compensation shall be equitably adjusted to compensate for the period of suspension plus any other reasonable time and expense necessary for the Consultant to resume performance.

SECTION 5: Limitation of Liability

In recognition of the relative risks and benefits of the Project to both the Client and the Consultant, the risks have been allocated such that the Client agrees, to the fullest extent permitted by law, to limit the liability of the Consultant to the Client for any and all claims, losses, costs, damages of any nature whatsoever or claims expenses from any cause or causes, including legal fees and costs and expert-witness fees and costs, so that the total aggregate liability of the Consultant to the Client shall not exceed the initial fee paid to purchase the Desktop-based Products or the initial fee paid for the software license for Cloud-based Products.

It is intended that this limitation apply to any and all liability or cause of action however alleged or arising, unless otherwise prohibited by law. In no event shall Consultant be liable hereunder for any indirect, incidental, punitive or consequential damages (including lost business profit or claims for extended duration, delays, or hindrance) sustained by the Client for any matter arising out of or pertaining to the subject matter of this Agreement.

SECTION 6: Force Majeure

Consultant shall not be liable for any loss or damage due to failure or delay in rendering any service called for under the Proposal resulting from any cause beyond Consultant's reasonable control, including but not limited to acts of God, acts or omission of governments, strikes, lockouts, or other industrial disturbances, riots, terrorism, acts of the public enemy, wars, blockades, insurrections, epidemics, landslides, earthquakes, fire, storms, lightning, floods, washouts, civil disturbances, and any other acts or omissions similar to the kind herein enumerated, but not within the control of the affected party and which by the exercise of due diligence said party is unable to overcome.

SECTION 7: Use and Ownership of Documents

The drawings, specifications and other documents, including those in electronic form, prepared by the Consultant, are considered Instruments of Service. The Consultant and the Client warrant that in transmitting Instruments of Service, or any other information, the transmitting party is the copyright owner of such information or has permission from the copyright owner to transmit such information for its use on the Project. The Consultant and the Consultant's consultants shall be deemed the authors and owners of their respective Instruments of Service, including the Drawings and Specifications, including those in electronic format, and shall retain all common law, statutory and other reserved rights, including copyrights. Submission or distribution of Instruments of Service to meet official regulatory requirements or for similar purposes in connection with the Project is not to be construed as publication in derogation of the reserved rights of the Consultant and the Consultant's consultants. Upon execution of this Agreement, the Consultant grants to the Client a nonexclusive license to use the Consultant's Instruments of Service solely and exclusively for purposes of constructing, using, maintaining, altering and adding to the Project, provided that the Client substantially performs its obligations, including prompt payment of all sums when due, under this Agreement. The Consultant shall obtain similar nonexclusive licenses from the Consultant's consultants consistent with this Agreement. The license granted hereunder permits the Client to authorize its contractors, as well as the Client's consultants and separate contractors, to reproduce applicable portions of the Instruments of Service solely and exclusively for use in performing services or construction for the Project. In the event the Client uses the Instruments of Service without retaining the author of the Instruments of Service, the Client releases the Consultant and Consultant's consultant(s) from all claims and causes of action arising from such uses. No other license or right shall be deemed granted or implied under this Agreement. Any unauthorized use of the Instruments of Service shall be at the Client's sole risk and without liability to the Consultant and the Consultant's consultants. "Documents" as referred to herein are limited to the printed copy (hard copy) that are signed or sealed by Consultant, its agents or employees. Files on electronic media of text, data, graphics, or of other types that are furnished by Consultant, are only for the convenience of Client, and are furnished solely at the discretion of Consultant, and Consultant has no obligation to provide Client any electronic files at any time. Because electronic media can deteriorate or be modified, inadvertently or otherwise, without authorization of the data's creator, the party receiving electronic data agrees that it will perform acceptance tests or procedures within 30 days, after which the receiving party shall be deemed to have accepted the data thus transferred. Any errors detected in the 30-day period will be corrected by the creator of the electronic data. The creator of electronic files is under no obligation to maintain hardware or software to use the media of transfer at a future date. Any conclusions of information derived from electronic files that are not specifically a requirement of the Project work statement are at the user's sole risk. Consultant will retain all Documents which were generated or used while performing services under this Agreement, for a period of three (3) years following completion of this Project. During this time, Consultant will reasonably make available these Documents to Client during regular business hours. Consultant may charge a reasonable fee in addition to its professional fees for storing, retrieving, or copying such Documents.

SECTION 8: Licensing

Ramaker & Associates software applications, trademark, software source code, trade secrets, copyright and all other rights, real or implied, (including but not limited to any images, photographs, animations, video, audio, music, texts and "applets," incorporated into the software product) ("Products") are and remain the sole property of Consultant. This does not include any data currently owned by the Client. The software product is licensed, not sold. You may install or access only the number of licenses agreed to in this Agreement. Each license is for one computer only for Desktop-based Products and one user login at a time for Cloud-based Products. The End User Licensing Agreement located at <http://www.ramaker.com/s/RamakerSoftwareEULA.pdf> (or attached hereto) is made part of this Agreement, and is incorporated as if fully set forth herein.

SECTION 9: Patents

Any patentable or copyrightable concepts developed by Consultant as a consequence of service hereunder are the sole and exclusive property of Consultant and nothing in this Agreement shall be deemed to grant Client any right in or to such concepts.

SECTION 10: Insurance

Consultant shall maintain worker's compensation, employer's liability, commercial general liability, automotive liability, and professional liability insurance during the time it is performing services hereunder. The Client shall be responsible for purchasing and maintaining the Client's usual liability insurance and, at its option, may purchase and maintain such other insurance as will protect it against claims which may arise from operations under the contract documents.

SECTION 11: Third Party Beneficiaries

This Agreement does not create any benefits for any third party.

SECTION 12: Termination

No termination of this Agreement by Client will be effective unless Client gives seven days prior written notice with the reasons and details, and Consultant is afforded an opportunity to respond. Where the method of payment is "Lump Sum," Client agrees that the final invoice will be based on services performed to the effective date of cancellation, plus an equitable adjustment to provide for costs Consultant incurred for commitments made prior to cancellation.

SECTION 13: Governing Law

The Agreement shall be governed by and construed in accordance with the laws of the State of Wisconsin.

SECTION 14: Non-Solicitation

During the term of this Agreement and for a period of one (1) year thereafter, Client agrees not to recruit, solicit or hire, directly or indirectly, employee(s) of Consultant without the express written consent of Consultant.

SECTION 15: Severability

The various terms, provisions and covenants herein contained shall be deemed to be separable and severable, and the invalidity or unenforceability of any of them shall in no manner affect or impair the validity or enforceability of the remainder hereof.

SECTION 16: Entire Agreement/Counterparts/Signatures

This Agreement constitutes the entire Agreement between the parties and supersedes all prior negotiations, representations or agreements relating thereto, written or oral, except to the extent they are expressly incorporated herein. Unless otherwise provided for herein, no amendments, changes, alterations, or modifications of this Agreement shall be effective unless in writing signed by Client and Consultant. Each of the parties has been involved in determining the provisions of this Agreement, and in case of a conflict herein such conflict shall not be resolved or determined in favor of or against a party hereto, in whole or in part, based on whether or not such party has prepared this Agreement or any provision hereof. Client is bound by the terms of this Agreement if Consultant is instructed by Client to proceed with the Scope of Services and Client has not objected to any of the terms and conditions contained herein. This Agreement may be executed in any number of counterparts with the same effect as if all Parties hereto had signed the same document. All counterparts shall be construed together and shall constitute one agreement. Facsimile (including faxed or scanned and e-mailed) signatures shall be accepted and be binding upon the Parties as an original. The Parties hereto warrant and represent that they have the authority to execute this Agreement on behalf of the persons or entities for whom are signing this Agreement.

IN WITNESS WHEREOF, this Agreement has been executed on behalf of Consultant as of this

23rd day of April, 2020.

RAMAKER & ASSOCIATES, INC.

By: *Brandon Finley*

Name: Brandon Finley

Title: Director of CIMS

IN WITNESS WHEREOF, this Agreement has been executed on behalf of Client as of this

_____ day of _____, 2020.

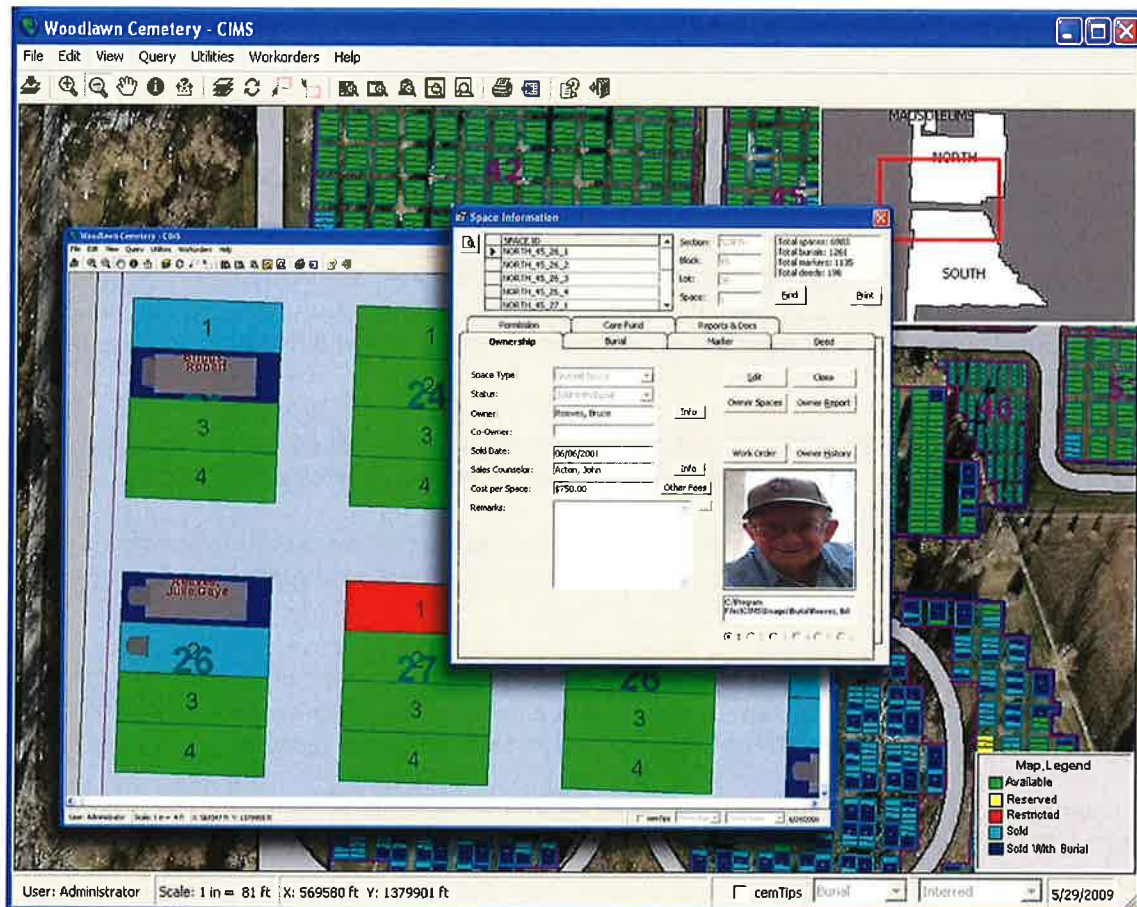
CLIENT

By: _____

Name: _____

Title: _____

Cemetery Information Management System - CIMS



**Proposal for CIMS Implementation for
City of Arlington – 47934
April 23, 2020**



April 23, 2020

City of Arlington
Jane Ramacher
204 Shamrock Dr.
Arlington, MN 55307

SUBJECT: CIMS CONTRACT FOR THE CITY OF ARLINGTON

Dear Ms. Ramacher:

Thank you for considering CIMS as your cemetery management software. We are confident that you would be pleased with this decision throughout this project and in the years to come. We respect that this is a large investment and adjustment for you and your cemetery and our goal is to make it a smooth transition.

CIMS 4.6, our newest product for the cemetery industry excels over the competition in many areas. Its database is comprehensive, yet flexible, and very simple to learn. Our mapping technique is also the best in the industry. All your information will be in the database and linked to a space on your cemetery map.

A copy of the contract is enclosed. For our official records, we ask that you return a signed copy to Ramaker & Associates, Inc. I've enclosed an addressed envelope for your convenience.

I've also enclosed References. These sheets will provide you with Ramaker & Associates' background, as well as highlight some of the systems we've recently completed for a few of our clients.

Beginning this project is simple. Just return a signed contract and copies of your current maps. We will then send you layouts of your new digital map to proof and revise as necessary. When the maps are approved, we will merge it with the CIMS database, for a complete system.

If you have any questions or concerns on any issues in the proposal, please feel free to contact me at 1-800-332-7532 and we can discuss them in more detail. We look forward to a long and successful relationship with you.

