

State of Alabama)

County of Baldwin)

CONTRACT FOR PROFESSIONAL SERVICES

This Contract for Professional Services is made and entered into by and between the County of Baldwin (hereinafter called "COUNTY") acting by and through its governing body, the Baldwin County Commission and Paradigm Software, LLC. (hereinafter referred to as "PROVIDER").

The Request for Proposals specifications are fully set forth as part of this Contract.

WITNESSETH:

Whereas, at its regular meeting on March 2, 2022, the COUNTY authorized staff to solicit a Request a Proposals (RFP) for Solid Waste Software Solution; and

Whereas, the PROVIDER responded to the Request for Proposals (RFP) and was chosen by the COUNTY to provide the needed services in accordance with the Request for Proposals (RFP) and Response.

NOW, THEREFORE, in consideration of the premises and the mutual covenants herein contained, the sufficiency of which being hereby acknowledged, PROVIDER and COUNTY do hereby agree as follows:

I. Definitions. The following terms shall have the following meanings:

- A. COUNTY: Baldwin County, Alabama

- B. COMMISSION: Baldwin County Commission

- C. PROVIDER: Paradigm Software, LLC.

II. Obligations Generally. The COUNTY hereby retains, and the PROVIDER agrees to perform for the COUNTY, those professional services as hereinafter set forth. This document shall serve as the binding contract for the services of PROVIDER. PROVIDER shall immediately commence performance of the services outlined herein upon full execution of this Contract. All work shall be commenced and completed in a timely manner as, and at the times, herein set out.

III. Recitals Included. The above recitals and statements are incorporated as part of this Contract and shall have the effect and enforceability as all other provisions herein.

IV. Professional Qualifications. For the purpose of this Contract, the PROVIDER represents and warrants to the COUNTY that it possesses the professional, technical, and administrative personnel with the specific experience and training necessary to provide the professional services required herein.

V. No Prohibited Exclusive Franchise. The COUNTY neither perceives nor intends, by this Contract, a granting of an exclusive franchise or violation of Art. I, Section 22 of the Alabama Constitution.

VI. Representation/Warranty of Certifications, Etc. PROVIDER represents and warrants that PROVIDER is presently certified, licensed and otherwise permitted under all necessary and applicable laws and regulations to perform the services herein, and that PROVIDER shall renew, maintain, and otherwise ensure that all such certifications, licenses, and permits are current and valid, without interruption, for and through completion of the services. The representation and warranty aforesaid is a material inducement to the COUNTY in entering this Contract, and the parties agree that the breach thereof shall be deemed material at the County's option.

VII. Legal Compliance. PROVIDER shall at all times comply with all applicable federal, State, local and municipal laws and regulations.

VIII. Independent Contractor. PROVIDER acknowledges that it is an independent contractor, and PROVIDER shall at all times remain as such in performing the services under this Contract. PROVIDER is not an employee, servant, partner, or agent of the COUNTY and has no authority, whether express or implied, to contract for or bind the COUNTY in any manner. The parties agree that PROVIDER shall be solely responsible for and shall have full and unqualified control over developing and implementing its own means and methods, as it deems necessary and appropriate in providing the aforementioned services, and that the COUNTY's interests herein are expressly limited to the results of said services. PROVIDER is not entitled to unemployment insurance benefits, and PROVIDER is responsible for and obligated to pay any and all federal and state income tax on any monies paid pursuant to this Contract.

IX. No Agency Created. It is neither the express nor the implied intent of PROVIDER or COUNTY to create an agency relationship pursuant to this Contract. Therefore, the PROVIDER does not in any manner act on behalf of COUNTY, and the creation of such a relationship is prohibited and void.

X. Unenforceable Provisions. If any one or more of the provisions contained herein shall, for any reason, be held to be invalid, illegal, or unenforceable in any respect, then such provision or provisions shall be deemed severable from the remaining provisions hereof, and such invalidity, illegality or unenforceability shall not affect any other provision hereof. This Contract shall

be construed as if such invalid, illegal or unenforceable provision had never been contained herein.

XI. Entire Agreement. This Contract represents the entire and integrated agreement between COUNTY and PROVIDER and supersedes all prior negotiations, representations, or agreements, either written or oral. This contract may be amended only by written instrument signed by all parties.

XII. Failure to Strictly Enforce Performance. The failure of the COUNTY to insist upon the strict performance of any of the terms, covenants, agreements, and conditions of this Contract shall not constitute, and shall never be asserted by PROVIDER as constituting, a default or be construed as a waiver or relinquishment of the right of the COUNTY to thereafter enforce any such term, covenant, agreement, or condition, but the same shall continue in full force and effect.

XIII. Assignment. This Contract or any interest herein shall not be assigned transferred or otherwise encumbered by PROVIDER without the prior written consent of the COUNTY, which may be withheld or granted in the sole discretion of the COUNTY.

XIV. Ownership of Documents/Work. The COUNTY shall be the owner of all copyright or other intellectual property rights in reports, documents and deliverables produced and paid for under this Contract, and to the extent permitted by Alabama law, any such material may be reproduced and reused at the discretion of the COUNTY without payment of further consideration. PROVIDER shall not transfer, disclose, or otherwise use such information for any purpose other than in performance of the services hereunder, without the COUNTY's prior written consent, which may be withheld or granted in the sole discretion of the COUNTY.

XV. Notice. Notice required herein shall be in writing, unless otherwise allowed, and said notice shall be deemed effective when received at the following addresses:

PROVIDER: Paradigm Software, LLC
113 Old Padonia Rd. Suite 200
Cockeysville, MD 20130
ATTN: Andrew Twigg

COUNTY: Baldwin County Commission
c/o Chairman
312 Courthouse Square
Suite 12
Bay Minette, AL 36507

XVI. Services to be Rendered. PROVIDER is retained by the COUNTY as a professionally qualified **contractor**. The general scope of work for the services shall include all the terms and Conditions of **"Request for Proposals,"** the same being expressly incorporated herein by reference, and without limitation will encompass:

"All provision and conditions and/or specifications listed/stated in the Request for Proposals for Solid Waste Software Solution for the Baldwin County Commission."

