



## Champaign County, IL Clerk and Recorder Three Year Land Records Life Cycle Extension

This Extension is made this \_\_\_ day of \_\_\_\_\_, 20\_\_ between the Champaign County, IL Recorders Office (the "CLIENT") and Fidar Technologies ("Fidar"). Both parties agree that the COMPUTER SYSTEM AND SOFTWARE LICENSE SALES AGREEMENT EXTENSION ("Agreement") dated December 14, 2014, and extended on March 9, 2020 is hereby extended for a 3-year period commencing on December 31<sup>st</sup>, 2022, and terminating on December 31<sup>st</sup> 2025. Except as amended by this Extension, the terms and conditions of the Agreement are incorporated herein and made a part hereof.

Description	Module \ Service	Cost
LifeCycle Payment		\$64,960.00/yr
	AVID Software	Included
	eRecording	Included
	SSN Redaction-Historical & Forward	Included
	Assisted Indexing via iInspect	Included
	Search for Public Workstations	Included
	Iris	Included
	Anchor	Included
	Swift	Included
	Future LifeCycle Modules	Included
	Unlimited Support / Annual Maint.	Included
Monarch		Separate Addendum
Hands Free Microfilm		Separate Addendum
Information Replication		Separate Addendum
Services	Workflow	Included
	Project Management	Included
	Data Conversion	Included
	Image Conversion	Included
	Training	Included
Remote Access	Laredo & Tapestry	Subscriber Paid
	DirectSearch (Annual)	\$2,200.00/yr
Community Outreach Products		
	Property Fraud Alert	Included
	Honor Rewards	Included
Hardware		Not Included

### 3 YEAR PAYMENT MILESTONES AND DATES:

-LifeCycle Payments will continue to be invoiced on same schedule for the next 3 years:  
\$64,960.00 per year (invoiced annually in December)

-DirectSearch - Index-Only Search Module:  
\$2,200.00 per year (invoiced annually in December)



**FIDLAR TECHNOLOGIES LIFECYCLE SERVICE INCLUDES:**

- ◆ The use of our AVID software product during the life of this contract
- ◆ The use of any future software product Fidar may develop to replace AVID for the purpose of recording land records documents
- ◆ Project management, installation, conversion (excluding any needed or requested data clean-up), and training needed for the initial installation of any future Fidar Technologies product developed to replace AVID for the purpose of recording land records documents
- ◆ The use of new add-on modules Fidar may develop and offer to the market for the purpose of recording land records documents
- ◆ Software Maintenance to the currently licensed Fidar developed Software Products
- ◆ Furnishing telephone support relative to the currently licensed Fidar developed Software Products, either in their original or maintained form
- ◆ Providing legislative updates to the Fidar developed Software Products as required by the State, except those updates that require fundamental modifications to the core design of the product
- ◆ Providing product enhancements on an ongoing basis, the frequency based on the age of the product and market requirements

**FIDLAR TECHNOLOGIES LIFE CYCLE SERVICE DOES NOT INCLUDE:**

- ◆ The 3<sup>rd</sup> party software and hardware necessary to operate AVID, any related modules, or any future Fidar developed product for the purpose of recording land records documents
- ◆ The installation, maintenance, or support of 3<sup>rd</sup> party software and hardware now or in the future
- ◆ Any current or future Fidar developed software product or service not designed or offered to the market for the purpose of recording land records documents
- ◆ Any form of ownership or perpetual license to Fidar developed software products
- ◆ Any product, service, or responsibility, now or in the future, for the backing up, recovery, or disaster recovery of information
- ◆ Any custom development for special requests from the Client
- ◆ Any needed or requested training except as stated in the above section
- ◆ Use of Fidar developed remote access products except as outlined in Schedule D of this contract
- ◆ Enhancements or modifications to software programs at user's request; such work would be considered a billable extra
- ◆ Support to new or existing Fidar Technologies Products not covered by this contract
- ◆ Operating System versions or their support or installation
- ◆ Database Management System versions or their support or installation
- ◆ Diagnosis or correction of problems caused by operator negligence



- ◆ Diagnosis or correction of problems caused by hardware, data media, or 3<sup>rd</sup> party software or other systems not covered by this Agreement
- ◆ Diagnosis or correction of problems caused by some naturally occurring event such as storm, flood, etc.
- ◆ Conversion costs for changes to database structure, if needed

BUYER REPRESENTS THAT THIS LIFECYCLE EXTENSION HAS BEEN READ AND ACCEPTED:

CHAMPAIGN COUNTY, IL RECORDER      FIDLAR TECHNOLOGIES

Dated: 12/8/22      Dated: \_\_\_\_\_  
By: Anjie Patton      By: \_\_\_\_\_  
Name: Anjie Patton      Name: \_\_\_\_\_  
Title: Chief Deputy Clerk      Title: \_\_\_\_\_

Angela Patton

From: Greg Bachman <GregB@fidlar.com>  
Sent: Thursday, December 8, 2022 9:23 AM  
To: Angela Patton  
Cc: Toni Ceaser; Danielle Westerfield  
Subject: RE: [EXTERNAL] RE: renewal details  
Attachments: Champaign Co IL AVID 2022 LCP Extension Draft. 12-8-2022.pdf

CAUTION: External email, be careful when opening.

Good Morning Angie and Toni - (and happy December 8th)....good lord how did the year go by so fast?