Sincerely,

Rebecca Morris

Rebecca Morris

Enclosures

CIMS CONTRACT FOR THE CITY OF ARLINGTON

CLIENT: City of Arlington
Jane Ramacher
204 Shamrock Dr.
Arlington, MN 55307

PROJECT: Arlington Public Cemetery

CIMS SOFTWARE – FUNCTIONAL OVERVIEW

Ramaker & Associates cemetery management and mapping software, CIMS is designed so that all cemetery information is linked to a digital map. A user can simply click on the map and determine who owns that space, when it was purchased, and if there are any interments on it. Additionally, a user can query the database for a particular burial or owner, and see the results of that search on the map. These basic functionalities are outlined in the following screen shots.

- 1) CIMS has rapid querying of burial locations by name and/or location. The results will display the database records and highlighted graphical features. This information can be viewed and printed in report form or map form.

Search Space

Location
Cem: ADAMS Section: N
Lot: 034 Space: <ALL>

Status
 Available Reserved Sold
 Restricted Sold With Burial

Owner/Reserved By
Last Name: Libby Match Exactly
First Name: Match Exactly

Co-Owner
Last Name: Match Exactly
First Name: Match Exactly

Spaces with a Marker: Space Type: <ALL>

Sold Date: <ALL>
Cost: <ALL>
Remarks:

Search Print Cancel
View Map Select All Clear Form

LOCATION	TYPE	STATUS	COST	OWNER	CO-OWNER	RESERVE
ADAMS N 034 NE3	Ground Space	Available	\$0.00			
ADAMS N 034 NW1	Ground Space	Available	\$0.00			
ADAMS N 034 NW2	Ground Space	Available	\$0.00			
ADAMS N 034 NW3	Ground Space	Available	\$0.00			
ADAMS N 034 SE1	Ground Space	Available	\$0.00			
ADAMS N 034 SE2	Ground Space	Available	\$0.00			
ADAMS N 034 SE3	Ground Space	Available	\$0.00			
ADAMS N 034 SW1	Ground Space	Sold With Burial	\$0.00	Libby, Ralph O.		
ADAMS N 034 SW2	Ground Space	Available	\$0.00			
ADAMS N 034 SW3	Ground Space	Sold With Burial	\$0.00	Libby, Mildred		

Hold down the CTRL key for multiple select. 12 of 3458 spaces found.

- 2) CIMS has rapid querying of available, reserved, restricted, and sold spaces by name and/or location. The results will display the database records and highlighted graphical features. This information can be viewed and printed in report form or map form.

Querying "available, reserved, restricted, and sold" Spaces by Location

Querying Spaces by Owner's Name

LOCATION	TYPE	STATUS	COST	OWNER	CO-OWNER	RESERVED BY
ADAMS N 024 SE1	Ground Space	Sold With Burial	\$0.00	Dunsmoor, John		
ADAMS N 024 SE2	Ground Space	Sold With Burial	\$0.00	Dunsmoor, John		
ADAMS N 024 SW1	Ground Space	Sold With Burial	\$0.00	Dunsmoor, John		
ADAMS N 024 SW2	Ground Space	Sold With Burial	\$0.00	Dunsmoor, John		
ADAMS N 024 SW3	Ground Space	Sold With Burial	\$0.00	Dunsmoor, John		

- 3) CIMS is designed to easily create reports depicting information about your cemetery.

Adams Cemetery

Burial Activity Report

Date Range: 05/17/2000 to 06/17/2001

LAST NAME	FIRST NAME	AGE	DEATH DATE	BURIAL DATE	TYPE	LOCATION	FUNERAL HOME
Gosno	Marked D	70	08/10/2000	08/10/2000	Adult	ADAMS N 019 SE2	
Springer	Laura Jane	72	10/02/2000	10/02/2000	Adult	ADAMS N 061 NW3	
Chajin	Paul	122/3/2000	12/23/2000	Adult	Adult	ADAMS N 011 SW1	
Chik	Kate (head)	91	04/17/2001	04/17/2001	Adult	ADAMS N 011 SE1	
Corbin	Garbelle	64	05/09/2001	05/09/2001	Adult	ADAMS N 061 SE3	

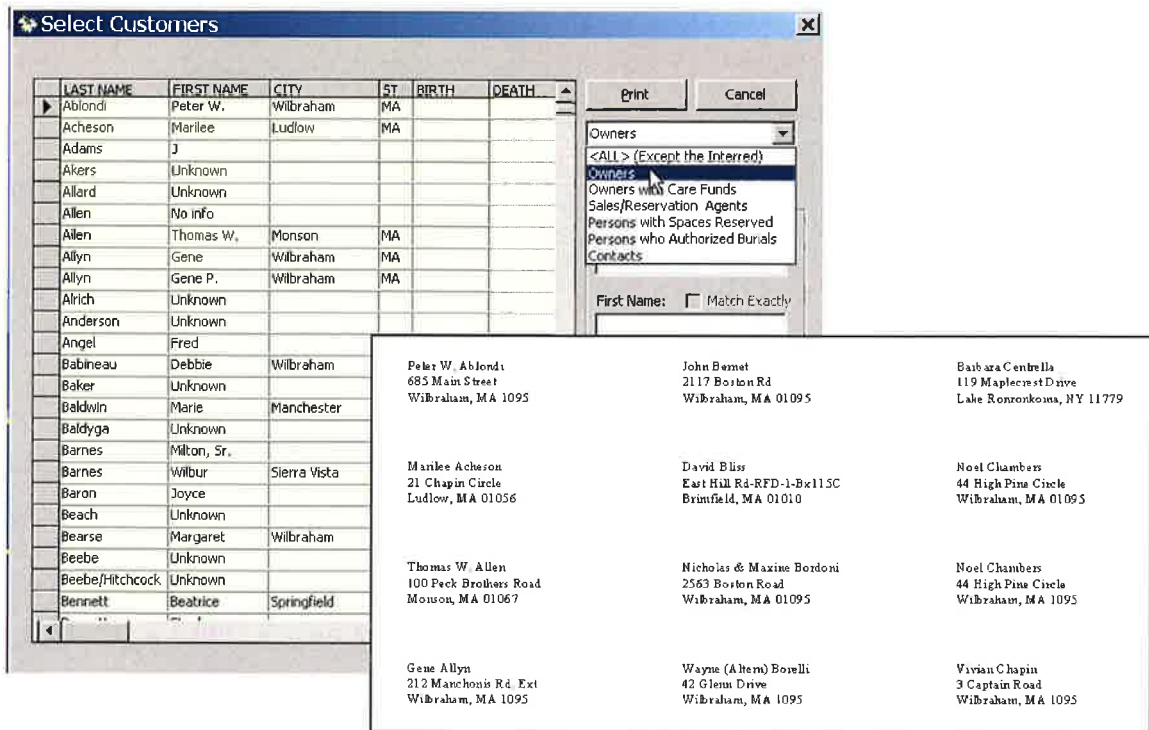
Adams Cemetery

Sold But Unused List Grouped by Section

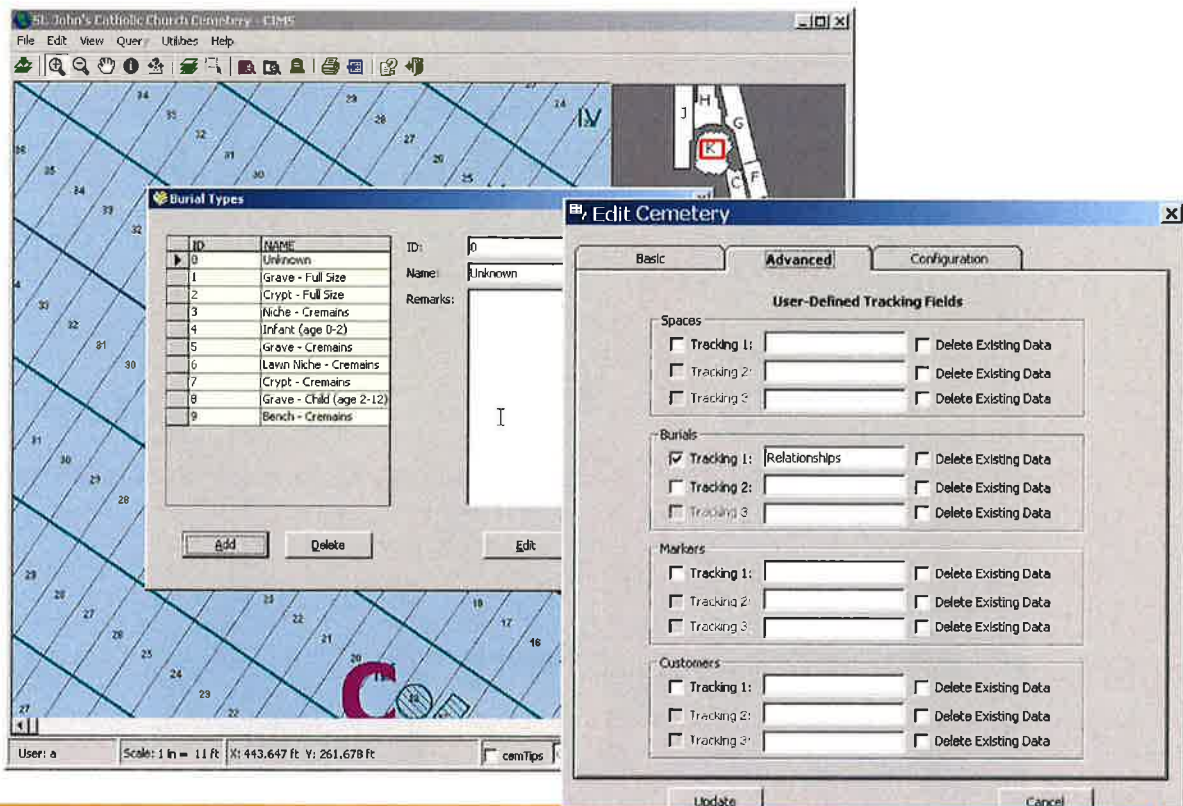
Date Range: 05/17/2000

Section	Lot	Space	COST	TYPE	OWNER
ADAMS E 01	NW1	5 0 00		Ground Space	No info Wescon
ADAMS E 01	NW2	5 0 00		Ground Space	No info Wescon
ADAMS E 01	NW3	5 0 00		Ground Space	No info Wescon
ADAMS E 01	SE3	5 0 00		Ground Space	No info Wescon
ADAMS E 01	SW1	5 0 00		Ground Space	No info Wescon
ADAMS E 01	SW2	5 0 00		Ground Space	No info Wescon
ADAMS E 01	SW3	5 0 00		Ground Space	No info Wescon
ADAMS E 02	NE2	5 0 00		Ground Space	No info Lane
ADAMS E 02	NE3	5 0 00		Ground Space	No info Lane
ADAMS E 02	NW2	5 0 00		Ground Space	No info Lane
ADAMS E 02	NW3	5 0 00		Ground Space	No info Lane
ADAMS E 02	SE1	5 0 00		Ground Space	No info Lane
ADAMS E 02	SE2	5 0 00		Ground Space	No info Lane
ADAMS E 02	SW1	5 0 00		Ground Space	No info Lane
ADAMS E 02	SW2	5 0 00		Ground Space	No info Lane
ADAMS E 03	SE1	5 0 00		Ground Space	Llewellyn Merrick

- 4) CIMS can query the customer database and print out mailing labels for marketing purposes.



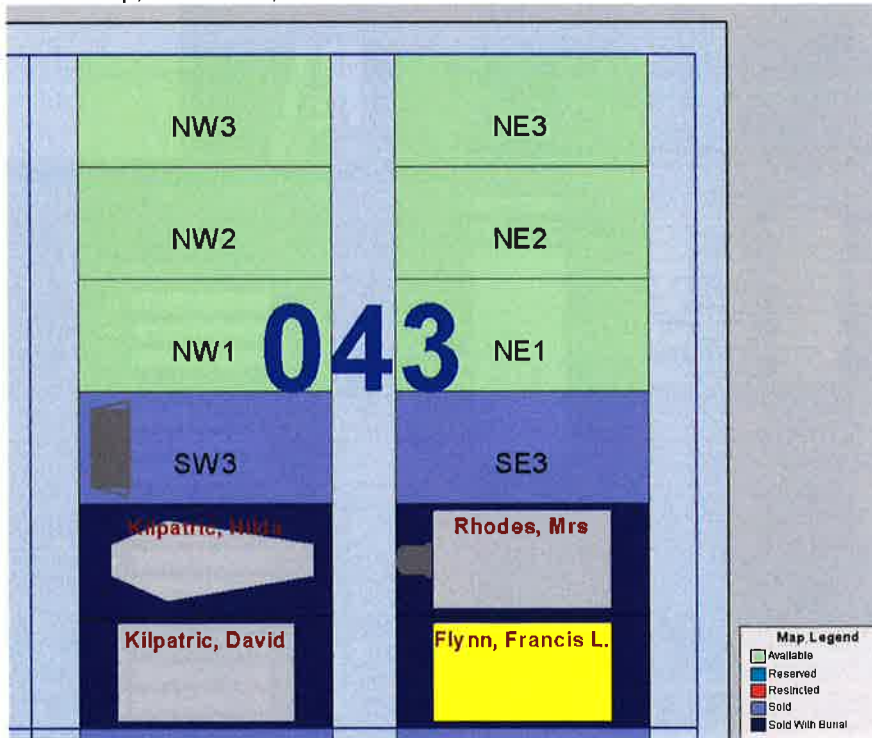
- 5) CIMS has the ability to populate drop downs with user-specified information and create custom data fields to track information unique to the cemetery.



