

Village of Cottage Grove

John Riippa, National Account Executive



Agenda



| Pricing Proposal Review



| Feedback, Project Timeline and Mutual Action Plan Review

Why KorTerra?

- Industry founder: 30 years' experience
- 1,100+ customers
- 98% client retention
- Scalability to support millions of tickets/individual client
- Capabilities to specifically support utility owners and operators
- Client centric support and implementation model



Pricing Review



KorTerra Solution	Ticket Volume	Per Unit Cost	Estimated Annual Cost
KorTerra	2,200 Tickets	\$.44 / Ticket	\$7,475
KorTerra Solution Training	4 Hours of training		\$840 (One time fee)
One-Time Implementation Fee	Dedicated Project Manager responsible for configuring your environment to support your contractor interface and your facility mapping integration.		\$900 (One time fee)

Offering Details:

Three-year agreement where ticket volume guarantees the per ticket rate. Clients can secure a lower per ticket rate at higher volumes. Ticket volume estimate creates your annual price which you have a 90% minimum commitment. Pricing is good for 90 days until date, year.

Pricing Review



KorTerra Solution Investment	Ticket Volume	Annual Subscription
2022	2,000 Tickets	\$9,215 (Includes training and implementation)
2023	2,000 Tickets	\$7,475
2024	2,000 Tickets	\$7,475

Success Stories

- ✓ **Win #1** 100% elimination of manual ticket distribution saving 10-15 mins of administration time per ticket
- ✓ **Win #2** Increased efficiency and processing of No Locate Required tickets (NLRs)
- ✓ **Win #3** \$100 saved for every emergency locate avoided with a total cost savings of more than \$20k per year



“ We were the first in our area to implement a cloud-based ticket management system. KorTerra has resulted in time and cost savings as well as simplification of processes. We like that we can grow into the program as the Village gets bigger and demands change. ”

*Colleen Chase, Public Works
Village of South Elgin*

Success Stories

- ✓ **Win #1** 30% reduction in truck rolls at \$364/roll and 200+ unnecessary field visits avoided monthly
- ✓ **Win #2** Eliminated the need to hire two additional locators
- ✓ **Win #3** 400+ hours of administrative time saved annually



“ I’ve always been a firm believer that if you can’t measure it, you can’t improve it. The automation and reporting capabilities we’ve gained since implementation have already provided tremendous value to your organization. ”

*Erin Hayes, General Manager
Kingbrook Rural Water System*

Selection Process

Proposed Timeline Mutual Action Plan