In preparation for our 1:15 conference call today, I wanted to get a few details in front of you. I thought I'd summarize everything first into this lovely 1 page email for quick/easy digestion and provide you with a more formal proposal document next week.

I've also attached a draft version of the renewal for your viewing pleasure. It's a pretty easy read (3 pages). We can go through these detail when I call at 1:15, and answer any questions you may have.

Here's the skinny:

Things are unchanged regarding Laredo, Tapestry, Monarch, etc. etc., The attachment is simply a 3 year Lifecycle renewal and doesn't affect any of these peripheral services.

There is a bit of an increase in the annual LifeCycle for AVID (from \$59,600 per year to \$64,960.00 per year) but that can be locked in for the entire term of this extension. The annual cost for DirectSearch (see details below) increases a bit as well, from \$2,000.00 per year to \$2,200.00 per year.

By the way, regarding the term, it can be up to 5 years. The last LifeCycle extension Mark Sheldon has signed was a 3 year term, so that is what I'll use for this example.

A few facts/figures:

With 84 monthly Laredo subscribers on-average - (which is fantastic by the way), over the past 12 months, you've brought in around **\$84,000 in Laredo revenue.**

Tapestry - it was just over **\$29,000.00** per year of revenue.

Amazing job on all this!

Regarding Information Replication, you're currently at 401GB of storage. That pricing is \$2,500.00\quarter (which is what you're paying now).

The next increase is at 450GB, which would be an additional \$250.00 per quarter.

I looked back at some statistics for the past 2-3 years. You add approximately 7GB of images per quarter based on "standard" recording volume - so you won't hit that next threshold for a few years (unless you're in the midst of a scanning\conversion project, in which case the repository would grow more quickly).

DirectSearch is the "free" index-only access module on your website. It provides simple access to the index information for Land Records. We watch statistics for this product carefully to ensure it's being (mostly) utilized by local businesses and constituents rather than national or international searcher. If you look at the details below, there is a bit of that, but I wouldn't consider it excessive.

**DirectSearch Statistics for 2022:**

**Champaign, IL**

8,095 visits from 5,971 unique users

Most visits lasted 1 minute 19 seconds

Top 10 cities visitors were from:

Champaign

Chicago

Urbana

Columbus

Mahomet

Bengaluru

Rantoul

Bloomington

New York

Ashburn

Nearly all visits come from a link on the County's website

I'll call at 1:15 to chat! Angie, should I just call your office?

Greg

## GREG BACHMAN

**Territory Manager**

[563-345-1282](tel:563-345-1282) | Office

[309-236-4012](tel:309-236-4012) | Cell

[GregB@fidlar.com](mailto:GregB@fidlar.com)



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**From:** Angela Patton <[apatton@co.champaign.il.us](mailto:apatton@co.champaign.il.us)>

**Sent:** Wednesday, December 7, 2022 1:55 PM

**To:** Greg Bachman <[GregB@fidlar.com](mailto:GregB@fidlar.com)>

**Cc:** Toni Ceaser <[tceaser@co.champaign.il.us](mailto:tceaser@co.champaign.il.us)>

**Subject:** RE: [EXTERNAL] RE: renewal details

That works!

## Angela Patton

Chief Deputy Clerk

Champaign County Clerks office

1776 E Washington St, Urbana, IL 61802

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 217-974-9054

 217-384-3720

 [apatton@co.champaign.il.us](mailto:apatton@co.champaign.il.us)

 [www.champaigncountyclerk.il.gov](http://www.champaigncountyclerk.il.gov)

**From:** Greg Bachman <GregB@fidlar.com>  
**Sent:** Wednesday, December 7, 2022 1:54 PM  
**To:** Angela Patton <apatton@co.champaign.il.us>  
**Cc:** Toni Ceaser <tceaser@co.champaign.il.us>  
**Subject:** Re: [EXTERNAL] RE: renewal details

CAUTION: External email, be careful when opening.

1:15 PM tomorrow sounds great.  
It's specific to the recorder side of things.  
is it OK if I send a meeting reminder via Outlook this evening?

**GREG BACHMAN**  
**Territory Manager**  
563-345-1282 | Office  
309-236-4012 | Cell  
GregB@fidlar.com



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On Dec 7, 2022, at 2:49 PM, Angela Patton <apatton@co.champaign.il.us> wrote:

We could do 1:15 tomorrow is this for Recorder or Clerk side?

Angie

**Angela Patton**  
Chief Deputy Clerk  
Champaign County Clerks office  
1776 E Washington St, Urbana, IL 61802

-  217-974-9054
-  217-384-3720
-  [apatton@co.champaign.il.us](mailto:apatton@co.champaign.il.us)
-  [www.champaigncountyclerkil.gov](http://www.champaigncountyclerkil.gov)

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**From:** Greg Bachman <GregB@fidlar.com>  
**Sent:** Wednesday, December 7, 2022 1:38 PM  
**To:** Angela Patton <apatton@co.champaign.il.us>  
**Subject:** renewal details

CAUTION: External email, be careful when opening.

Hi Angie,

I apologize, as I've been running a bit behind on my agreement renewal process. I've almost got your details put together, but I want to run a few things past you first. Do you have a bit of time to chat tomorrow (Thursday) afternoon? Anytime after 1 o'clock?

I hope you're having a great Wednesday afternoon!

Greg

**GREG BACHMAN**

**Territory Manager**

563-345-1282 | Office

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