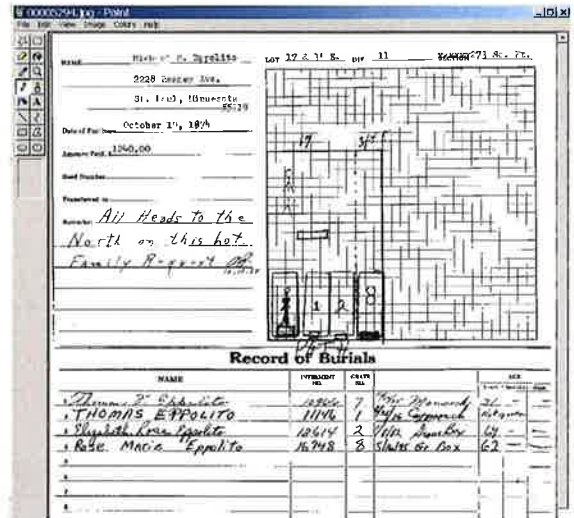
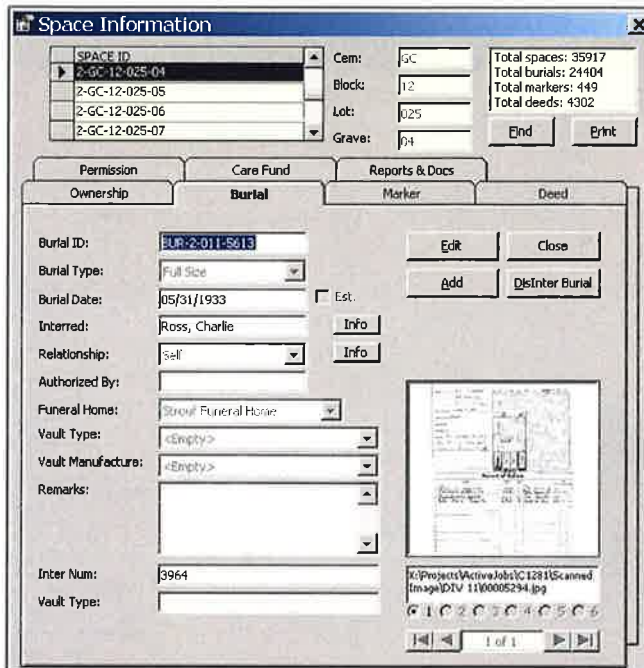
- 6) CIMS gives you the ability to view Space Status on cemetery maps. This information can also be generated in report form.



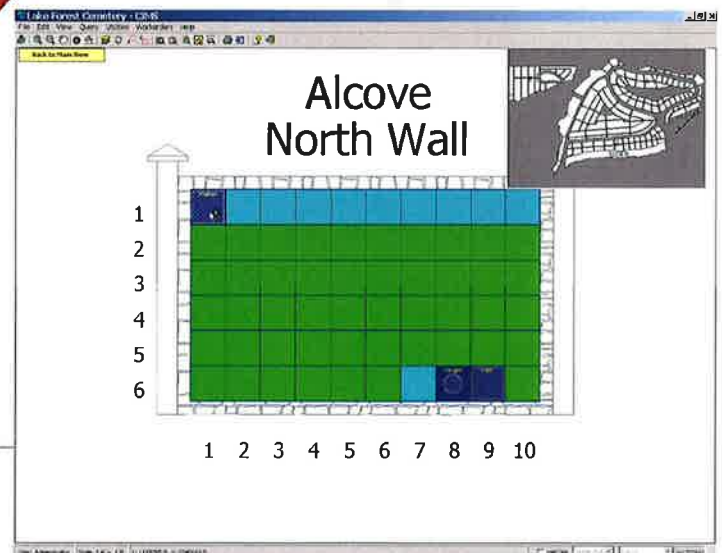
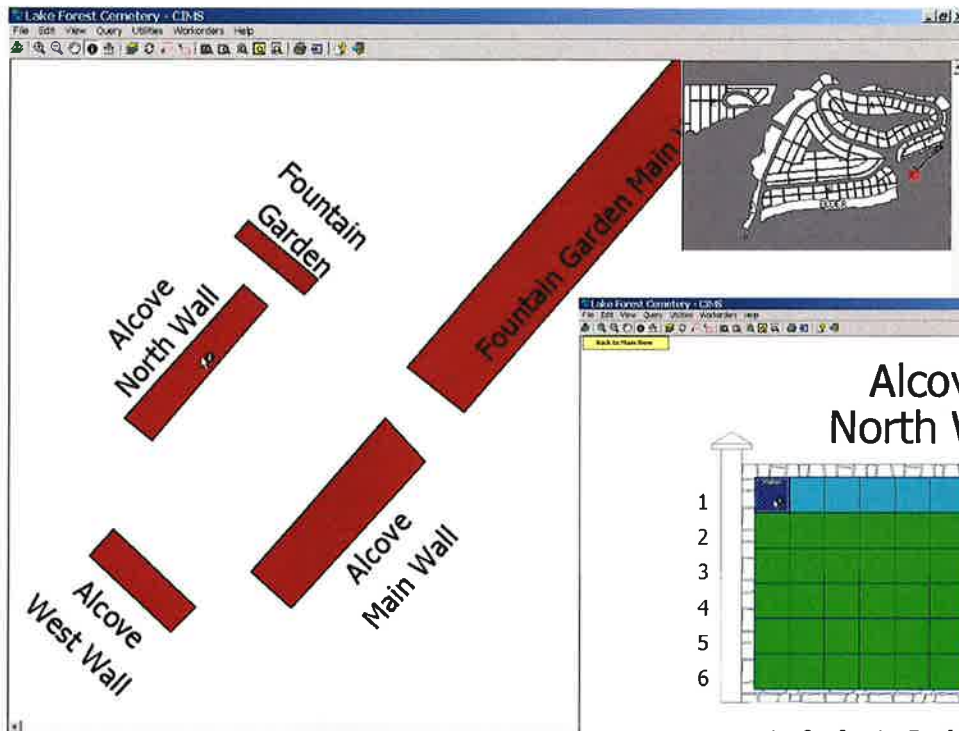
- 7) CIMS has direct updating capabilities for all database tables and graphical features. As the database is updated, maps are updated, so your maps always contain the latest ownership, interment, and marker information.



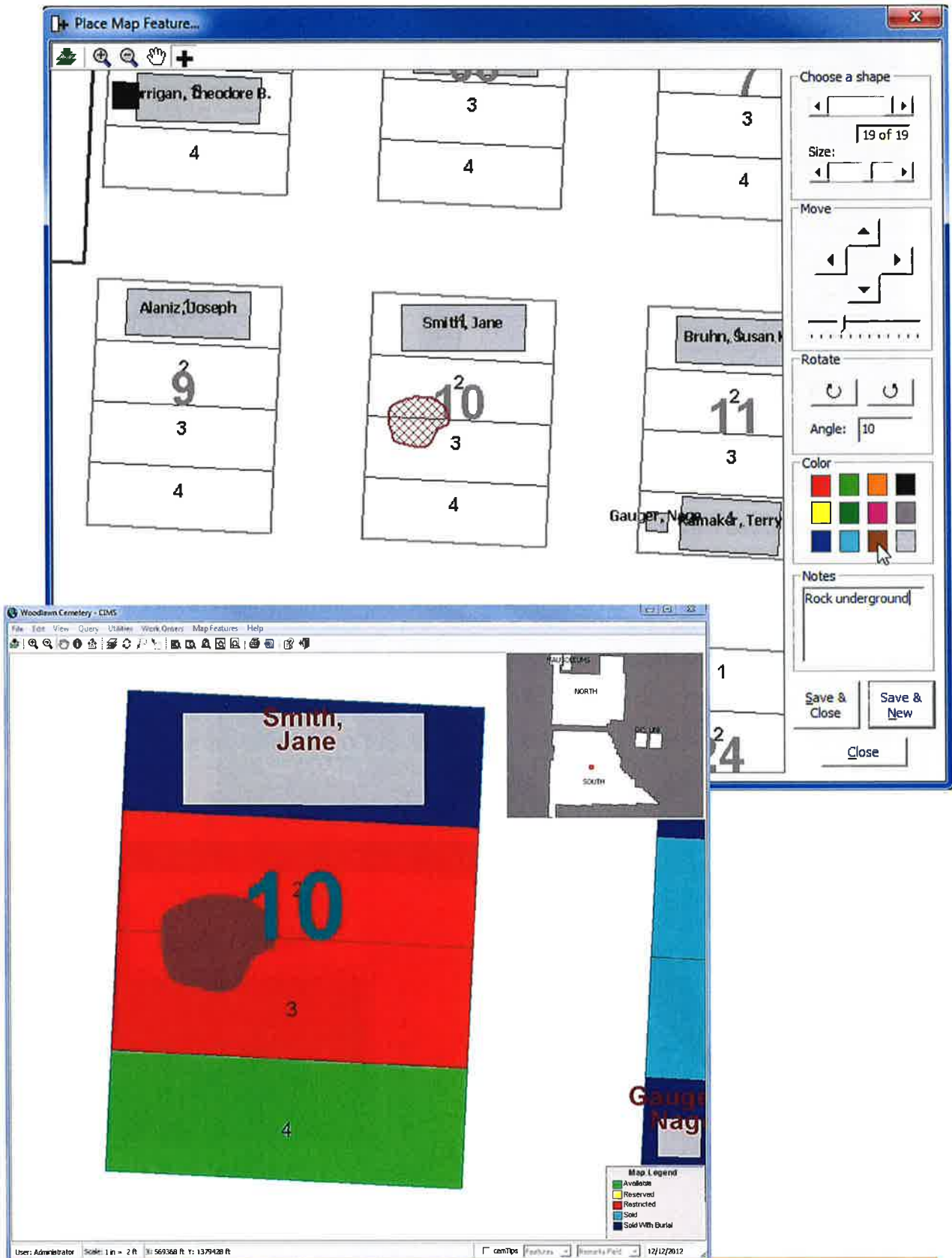
- 8) CIMS allows users to link scanned images to every grave space, burial, marker, deed, and customer. This image can be viewed and printed directly from the software.



- 9) CIMS allows for the mapping of columbariums and mausoleums. Clicking on the outline of the columbarium or mausoleum on the cemetery map will take you to the wall view, just as if you were standing in front of the wall yourself. This allows for a unique, accurate representation of your burial and owner data in columbariums and mausoleums.



- 10) CIMS allows for tracking of various features in your cemetery such as trees, rocks and fire hydrants. The shape, size, and color of the feature can be chosen and then placed on the map, and notes regarding the feature can be saved.



BURIAL SEARCH SOFTWARE – FUNCTIONAL OVERVIEW

Burial Search (formerly eCIMS) is an Internet-based program that allows cemeteries to share their data and maps through interactive kiosks and on the Internet. Once a cemetery enters data into CIMS, Ramaker & Associates will host the maps and the database on a web server, making the data and maps accessible to family members and genealogists. The data and the maps in Burial Search are updated 4 times per year; however pricing is available for more frequent updates. If you would like to proceed with Burial Search, check the box on page 13 or 14. People interested in your cemetery will be able to look up information about the burials in your cemetery and print a map showing the location of the burials. They can do this from your kiosks, or from the Internet, 24 hours a day from the comfort of their own home. Following are basic descriptions of the functionalities of Burial Search.

- 1) Search Burials. Users can search all burials in the cemetery by first or last name.

The screenshot displays the Burial Search software interface. A search window titled "Search By Last Name" is open, showing a search for "french" with a total of 10 results. Below the search bar is a table of results:

Last Name	First Name	Block	Lot	
FRENCH	ANDREW SEYMOUR	16	17	S1/
FRENCH	CARL LEWIS	16	22	S1/
FRENCH	DENA A	16	22	S1/

Below the table are buttons for "Search", "Clear", and "Create Report For Printing".

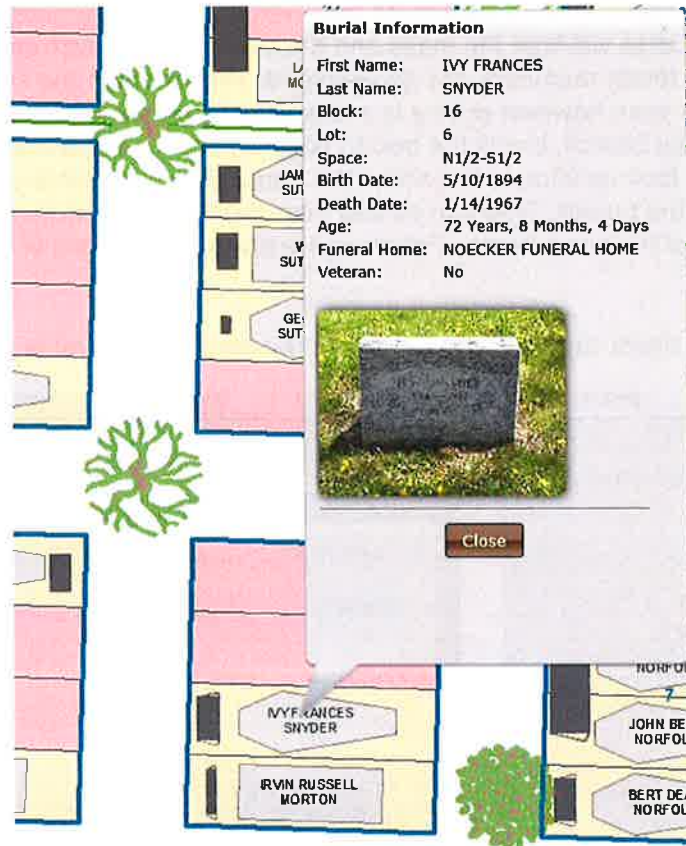
Overlaid on the left is a "Burial Information" window for Andrew Seymour French:

Burial Information
 First Name: ANDREW SEYMOUR
 Last Name: FRENCH
 Block: 16
 Lot: 17
 Space: S1/2-N1/2
 Birth Date: 12/18/1862
 Death Date: 4/27/1955
 Age: 92 Years, 4 Months, 9 Days
 Funeral Home: UNKNOWN
 Veteran: No

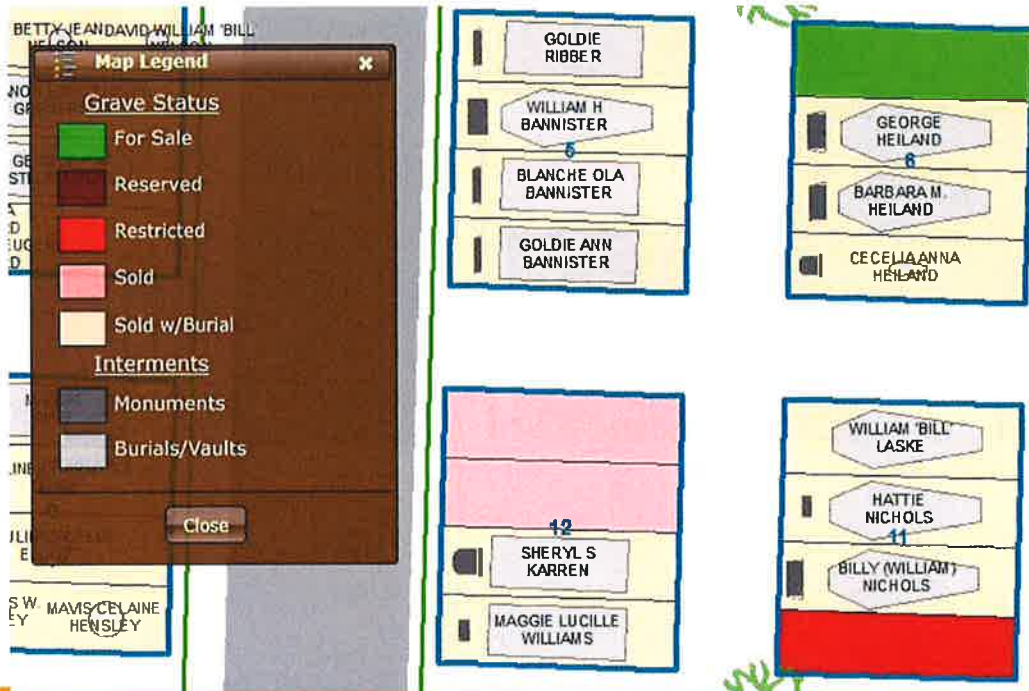
Below the text is a photograph of the burial marker for Andrew Seymour French, with a "Close" button underneath.

The background shows a cemetery map with various burial plots labeled, including "ANDREW SEYMOUR FRENCH" in a pink-shaded plot.

- 2) Identify. Users can click on any burial space for further information on the burial. Information provided to the user is determined by the cemetery, but can include items such as burial location, birth date, death date, funeral home, church, Veteran status and more.



- 3) Map Legend. This legend gives users an easy visual guide to determining which spaces are sold or available.



- 4) Print. The print function allows you to print a map of the information on your screen at that moment.



- 5) Imaging Module. Multiple images can be pulled from the tabs in CIMS, such as the marker tab, the owner tab, or the burial tab. Images will be updated 4 times per each year at the same time that your Burial Search burial and owner data is updated.

Search By Last Name

THOMAS	LEANDER	B	7	N1/
THOMAS	NELLIE	C	51	N1/
THOMAS	RAY	29	41	S1/
THOMAS	RAYDENE MARIE	C	51	N1/

Burial Information

First Name: NELLIE
 Last Name: THOMAS
 Block: C
 Lot: 51
 Space: N1/2-S1/2
 Birth Date: 8/24/1889
 Death Date: 1/17/1978
 Age: 88 Years, 4 Months, 24 Days
 Funeral Home: NOECKER FUNERAL HOME
 Veteran: No

Close

- 6) We are using the latest in internet technology, including HTML5, CSS3 and JavaScript, to bring Burial Search to any internet capable device. This includes iPads, iPhones, Android tablets, traditional desktop computers, laptops and smartphones among many others.

SCOPE OF SERVICE

Ramaker & Associates, Inc. (Ramaker & Associates) will create digital maps in conformance with industry standard format for Arlington Public Cemetery based on the hard copy maps provided. The cemetery must be mapped to the grave level with section, blocks, lots and graves residing on distinct layers. The grave layer will serve as the foundation with which to relate all ownership, interment and marker information. A cemetery official will be expected to assist in the development of accurate maps and data and will be responsible for burial entry.

The first maps will be created to the lot level and may require assistance from a cemetery representative as needed. These maps will be sent to the designated cemetery official for verification and space delineation. Once this step is completed, the space layer of the maps will be created and also sent to the cemetery for verification. The digital maps developed will be accurate depictions of your cemetery. Ramaker & Associates will then provide a relational database structure for the cemetery to input data and relate it to the new digital maps. At that point, the CIMS shell is complete and ready for mass data input.

As an option, Ramaker & Associates can provide the QuickBooks Communication Module. This allows CIMS to communicate with QuickBooks Accounting Software, eliminating the significant amount of double entry that can occur when using separate data management and accounting programs. When a user sells a grave space in CIMS, they can press a button that automatically transfers all the information about the sale to an invoice within QuickBooks. This includes both the customer data including name, address, and phone number as well as information about the sale including which spaces were purchased, and the amount that was paid for them. From this point, the user can add additional items to the invoice, and then print a copy to give to the customer.

TECHNICAL SUPPORT

Ramaker & Associates is committed to providing your cemetery with quality technical support and a timely response. Our first line of technical support is via telephone or email. This is available Monday through Thursday from 7:30 a.m. – 5:00 p.m. CST and Friday from 7:30 a.m. – 11:30 a.m. Our technical support team will work closely with you to generate a solution to your problem. If there is a problem that cannot be handled over the phone, we will use our remote access software to solve your problem. This software is included with CIMS and allows us to access your computer as long as you have access to the Internet. This allows us to see the problem first-hand. In the past, this has been a very effective way of solving problems without coming on-site.

MAINTENANCE PROGRAM

As technology continues to evolve, we would like to keep our clients current. To help Ramaker & Associates provide these services, we offer a Maintenance Program for our custom clients. All clients that are a part of this program will receive upgrades to bring their software up to date with the latest technology. These upgrades include changes and improvements we've made to the program, typically based on client requests. The fee for the CIMS Maintenance plan is due after 120 days and once per year after that. Customers that are up-to-date on the Maintenance Program receive free upgrades and free technical support.

PROJECT SCHEDULE

A preliminary project timeline is outlined below. The start date is contingent upon Ramaker & Associates being provided the maps and information to begin mapping by that date. The completion date will remain fixed only if all tasks outside the control of Ramaker & Associates, Inc. are met by the identified timeline. If tasks are not completed before or at these times, the completion date may need to be modified.

RECEIVE DATA FROM CEMETERY OFFICIAL & BEGIN BASEMAPPING	Week 1
PHASE I: SECTIONAL BASE MAP DELIVERY – (<i>Sections - Lots</i>) Send to cemetery officials for verification	Week 3
RECEIVE MAPS AND ALTERATIONS FROM CEMETERY OFFICIALS	Week 6
PHASE II: GRAVE LEVEL MAP DELIVERY – (<i>Grave</i>) Send to cemetery officials for verification	Week 8
RECEIVE MAPS AND ALTERATIONS FROM CEMETERY OFFICIALS	Week 10
FINAL BASEMAP COMPLETION Send to cemetery officials for final verification	Week 12
RAMAKER RECEIVES OFFICIAL CONFIRMATION OF ACCURACY OF MAP LAYOUT	Week 14
SYSTEM DELIVERY	Week 16

NOTE: In order to comply with this aggressive schedule, all Ramaker & Associates' questions and requests to the cemetery staff must be addressed within three (3) business days. If questions are not addressed in this time period, the schedule may need to be adjusted. If any data migration options are chosen, the schedule will need to allow for additional time, and a separate data migration timeline can be provided upon request. If it has been longer than 6 months since any progress has been made on the project due to delays by the cemetery staff or other causes outside of Ramaker's control, prices on the proposal will be adjusted based on the current Ramaker fee schedule.

PROJECT COST

The following pages include the cost for the scope of work detailed in this contract and are based on the information provided to us. These prices are good for thirty days from the date of this contract. The project cost will not be exceeded without prior authorization from the designated City of Arlington Official. The costs provided for data migration are based upon the files sent to Ramaker & Associates prior to the receipt of this proposal. Any alterations to the files may result in an increased data migration cost.

The initial invoice will be for the software costs. Mapping and data migration services will be billed in 25% increments as they are completed. All other services will be billed upon completion of the project. Any installation and training will be billed upon completion of the training.

The costs *do not* include the following items which may be needed:

1. Computer workstation, printer and scanner
2. Windows Operating System (Windows XP, Vista, 7, 8 or 10)
3. Backup Device and Media (Flash Drive, Tape Drive, or Online Backup System)

OPTION A - CIMS 4.6 Implementation (Without QuickBooks Integration)

One CIMS 4.6 license	\$3,995
Creation of interactive "smart" map 8.33 acres @ \$800/acre for CAD files	\$6,664
Incorporating Aerial Photo Layer, \$400 per cemetery Ramaker & Associates will acquire a photo from your local government	\$800
One Year System Support For Technical Support and Free Upgrades	\$1,000
TOTAL OPTION A	\$12,459

Additional Options		Please check the box if you would like to proceed with the option
On-site Installation and Training This typically requires 2 days unless the travel time is minimal	\$1,850/day	<input type="checkbox"/> (Plus Travel Costs)
Online Training (circle one)	\$750 – half day \$1,500 – full day	<input type="checkbox"/>
Additional Map Layers (e.g., sprinklers, utilities) [<input type="text"/>] How Many	\$500/each	<input type="checkbox"/>
Customize CIMS Deed to match the language and look of the Arlington Public Cemetery Deed	\$800	<input type="checkbox"/>
Additional CIMS Software Licenses [<input type="text"/>] How Many	\$2,100/each	<input type="checkbox"/>
	This fee includes a one-time fee of \$1,500 per license and an annual system support fee of \$600 per license per year.	
Burial Search Internet Mapping Module A website hosted by Ramaker & Associates that will allow your customers to look up information about their loved ones on our website. **With this annual fee, Ramaker & Associates will update the data 4 times per year. More frequent updates are available for an additional charge.	\$1,000 Set Up Fee and \$1,200**/year hosting fee	<input type="checkbox"/> \$1,000 set up fee covers the first cemetery. Additional cemeteries can be added for \$500 each.
Burial Search Imaging Module	\$500/year 1st GB data \$250/year add'l GB	<input type="checkbox"/> CIMS & Burial Search must be implemented first

Ramaker & Associates now accepts payment via MasterCard, Visa, and American Express.



OPTION B - CIMS 4.6 with QuickBooks Communication Module**

One CIMS 4.6 license with QuickBooks Communication Module	\$4,500
Creation of interactive "smart" map 8.33 acres @ \$800/acre for CAD files	\$6,664
Incorporating Aerial Photo Layer, \$400 per cemetery Ramaker & Associates will acquire a photo from your local government	\$800
Training (please choose one option)	
On-site Training This typically requires 2 days unless the travel time is minimal. If more than one Ramaker staff member travels on-site for this project, or if more than 3 cemetery staff members need training, additional fees may be assessed.	\$1,850/day (Plus travel costs)
Online Training - Full Day	\$1,500
Online Training - Half Day	\$750
One Year System Support For Technical Support and Free Upgrades	\$1,150

TOTAL OPTION B **\$13,114 + training**

(**This option requires QuickBooks Pro 2015 software – or a newer version. Cost is approximately \$225. Can be purchased at your local office supply store or through Ramaker & Associates if desired)

Additional Options		Please check the box if you would like to proceed with the option	
Additional Map Layers (e.g., sprinklers, utilities) [<input type="text"/>] How Many	\$500/each	<input type="checkbox"/>	
Customize CIMS Deed to match the language and look of the Arlington Public Cemetery Deed	\$800	<input type="checkbox"/>	
Additional CIMS + QuickBooks [<input type="text"/>] Communication License How Many	\$2,700/each	<input type="checkbox"/>	This fee includes a one-time fee of \$2,000 per license and an annual system support fee of \$700 per license per year.
Burial Search Internet Mapping Module A website hosted by Ramaker & Associates that will allow your customers to look up information about their loved ones on our website. **With this annual fee, Ramaker & Associates will update the data 4 times per year. More frequent updates are available for an additional charge.	\$1,000 Set Up Fee and \$1,200**/year hosting fee	<input type="checkbox"/>	\$1,000 set up fee covers the first cemetery. Additional cemeteries can be added for \$500 each.
Burial Search Imaging Module	\$500/year 1st GB data \$250/year add'l GB	<input type="checkbox"/>	CIMS & Burial Search must be implemented first

Ramaker & Associates now accepts payment via MasterCard, Visa, and American Express.

TERMS AND CONDITIONS

PLEASE SEE ATTACHED TERMS AND CONDITIONS.

AUTHORIZATION

If you wish to proceed, please choose an appropriate option below, and then sign the last page of this document. Return one complete signed copy to Ramaker & Associates either hardcopy or via email. If we are given verbal or other written notification to proceed, it will be mutually understood that both parties will be contractually bound by this contract, even in the absence of written acceptance.

Please
Check One

- PROCEED WITH OPTION A**

- PROCEED WITH OPTION B**

RAMAKER & ASSOCIATES, INC.
GENERAL TERMS AND CONDITIONS OF AGREEMENT – SOFTWARE PRODUCTS

These Terms and Conditions of Agreement constitute the agreement ("Agreement") pursuant to which services are to be performed by Ramaker & Associates, Inc. (hereafter "Consultant") upon acceptance by the client ("Client") of the attached proposal or the Product Order Form ("Proposal"). The Scope of Services, Project Cost, and Project Schedule sections of the Proposal are incorporated by reference into these Terms and Conditions of Agreement, and are part of the Agreement. If a Proposal is submitted to Client and Client fails to return a signed copy of the Proposal but knowingly allows Consultant to proceed with the services, then Client shall be deemed to have accepted the terms of the Proposal and these General Terms & Conditions. If there is a conflict or inconsistency between any express term or condition in the Proposal and these General Terms & Conditions, the Proposal shall take precedence. The Proposal and these General Terms & Conditions constitute the entire Agreement, and supersede any previous agreement or understanding.

SECTION 1: Scope of Services

The Scope of Work and the Project Schedule defined in the Proposal are based on the information provided by Client. If this information is incomplete or inaccurate, or if Client directs Consultant to change the original Scope of Services established by the Proposal, then an amendment to this Agreement is required. Consultant may rely on the representations of Client, and Consultant's obligations under this Agreement are limited by all specific directives of Client.

SECTION 2: Change In The Scope of Services

Any written or oral communication from Client that requests changes in the Scope of Services shall be treated as a Change Order Proposal. Consultant shall give written notice within ten (10) days of the proposed change order of any resulting increase in fees or costs. If the Client agrees with the Change Order Proposal, it shall become a Change Order to this Agreement and change the Scope of Services and Agreement Price accordingly. If the Client does not approve the Change Order, there shall be no change in the Scope of Services.

SECTION 3: Fees, Billing & Payment Terms

3.1 Client shall pay to Consultant a fixed fee unless otherwise indicated in the Proposal. The proposed Project Cost and Project Schedule constitute Consultant's best estimate of the charges and time required to complete the Project. As the Project progresses, facts uncovered may dictate revisions in scope, schedule or fee. The technical and pricing information in proposals is the confidential and proprietary property of Consultant. Client agrees not to use or to disclose to third parties any technical or pricing information without Consultant's written consent.

3.2 PAYMENT DUE. Invoices shall be submitted by the Consultant (monthly, bi-monthly, weekly, or upon completion of each phase) as identified here or within the Proposal. Invoices are due upon presentation and shall be considered past due if not paid within thirty (30) calendar days of the due date.

3.3 INTEREST. If payment in full is not received by the Consultant within thirty (30) calendar days of the due date, invoices shall bear interest at one-and-one-half (1.5) percent (or the maximum rate allowable by law, whichever is less) of the PAST DUE amount per month, which shall be calculated from the invoice due date. Payment thereafter shall be applied to accrued interest and then to the unpaid principal.

3.4 COLLECTION COSTS. If the Client fails to make payments when due and the Consultant incurs any costs in order to collect overdue sums from the Client, the Client agrees that all such collection costs incurred shall immediately become due and payable to the Consultant. Collection costs shall include, without limitation, legal fees, collection agency fees and expenses, court costs, collection bonds, and reasonable Consultant staff costs at standard billing rates for the Consultant's time spent in efforts to collect. This obligation of the Client to pay the Consultant's collection costs shall survive the term of this Agreement or any earlier termination by either party.

SECTION 4: Suspension of Services

If the Client fails to make payments when due or otherwise is in breach of this Agreement, the Consultant may immediately suspend performance of services. The Consultant shall have no liability whatsoever to the Client for any costs or damages as a result of such suspension caused by any breach of this Agreement by the Client. Upon payment in full by the Client, the Consultant shall resume services under this Agreement, and the time schedule and compensation shall be equitably adjusted to compensate for the period of suspension plus any other reasonable time and expense necessary for the Consultant to resume performance.

SECTION 5: Limitation of Liability

In recognition of the relative risks and benefits of the Project to both the Client and the Consultant, the risks have been allocated such that the Client agrees, to the fullest extent permitted by law, to limit the liability of the Consultant to the Client for any and all claims, losses, costs, damages of any nature whatsoever or claims expenses from any cause or causes, including legal fees and costs and expert-witness fees and costs, so that the total aggregate liability of the Consultant to the Client shall not exceed the initial fee paid to purchase the Desktop-based Products or the initial fee paid for the software license for Cloud-based Products.

It is intended that this limitation apply to any and all liability or cause of action however alleged or arising, unless otherwise prohibited by law. In no event shall Consultant be liable hereunder for any indirect, incidental, punitive or consequential damages (including lost business profit or claims for extended duration, delays, or hindrance) sustained by the Client for any matter arising out of or pertaining to the subject matter of this Agreement.

SECTION 6: Force Majeure

Consultant shall not be liable for any loss or damage due to failure or delay in rendering any service called for under the Proposal resulting from any cause beyond Consultant's reasonable control, including but not limited to acts of God, acts or omission of governments, strikes, lockouts, or other industrial disturbances, riots, terrorism, acts of the public enemy, wars, blockades, insurrections, epidemics, landslides, earthquakes, fire, storms, lightning, floods, washouts, civil disturbances, and any other acts or omissions similar to the kind herein enumerated, but not within the control of the affected party and which by the exercise of due diligence said party is unable to overcome.

SECTION 7: Use and Ownership of Documents

The drawings, specifications and other documents, including those in electronic form, prepared by the Consultant, are considered Instruments of Service. The Consultant and the Client warrant that in transmitting Instruments of Service, or any other information, the transmitting party is the copyright owner of such information or has permission from the copyright owner to transmit such information for its use on the Project. The Consultant and the Consultant's consultants shall be deemed the authors and owners of their respective Instruments of Service, including the Drawings and Specifications, including those in electronic format, and shall retain all common law, statutory and other reserved rights, including copyrights. Submission or distribution of Instruments of Service to meet official regulatory requirements or for similar purposes in connection with the Project is not to be construed as publication in derogation of the reserved rights of the Consultant and the Consultant's consultants. Upon execution of this Agreement, the Consultant grants to the Client a nonexclusive license to use the Consultant's Instruments of Service solely and exclusively for purposes of constructing, using, maintaining, altering and adding to the Project, provided that the Client substantially performs its obligations, including prompt payment of all sums when due, under this Agreement. The Consultant shall obtain similar nonexclusive licenses from the Consultant's consultants consistent with this Agreement. The license granted hereunder permits the Client to authorize its contractors, as well as the Client's consultants and separate contractors, to reproduce applicable portions of the Instruments of Service solely and exclusively for use in performing services or construction for the Project. In the event the Client uses the Instruments of Service without retaining the author of the Instruments of Service, the Client releases the Consultant and Consultant's consultant(s) from all claims and causes of action arising from such uses. No other license or right shall be deemed granted or implied under this Agreement. Any unauthorized use of the Instruments of Service shall be at the Client's sole risk and without liability to the Consultant and the Consultant's consultants. "Documents" as referred to herein are limited to the printed copy (hard copy) that are signed or sealed by Consultant, its agents or employees. Files on electronic media of text, data, graphics, or of other types that are furnished by Consultant, are only for the convenience of Client, and are furnished solely at the discretion of Consultant, and Consultant has no obligation to provide Client any electronic files at any time. Because electronic media can deteriorate or be modified, inadvertently or otherwise, without authorization of the data's creator, the party receiving electronic data agrees that it will perform acceptance tests or procedures within 30 days, after which the receiving party shall be deemed to have accepted the data thus transferred. Any errors detected in the 30-day period will be corrected by the creator of the electronic data. The creator of electronic files is under no obligation to maintain hardware or software to use the media of transfer at a future date. Any conclusions of information derived from electronic files that are not specifically a requirement of the Project work statement are at the user's sole risk. Consultant will retain all Documents which were generated or used while performing services under this Agreement, for a period of three (3) years following completion of this Project. During this time, Consultant will reasonably make available these Documents to Client during regular business hours. Consultant may charge a reasonable fee in addition to its professional fees for storing, retrieving, or copying such Documents.

SECTION 8: Licensing

Ramaker & Associates software applications, trademark, software source code, trade secrets, copyright and all other rights, real or implied, (including but not limited to any images, photographs, animations, video, audio, music, texts and "applets," incorporated into the software product) ("Products") are and remain the sole property of Consultant. This does not include any data currently owned by the Client. The software product is licensed, not sold. You may install or access only the number of licenses agreed to in this Agreement. Each license is for one computer only for Desktop-based Products and one user login at a time for Cloud-based Products. The End User Licensing Agreement located at <http://www.ramaker.com/s/RamakerSoftwareEULA.pdf> (or attached hereto) is made part of this Agreement, and is incorporated as if fully set forth herein.

SECTION 9: Patents

Any patentable or copyrightable concepts developed by Consultant as a consequence of service hereunder are the sole and exclusive property of Consultant and nothing in this Agreement shall be deemed to grant Client any right in or to such concepts.

SECTION 10: Insurance

Consultant shall maintain worker's compensation, employer's liability, commercial general liability, automotive liability, and professional liability insurance during the time it is performing services hereunder. The Client shall be responsible for purchasing and maintaining the Client's usual liability insurance and, at its option, may purchase and maintain such other insurance as will protect it against claims which may arise from operations under the contract documents.

SECTION 11: Third Party Beneficiaries

This Agreement does not create any benefits for any third party.

SECTION 12: Termination

No termination of this Agreement by Client will be effective unless Client gives seven days prior written notice with the reasons and details, and Consultant is afforded an opportunity to respond. Where the method of payment is "Lump Sum," Client agrees that the final invoice will be based on services performed to the effective date of cancellation, plus an equitable adjustment to provide for costs Consultant incurred for commitments made prior to cancellation.

SECTION 13: Governing Law

The Agreement shall be governed by and construed in accordance with the laws of the State of Wisconsin.

SECTION 14: Non-Solicitation

During the term of this Agreement and for a period of one (1) year thereafter, Client agrees not to recruit, solicit or hire, directly or indirectly, employee(s) of Consultant without the express written consent of Consultant.

SECTION 15: Severability

The various terms, provisions and covenants herein contained shall be deemed to be separable and severable, and the invalidity or unenforceability of any of them shall in no manner affect or impair the validity or enforceability of the remainder hereof.

SECTION 16: Entire Agreement/Counterparts/Signatures

This Agreement constitutes the entire Agreement between the parties and supersedes all prior negotiations, representations or agreements relating thereto, written or oral, except to the extent they are expressly incorporated herein. Unless otherwise provided for herein, no amendments, changes, alterations, or modifications of this Agreement shall be effective unless in writing signed by Client and Consultant. Each of the parties has been involved in determining the provisions of this Agreement, and in case of a conflict herein such conflict shall not be resolved or determined in favor of or against a party hereto, in whole or in part, based on whether or not such party has prepared this Agreement or any provision hereof. Client is bound by the terms of this Agreement if Consultant is instructed by Client to proceed with the Scope of Services and Client has not objected to any of the terms and conditions contained herein. This Agreement may be executed in any number of counterparts with the same effect as if all Parties hereto had signed the same document. All counterparts shall be construed together and shall constitute one agreement. Facsimile (including faxed or scanned and e-mailed) signatures shall be accepted and be binding upon the Parties as an original. The Parties hereto warrant and represent that they have the authority to execute this Agreement on behalf of the persons or entities for whom are signing this Agreement.

IN WITNESS WHEREOF, this Agreement has
executed on behalf of Consultant as of this

23rd day of April, 2020.

RAMAKER & ASSOCIATES, INC.

By: Brandon Finley

Name: Brandon Finley

Title: Director of CIMS

IN WITNESS WHEREOF, this Agreement has been
executed on behalf of Client as of this

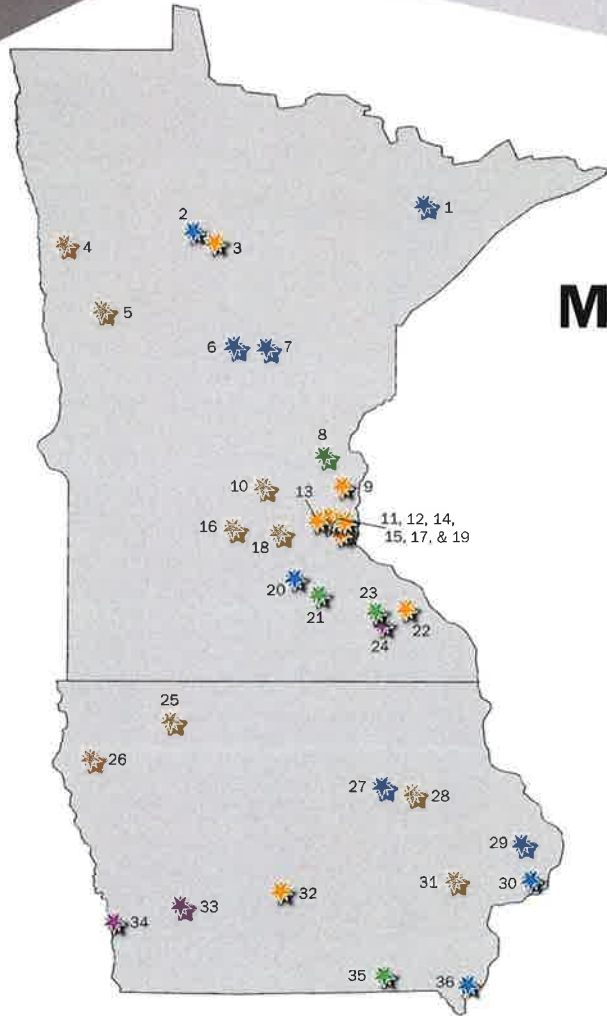
_____ day of _____, 2020.

CLIENT

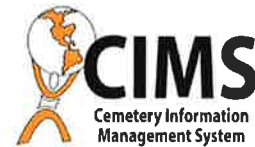
By: _____

Name: _____

Title: _____



Minnesota & Iowa CIMS Cemetery Software Client References



Software Type

- CIMS Cloud
- CIMS Cloud Light
- CIMS Desktop
- CIMS Desktop Light

- | | | |
|--|---|--|
| <p>1 ★ Argo Cemetery (Babbitt, MN)
Wendy Schlueter (218) 827-3464</p> <p>2 ★ St. Philips Catholic Church- Holy Cross Cemetery (Bemidji, MN)
Tammy Johnson (218) 444-4262</p> <p>3 ★ City of Cass Lake, MN
Bobbi Karpinski (218) 335-2238</p> <p>4 ★ Ada, MN Cemetery
Stephanie Knutson (218) 784-5520</p> <p>5 ★ St. Mary of the Lakes Cemetery (Lake Park, MN)
Leslie Backer (701) 799-8305</p> <p>6 ★ Lake Shore, MN Memorial Gardens
Teri Hastings (218) 963-2148</p> <p>7 ★ Lakewood Cemetery (Crosby, MN)
Rene Lind (218) 546-5021</p> <p>8 ★ North Isanti Baptist Church (Cambridge, MN)
Janis Eastlund (763) 732-8322</p> <p>9 ★ Calvary Cemetery- St. Peter's Church (Forest Lake, MN)
Kathy Fraser (651) 464-4571</p> <p>10 ★ St. Timothy's Parish (Maple Lake, MN)
Mike Raiche (320) 963-2421</p> <p>11 ★ Roselawn Cemetery Association (Roseville, MN)
Michele Lind (651) 489-1720</p> <p>12 ★ Union Cemetery Association (Maplewood, MN)
Dominic Pierre (651) 739-0468</p> | <p>13 ★ Temple Israel Memorial Park (Minneapolis, MN)
Anne Rasmussen (612) 377-8680</p> <p>14 ★ Guardian Angels Catholic Church and Cemetery (Oakdale, MN)
Sharon Schwarz (651) 789-3182</p> <p>15 ★ Mount Zion Temple (St. Paul, MN)
Janelle Norlien (651) 698-2542</p> <p>16 ★ Oakland Cemetery (Hutchinson, MN)
Sonja Peterson (320) 234-4245</p> <p>17 ★ Cottage Grove, MN Cemetery
Nan Palmer (612) 819-4570</p> <p>18 ★ St. Joseph Catholic Church (Waconia, MN)
Sandy Rosetter (952) 442-2384</p> <p>19 ★ St. Thomas Aquinas Cemetery (St. Paul Park, MN)
Mary Jo Luedtke (651) 459-2131</p> <p>20 ★ Most Holy Redeemer Church- Calvary Cemetery (Montgomery, MN)
Leonard Ouradnik (612) 849-4876</p> <p>21 ★ St. Lawrence Cemetery/Calvary Cemetery (Faribault, MN)
Jonathan Brandtner (507) 334-2266 x11</p> <p>22 ★ Church of St. Joachim Cemetery Association (Lake Shore, MN)
Barbara Perk (507) 534-3719</p> <p>23 ★ Oronoco, MN Cemetery
John Tilford (507) 273-1661</p> <p>24 ★ Oakwood Cemetery (Rochester, MN)
Colleen Schulz (507) 282-1608</p> | <p>25 ★ City of Spencer, IA
Tim Hamrick (712) 582-7200</p> <p>26 ★ All Saints Catholic Church (LeMars, IA)
Annette Kulken (712) 546-5223</p> <p>27 ★ City of Cedar Falls, IA
Julie Sorensen (319) 268-5111</p> <p>28 ★ St. Athanasius Parish (Jesup, IA)
Jeffrey Dole (319) 230-0443</p> <p>29 ★ Union Cemetery Association (Delmar, IA)
Chris Tubbs (563) 678-2850</p> <p>30 ★ St. Ann Catholic Church (Long Grove, IA)
Mary Woerdhoff (563) 285-4596</p> <p>31 ★ Iowa City, IA
Kellee Fruehling (319) 356-5043</p> <p>32 ★ Jordan Cemetery (West Des Moines, IA)
Sally Ortgies (515) 222-3600</p> <p>33 ★ Atlantic, IA Cemetery
Bob Cassidy (989) 624-4259</p> <p>34 ★ Fairview & Clark Cemeteries (Council Bluffs, IA)
Heather Waugh (712) 328-4932</p> <p>35 ★ IOOF Cemetery and Bloomfield South Cemetery (Bloomfield, IA)
Butch Priester (641) 208-2355</p> <p>36 ★ City of Ford Madison, IA
Melinda Blind (319) 372-8917 x273</p> |
|--|---|--|

City Employee

From: Gaspar Jaen-Maisonet <gaspar.jaenmaisonet@plotbox.io>
Sent: Thursday, April 23, 2020 11:30 AM
To: City Employee
Subject: PlotBox Pricing Inquiry

Hi Jane,

Thanks for speaking with me today,

As I mentioned PlotBox starts at 500\$ a month for up to 3 users.

A cemetery of your size wouldn't be a good fit since we're more tailored for active cemeteries.

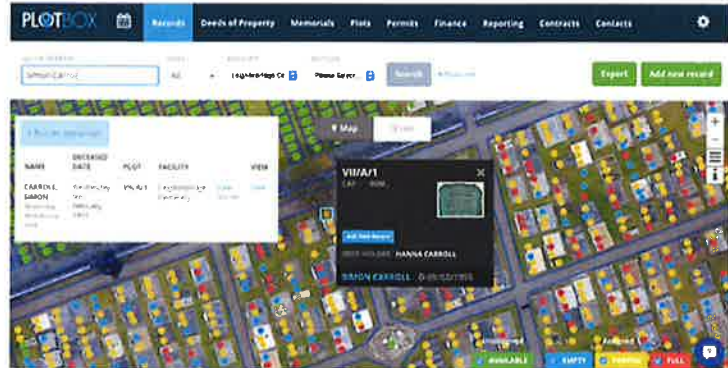
Let me know if you have any questions,

Gaspar



--
Gaspar Jaen Maisonet
Business Development- Los Angeles, CA
PlotBox Inc.
P - (617) 504-1741
W - <https://www.plotbox.io/>
E: Gaspar.jaenmaisonet@plotbox.io

The essential software package is designed for daily operational cemeteries or crematoria with a small number of staff. This package includes 1-3 users, online support and access to the following modules:

- Records Management
- Deeds Management
- Plot Management
- Public Portal
- Mapping Module
- Contracts Management
- Booking Schedule





Module	Benefit
<p>Records Management</p> 	<p>Add your deceased records to a searchable database. Use the quick names search feature as well as a range of filters in the advanced search option to interrogate the database. Attach images to the records allowing you to display headstone images and paper records relating to the deceased.</p>
<p>Deeds Management</p> 	<p>Use this module to keep track of grave owners. Easily find a deed document and print it off. These documents can be customised to reflect your own standard documents including logos and any T&Cs. You can also perform a transfer of ownership if required.</p>
<p>Plot Management</p> 	<p>Add your plot inventory, capacities and view live availability status on each plot. It is easy to determine which plots are available, sold, have room for another burial or have reached their full capacity through our colour coded availability status key.</p>
<p>Public Portal</p> 	<p>Avail of our public genealogy site called DiscoverEverAfter. Family history researchers can browse to find graves and records of their ancestors. Visitors to your cemetery can use our Walk To Grave feature on their smartphone. Online users will be able to order flowers and other services direct to your cemetery and access information about available inventory.</p>
<p>Mapping</p> 	<p>High resolution drone imagery to create a truly digital map of your cemetery. The map can be accessed from any device in real-time and available inventory can be displayed quickly. Old paper maps can be linked and you can use our innovative iPad app to link records the the map.</p>

Module	Benefit
 <p>Contracts</p>	Use this module to sell pre-need contracts. Easily manage your price list and merchandising. Print contract documentation at the click of a button. Docusign contracts in the system and generate meaningful sales reports.
 <p>Booking Schedule</p>	This module provides a diary view of your burials, cremations and appointments. There is a full booking form for each process. Burial orders, cremation certificates and schedule forms can be produced in the system.

With the Essential software package there are some modules available to add as bolt-ons. These modules include:

- Documents Module
- CRM For Sales

Module	Benefit
 <p>Documents</p>	Documents can be stored in our system like a virtual filing cabinet. Quickly transcribe and link pages to records in the system.
 <p>CRM For Sales</p>	Import leads, assign to specific counsellors, record activities and set tasks. Export mailing lists with ease. Generate lead source reports as well as sales counsellor activity reports.

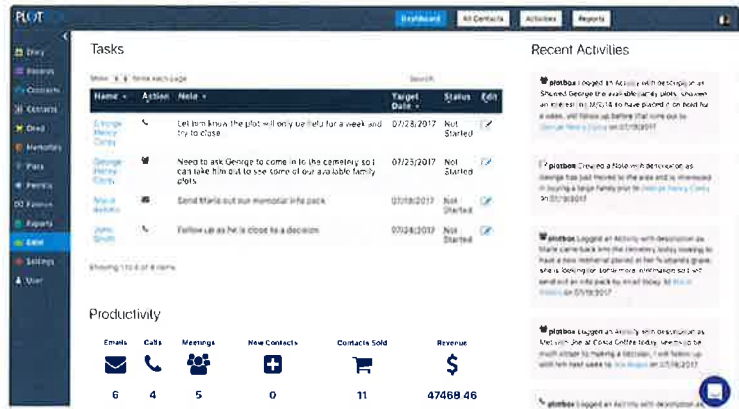
Need More Functionality?






Check out our Pro Package which includes the following modules & bolt-ons:





- Records Management
- Deeds Management
- Plot Management
- Public Portal
- Mapping Module
- Contracts Management
- Booking Schedule
- Memorials Management
- Financial Reporting
- Documents Module
- CRM For Sales
- Work Orders

The Pro software package is perfect for organizations who manage large or multiple facilities (Maximum 3 cemeteries/crematoria). This package includes 1-10 users, 24/7 online support and access to the following modules:

- Records Management
- Deeds Management
- Plot Management
- Public Portal
- Mapping Module
- Contracts Management
- Booking Schedule
- Memorials Management
- Financial Reporting






Module	Benefit
<p>Records Management</p> 	<p>Add your deceased records to a searchable database. Use the quick names search feature as well as a range of filters in the advanced search option to interrogate the database. Attach images to the records allowing you to display headstone images and paper records relating to the deceased.</p>
<p>Deeds Management</p> 	<p>Use this module to keep track of grave owners. Easily find a deed document and print it off. These documents can be customised to reflect your own standard documents including logos and any T&Cs. You can also perform a transfer of ownership if required.</p>
<p>Plot Management</p> 	<p>Add your plot inventory, capacities and view live availability status on each plot. It is easy to determine which plots are available, sold, have room for another burial or have reached their full capacity through our colour coded availability status key.</p>
<p>Public Portal</p> 	<p>Avail of our public genealogy site called DiscoverEverAfter. Family history researchers can browse to find graves and records of their ancestors. Visitors to your cemetery can use our Walk To Grave feature on their smartphone. Online users will be able to order flowers and other services direct to your cemetery and access information about available inventory.</p>
<p>Mapping</p> 	<p>High resolution drone imagery to create a truly digital map of your cemetery. The map can be accessed from any device in real-time and available inventory can be displayed quickly. Old paper maps can be linked and you can use our innovative iPad app to link records the the map.</p>

Module	Benefit
Contracts 	Use this module to sell pre-need contracts. Easily manage your price list and merchandising. Print contract documentation at the click of a button. Docusign contracts in the system and generate meaningful sales reports.
Booking Schedule 	This module provides a diary view of your burials, cremations and appointments. There is a full booking form for each process. Burial orders, cremation certificates and schedule forms can be produced in the system.
Memorials 	Add and manage memorials within this module. Set up memorials on leases for renewal. Can be used for annual floral programs for example Christmas Wreath Program.
Financial Reporting 	Generate meaningful financial reports using this module. Reports include: accounts receivable, general ledger reporting, detailed sales reporting, counsellor sales comparison, inventory reports and deferred revenue reports.

With the Pro software package there are some modules available to add as bolt-ons. These modules include:

- Documents Module
- CRM For Sales
- Work Orders

Module	Benefit
Documents 	Documents can be stored in our system like a virtual filing cabinet. Quickly transcribe and link pages to records in the system.
CRM For Sales 	Import leads, assign to specific counsellors, record activities and set tasks. Export mailing lists with ease. Generate lead source reports as well as sales counsellor activity reports.
Work Orders 	Add work orders to the system setting due dates and assign plots to the work. The work orders can be linked to contracts and assigned to colleagues in the system. Keep track of assigned work orders with the dashboard view.

Need More Functionality?

Contact our sales team to enquire about our Enterprise package which is designed for large organizations who manage multiple facilities and have lots of staff.

City Employee

From: Jason Habing <jason@coyotecreekdigital.com>
Sent: Monday, April 27, 2020 11:18 AM
To: City Employee
Subject: Re: Cemify Contact Request

Thanks for the additional information Jane. Based on this, I would estimate the project roughly as follows:

\$2,100 digital mapping fee - this would be the price for us to convert the maps you sent into a digital and interactive map in our system. We would use the maps you sent and the satellite imagery of the cemetery to do this remotely.

\$799 per year annual software subscription - this covers ongoing costs for supporting the software such as technical support, hosting & data backups, as well as software maintenance and improvements.

I'm not quite sure what your situation is with regards to plot ownership and burial records, but this pricing assumes that you would be typing up your records, either directly into our system or into a spreadsheet for import. If you wanted help with that, I would just need to learn a bit more about what the format of your current records is in.

If you think we may be a fit, just let me know and I'm happy to follow up with next steps.

Best,

Jason Habing
Founder, Cemify
Office: 408-785-4655
Mobile: 408-710-3705

On Fri, Apr 24, 2020 at 12:49 PM City Employee <CityHall@arlingtonmn.com> wrote:

The street address is:

304 5th Ave SE

Arlington, MN 55307

Jane Ramacher

Administrative Assistant



204 Shamrock Drive
Arlington, MN 55307
PH: (507) 964-2378
FAX: (507) 964-5973

cityhall@arlingtonmn.com

From: Jason Habing <jason@coyotecreekdigital.com>
Sent: Friday, April 24, 2020 12:04 PM
To: City Employee <CityHall@arlingtonmn.com>
Subject: Re: Cemify Contact Request

Sounds good, take your time and let me know how I can help. For a price quote, I would just need you to send me a few examples of the mapping you have now (photos are fine if you're using paper maps) and the physical address of the cemetery.

Best,

Jason Habing

Founder, Cemify

Office: 408-785-4655

Mobile: 408-710-3705

On Fri, Apr 24, 2020 at 9:27 AM City Employee <CityHall@arlingtonmn.com> wrote:

I did get your email and the document. Just doing some initial research right now. What would you need to get me a detailed price quote?

Jane Ramacher

Administrative Assistant



204 Shamrock Drive
Arlington, MN 55307
PH: (507) 964-2378
FAX: (507) 964-5973

cityhall@arlingtonmn.com

From: Jason Habing <jason@coyotecreekdigital.com>
Sent: Friday, April 24, 2020 10:53 AM
To: City Employee <CityHall@arlingtonmn.com>
Subject: Re: Cemify Contact Request

Hi Jane,

I'm just checking in to make sure you received the PDF I sent. Take your time reviewing it, of course, but I just want to make sure it was delivered properly? Sometimes it gets trapped in email filters because of the attachment.

Best,

Jason Habing

Founder, Cemify

Office: 408-785-4655

Mobile: 408-710-3705

On Mon, Apr 20, 2020 at 9:46 AM Jason Habing <jason@coyotecreekdigital.com> wrote:

Hi Jane,

This is Jason with Cemify, following up on the contact request you submitted on our website. To get you started, I've attached a document with more information about our features & pricing.

Just let me know if you have any questions!

Best,

Jason Habing

Founder, Cemify

Office: 408-785-4655

Mobile: 408-710-3705



Cloud based software built for cemeteries of all sizes.

Cemify is an intuitive and affordable software system for managing plot ownership, burial records, mapping, sales, work orders & more.



Hello,

My name is Jason, owner and co-founder of Cemify. Thank you for taking the time to consider our software. Before discussing our features & pricing, here's a little more information about our company and how we got started:

My wife and I started Cemify in late 2017 after trying to find an adequate software system for our family owned cemetery in California. In our search, we found several options available, but none that met our needs. Specifically, we found the existing options on the market were:

- Too expensive, with hard to understand or secretive pricing structures.
- Outdated, with confusing user interfaces or software that hadn't been updated in years.
- Tough to set up, with time intensive (and expensive) implementation processes.

At the time, I was working in technology at Twitter and knew that there could be a better solution than what was currently available. That's when we got to work building Cemify.

Since then, we've talked to over 200 cemeteries about their cemetery record keeping processes. Most use a combination of paper maps, written books or Excel documents, or other cobbled together solutions. Almost all of them had the same problems:

- Their record keeping processes were hard to explain or transfer to new employees.
- There was little to no protection against data loss or damage.
- Cemetery records were hard to access on the go, or to share with other employees.
- Many records were inaccurate, leading to sales of occupied or already owned plots.

We've used our personal experience in the cemetery industry & everything we've learned from our 200+ discussions to make these into problems of the past and build a clear leader in cemetery management software.

If you have any of the problems I mentioned above & would like to make a change at your cemetery, we'd love to speak with you and see if we might be a fit.

Sincerely,

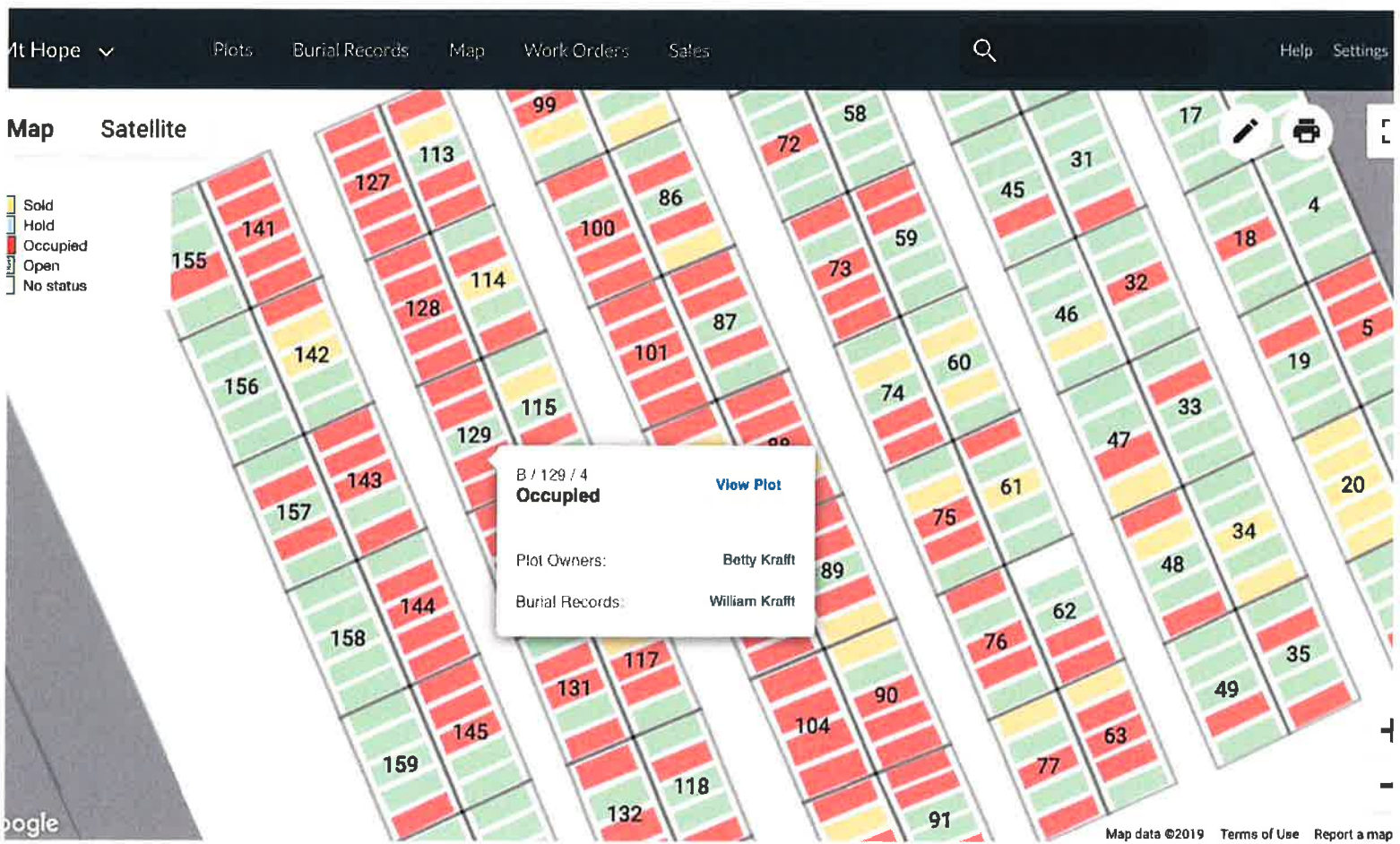
A handwritten signature in black ink, appearing to read "Jason Habing". The signature is stylized and fluid.

Jason Habing
Owner & Co-Founder, Cemify

ABOUT OUR SOLUTION

Cemify is cloud-based, meaning you don't have to install any software on your computer or have any special equipment to run it. You can access the system on any device with an internet connection and a web browser. To sign in, you'll simply go to Cemify.com and enter your username and password, giving you access to all of your cemetery records no matter where you are. Let's start the product tour with the mapping features:

After logging in, you can click on the **Map** tab to get an interactive view of your cemeteries plots:



The map allows you to easily view each individual cemetery plot (or “space” as they are referred to at some cemeteries,) including occupancy, ownership & burial records. Hover over any plot to see it's basic information & click **View Plot** to see more detail.

All plots status' and color codes are customizable, so you can configure Cemify exactly as you'd like.

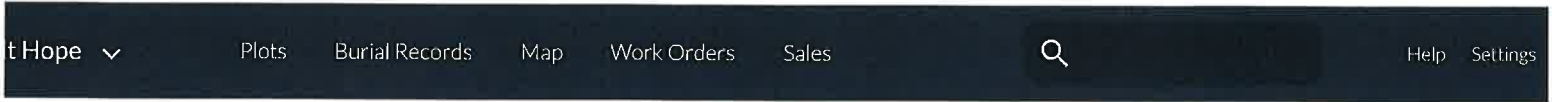
The interactive map is useful finding plots or viewing cemetery occupancy on an electronic device. However, many cemeteries also need more simply formatted maps, to print out and post at their cemetery, or bring along when showing plots. That's why we designed our printable maps feature, allowing you to easily print out cemetery sections in printer-ready format:



Clicking into a plot from the interactive map brings you to the plot's individual record keeping page, where you can keep records on information like:

- **Plot ownership:** who purchased the plot, when it was purchased & for what price.
- **Burial records:** who is buried in the plot, including memorial information about those burial records.
- **Documents:** attach deeds, contracts, photos or anything else you'd like to store with the plot.

Since all fields in the Cemify system are customizable, you can create record pages that work just right for your cemetery:



All Plots

Information

- Documents
- Contracts & Deeds
- Work Orders
- Activity Logs



Plot ID: 19591 Edit

Section B > Lot 129 > Grave 4 Reference Map | Interactive Map

Status

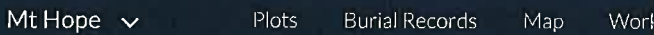
+ Add To New Sale

Plot Status Occupied

Burial Records

+ New Burial Record

William Krafft Deceased



All Plots

Information

- Documents
- Contracts & Deeds
- Work Orders
- Activity Logs



Plot ID: 19591 Edit

Plot Owner

Prefix

First Name Betty

Middle

Last Name Krafft

Suffix

Maiden Name

With your records digitized, searching, filtering and organizing records becomes simple. Use the **Plots** tab to see a list of all the plots in the cemetery. Search for plots by any keyword in your records and export lists for generating reports:

Home ▾
Plots
Burial Records
Map
Work Orders
Sales
🔍
Help
Settings

Mapping filters:

- A ▾
- B ▾
- D ▾
- Lawn ▾
- New ▾
- New Section (Lower) ▾
- VW ▾
- VW Section ▾
- Westside ▾
- XYZ ▾

Plots (4075) Search plots... 🔍 Filter

SECTION / GRAVE	STATUS	OWNERS	BURIAL RECORDS
<input type="checkbox"/> A / 1	Occupied	John Stapelton	John Doe
<input type="checkbox"/> A / 1a	Occupied	Aurelio Leta Doyle Kutch	Jane Smith, John Doe
<input type="checkbox"/> A / 1c	Occupied	Francesco Abel Rolfson Conroy & Aurelio Leta Doyle Kutch	Joe Smith
<input type="checkbox"/> A / 1b	Occupied	Leila Schowalter	Dr Leila Westley Bahringer Schowalter Sr
<input type="checkbox"/> A / 2	Occupied	Jerry Josephs	Peter Jacobs Sr.
<input type="checkbox"/> A / 3	Occupied	Mikayla Camren Bogisich Roberts	Jim Peters, Dr Andy Josephs
<input type="checkbox"/> A / 4	Occupied	Mikayla Camren Bogisich Roberts	Dr Adah Hilma Halvorson West Sr

Date of sale is

From: To:

Merchandise is

Contract Number is

Westside ▾

- Westside / D / 5
- Westside / C / 3
- Westside / D / 6
- Westside / C / 4
- Westside / D / 7
- Westside / C / 5

In addition to the **Plots** tab, use the **Burial Records** tab to run exports and generate custom reports on burial records. Digitizing your records will allow you to analyze your cemetery in a whole new way.

Selling cemetery plots and burials also becomes much easier when using Cemify. Use our **Sales** to create sales, assign plot ownership / burial rights, create invoices, calculate financing schedules, track payments & more. Our step by step plot sale workflow makes all of this easy:

- Purchaser
- Plots & Burial Rights**
- Invoice
- Payments
- Contracts & Deeds
- Work Order
- Finalize

Which cemetery plots are being purchased?

[Skip this step >](#)

Identify the specific cemetery plots that are being purchased and assign burial rights.

Plot

- ✕ 1 D/A/1
- ✕ 2 D/A/2

[+ Add a plot](#)

Assignment of Burial Rights

Dr Jovanny Efrain Armstrong Jr. Nienow Sr ✕ [+](#)

Unassigned [+ Assign burial rights](#)

[← Exit Sale](#)

[Save & Next >](#)

- Purchaser
- Plots & Burial Rights
- Invoice**
- Payments
- Contracts & Deeds
- Work Order
- Finalize

Create an invoice:

Enter all applicable charges and line items for the sale

[Skip this step >](#)

Use A Template v

Description	Qty	Unit Price	Amount
Burial fee	1	\$ 1200.00	\$1200.00 ✕
Liner	1	\$ 200.00	\$200.00 ✕
Opening / Closing Costs	1	\$ 200.00	\$200.00 ✕
+ Add another item			
Subtotal			\$1600.00
Discount		\$ 0.00	\$0.00
Tax		% 0.00	\$0.00

[← Exit Sale](#)

Financed payments

The invoice amount of \$1600.0 will be paid in installments

Total:	\$1600.0
Down payment:	\$ 500.00
Amount financed:	\$1100.00
# of monthly payments:	12
Financing APR:	% 2.43
Total financing charge:	\$14.56
Monthly payment:	\$92.68

First installment due: 12/12/2019 Last inst:

[← Exit Sale](#)

As part of the sales workflow, print out contracts & deeds with ease. Fields will be auto-populated with the current sale's information:

Mt Hope Cemetery PURCHASE AGREEMENT

THIS AGREEMENT is entered into this 12 day of November, 2019, by
and between _____
and Mafalda Florine
("Purchaser(s)").

WHEREAS, the University keeps and maintains a cemetery located at Cemetery Road, Charlottesville, VA 22903 (the "Cemetery"); and,

WHEREAS, Virginia law provides that burial rights are in the nature of an easement; and,

WHEREAS, Virginia law provides that institutions of higher education have the authority to convey easements pertaining to any property owned by the institution; and,

WHEREAS, The University offers for purchase burial rights in those plots designated as burial sites ("Plots") in the Cemetery; and,

WHEREAS, Purchaser desires to enter into this Agreement to purchase burial rights in those Plots described herein;

NOW, THEREFORE, in consideration of the mutual promises and conditions contained in this Agreement and other good and valuable consideration, including the foregoing recitals, the receipt and sufficiency of which is hereby acknowledged, the Parties agree as follows:

Not only will this save you time compared to manually filling out deeds and contracts, it will encourage a "digital first" record keeping process at your cemetery and make the transition from paper to digital records even easier.

We can upload and map fields onto your existing contracts, so you don't need to make any changes to your existing legal documents.

After a sale is finalized, you can search for it by purchaser name, keep track of unpaid balances and track & record payments:

< All Sales

Information

- Invoice
- Contracts & Deeds
- Payments

Sale

Cemify Sale ID: 734

\$5,200.00 USD

Sale Created	Total Of Payments	Unpaid Balance	Payment Status
11/12/2019	\$2,000.00	\$3,200.00	Has Unpaid Balance

Purchaser

Prefix: Dr
 First Name: Mafalda
 Middle Name: Florine Heathcote
 Last Name: Swaniawski
 Suffix: Sr
 Street Address: 5491 Glen Trace

Payment details:

Status	Amount	Due Date	Paid Date
Paid	\$2000.00	12/11/2019	11/11/2019

Cemify Payment ID: **549**

Payment Method: Check 432543

Notes:

Record a payment on this sale:

Payment status

Paid
 Not Paid

Amount

2000.00

Payment collected date

11/12/2019

Payment method

Cash
 Check
 Credit Card
 Bank Transfer

Confirmation Number 4321

Notes

John came in and paid this on Thursday.

Payments:

STATUS	AMOUNT	DUE
Paid	\$2,000.00	12/12/2019

Use our **Work Orders** features to send work orders via email, including map attachments showing precise locations of plots. Track work order statuses and receive email notifications as they progress.

Burial for John Doe

Cemify Work Order

- Status is Accepted | Mark As Accepted | Mark As Complete
- Complete by 10/25/2019 at 12:00 PM
- Section B > Lot 78 > Grave 2

Funeral time & date: 12:00PM - Tuesday 11/12

Depth / size: Standard

Funeral home: Holmes & Peters

Funeral home contact: John Peters



Surface your burial records publically with our easy to configure public website tool. This saves time on calls for ancestry research or plot location requests:

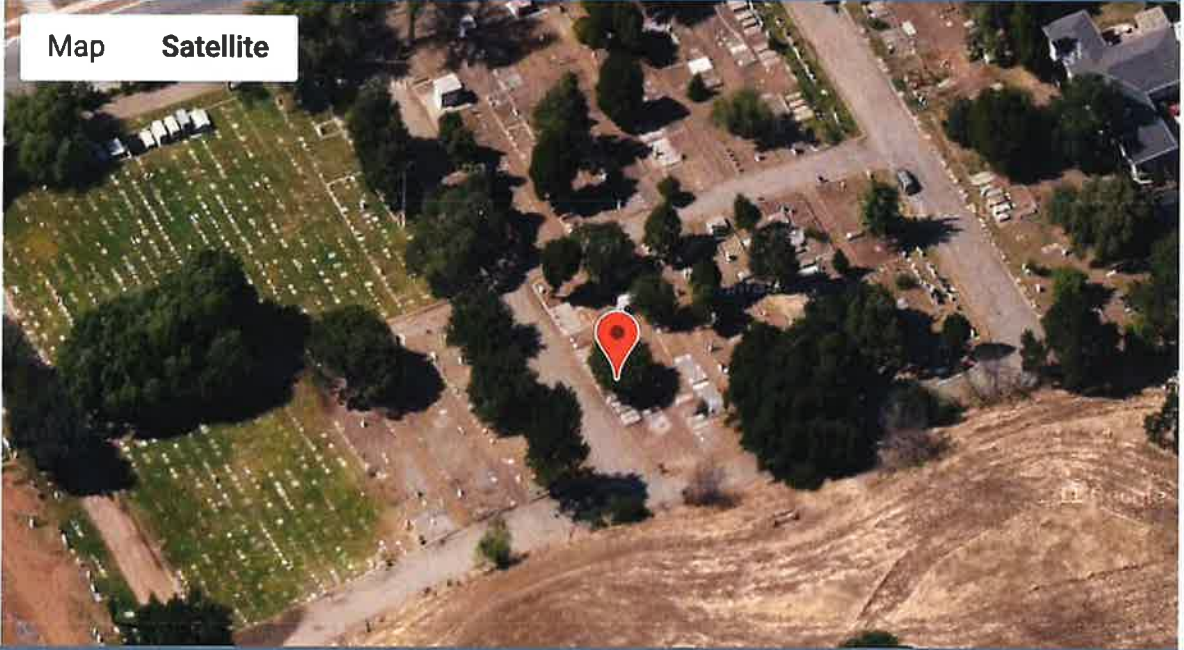
Mt Hope Memorial Park

Gravesite Lookup Plot Availability Photos Rules & Regulations Documents Links Contact Home

< Back

John Lewis

Section: B
Lot: 166
Grave: 3



Map Satellite

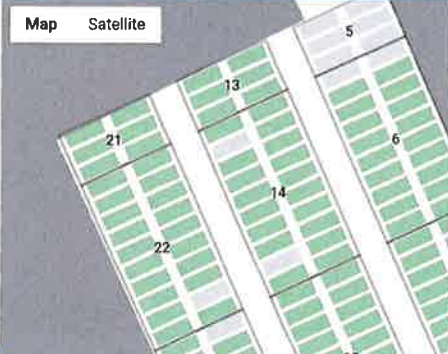
Powered by Cemify Cemetery Software.

Mt Hope Memorial Park

Home Gravesite Lookup Plot Availability Photos Rules & Regulations

< Back



There are currently 184 available plots in this section. Hover over or click on an individual to learn more.



Map Satellite

Mt Hope Memorial Park

Home Gravesite Lookup Plot Availability Photos Rules & Regulations



Welcome to Mt

Special meeting coming on 8/28

This has just been a brief introduction to all that Cemify has to offer. Here are some other features not yet mentioned:

- **Data backups:** we'll generate periodic backups (typically every month to quarter) of all data entered into the system. This means you'll always be able to download your data and store it locally, in addition to our secure cloud servers.
- **Activity logs:** every change to burial records, plots, work orders, etc. is stored as an activity log. This means you can see a full audit of what's occurred with a plot, including what changes were made, when they were made and by whom.
- **Custom user roles:** allow certain users to access the system with "Read Only" access, meaning they can view the data but can't make changes.

IMPLEMENTATION PROCESS

Getting set up with Cemify involves 3 basic phases:

- **Mapping / Plot Generation** - during this phase, we get your cemetery map setup (or generate a list of plot inventory for those that choose not to use our mapping features.)
- **Existing Records Import** - in this phase we'll help you get your existing plot ownership, burial and sales records into our system. If you have existing digital records, we'll help import them. If your records are all paper at the moment, we'll provide spreadsheet templates to help you organize your records for an import.
- **Customization & Software Handoff** - during the final phase, we'll give you a brief training on the newly created system and you'll be up and running.

Over the past few years, we've become experts at understanding cemetery maps and organizing /importing existing cemetery records. We've even heard from cemeteries that the process ended up being informative and enjoyable.

PRICING

Pricing can vary depending on several factors:

- The type and quality of your existing cemetery maps and records.
- The layout of your cemetery (with complex layouts leading to more complex mapping projects.).
- How many acres your cemetery is / how many plots you have.
- Whether you want to map down to the "Space" level or just at the "Lot" level.

However, we believe in transparent pricing and as such can provide the following general pricing:

ANNUAL SOFTWARE SUBSCRIPTION FEE

All subscriptions include all of our features, but certain features are only available with a mapping implementation (for example, work orders and the public gravesite lookup.)

Small \$399 / year	Medium \$799 / year	Large \$999 / year	Custom
Small cemeteries, with less than 2,000 plots.	Mid-sized cemeteries, with between 2,000 - 10,000 plots.	Larger cemeteries with more than 10,000 plots.	Custom pricing packages available for cemeteries with more than 30,000 plots or special requirements.

MAPPING & DATA IMPORT OPTIONS

Prices are general estimates and include mapping & data import fees. Please note that even when choosing the "Professional Mapping" option, projects will require a significant time investment from our partner cemeteries (mainly in cleaning up records and answering questions)

DIY Mapping

Free w/ subscription

Create your own cemetery maps and upload your records using our tools. Good for tech savvy cemetery managers.

One free training included.

New: testing w/ select cemeteries.

Professional Mapping & Records Import

Generally ranges from \$250 - \$500 per acre

We'll create your map and work with you directly to guide you as you clean up your records and get them imported into the system. Professional mapping is recommended for larger cemeteries.

GETTING STARTED

Getting started is easy. Just let us know and we'll schedule a quick online consultation video call where we can walk you through an interactive demonstration of our software and learn more about your cemetery. From there, we can provide a custom quote/contract and get started right away if you think we're a fit.