- A. PROVIDER will provide ongoing communications with COUNTY regarding this service, including updates, emails, etc., as requested. Additionally, PROVIDER will meet with COUNTY as needed or requested.
- B. PROVIDER is responsible for the professional quality, technical accuracy, timely completion, and coordination of all services furnished by or in relation to this Contract.
- C. PROVIDER represents and warrants that its services shall be performed within the limits and standards provided by the COUNTY, in a manner consistent with the level of care and skill ordinarily exercised by similar providers under similar circumstances at the time the services are performed.

XVII. General Responsibilities of the COUNTY.

- A. The COUNTY shall provide reasonable notice to PROVIDER whenever the COUNTY actually observes or otherwise actually becomes aware of any development that affects the scope or time of PROVIDER's services hereunder or any defect or nonconformance in the work of PROVIDER.
- B. The COUNTY shall pay to PROVIDER the compensation as, and subject to the terms set out below.

XVIII. Termination of Services. The COUNTY or PROVIDER may terminate this contract, with or without cause or reason, by giving thirty (30) days written notice of such to the other party. Upon receipt of such notices, PROVIDER shall discontinue its work to the extent specified in the notice.

In the event of termination, the COUNTY shall pay PROVIDER for all services satisfactorily rendered, and for any expenses deemed by COUNTY to be a reimbursable expense incurred pursuant to this Contract and prior to the date of termination.

XIX. Compensation Limited. The compensation to be paid to the PROVIDER shall be the full compensation for all work performed by PROVIDER under this

Contract. Any and all additional expenditures or expenses of PROVIDER, not listed in full within this Contract, shall not be considered as a part of this Contract and shall not be demanded by PROVIDER or paid by COUNTY.

XX. Direct Expenses. Compensation to PROVIDER for work shall be paid per "**ATTACHMENT A**". Said compensation shall be all inclusive, including without limitation, reimbursement of all cost, incidentals and operating expense associated with those directly engaged in performance of the requested services

XXI. Method of Payment. PROVIDER shall submit invoices to the COUNTY for payment for work performed. Such invoice shall be accompanied by a detailed account of compensation to be paid PROVIDER.

Payment shall be made by the COUNTY within thirty (30) days of the approval of the invoice submitted by the PROVIDER. The COUNTY agrees to review and approve invoices submitted for payment in a timely manner.

XXII. Effective and Termination Dates. This Contract shall be effective for twelve (12) months and commence immediately upon the same date as its full execution, with an option to issue two (2) additional twelve (12) month contracts or extend the first contract until such time that a new contract can be bid and awarded. Any additional contract or extensions will be at the same prices, terms, and conditions. Any successive contract(s) must have the written approval of both the County and the Provider no later than thirty (30) days prior to the expiration of the original contract. [Nothing herein stated shall prohibit the parties from otherwise terminating this Contract according to the provisions herein.]

XXIII. Force Majeure. The Parties hereto shall incur no liability to the other if performance becomes impossible or impracticable by reason of an event or effect that the parties could neither have anticipated nor controlled. This allowance shall include both an act of nature and acts of third parties. Any costs that would otherwise be incurred and/or necessitated by the provisions herein shall be alleviated for either party by such event or effect.

XXIV. Indemnification. PROVIDER shall indemnify, defend and hold County, and its Commissioners, affiliates, employees, agents, and representatives (collectively referred to in this Section XXIV as "COUNTY") harmless from and against any and all claims, demands, liabilities, damages, losses, judgments, costs, and expenses including, without limitations, attorneys' fees, and costs, for any and all personal injury (including death) and property damage of any kind or nature whatsoever, incurred by, asserted against, or imposed upon COUNTY, as a result of or in any manner related to provision of services hereunder, or any act or omission, by PROVIDER. PROVIDER shall provide the COUNTY with proof of general liability coverage including the COUNTY as an additional insured. This indemnification shall survive the expiration or termination of this Contract.

XXV. Number of Originals. This Contract shall be executed with three (3) originals, each of which are equally valid as an original.

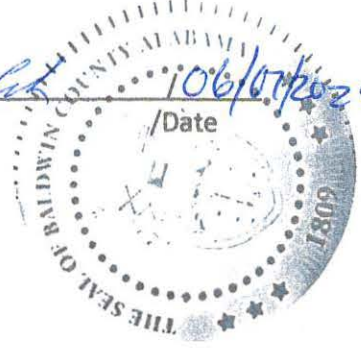
XXVI: Governing Law: This Contract in all respects, including without limitation its formation, validity, construction, enforceability and available remedies, shall be governed by the laws of the State of Alabama, without regard to Alabama conflict of law principles.

XXVII: Insurance: Prior to performing services pursuant to this Contract, Provider shall carry, with insurers satisfactory to County, throughout the term of hereof, Auto Liability Insurance, including owned, hired and non-owned vehicles, with limits of not less than \$1,000,000, combined single limit, for both bodily injury liability and property damage liability each occurrence; Commercial General Liability Insurance, including all contractual liability hereunder, with limits not less than \$1,000,000, combined single limit, for both bodily injury liability and property damage liability each occurrence; and Worker's Compensation Insurance, meeting the statutory limits of the State of Alabama and Employer's Liability Insurance fully covering all employees and supervisors participating in the work at the subject property site. All liability insurance shall name the County as an additional insured. Prior to commencing operations hereunder, a Certificate of Insurance evidencing such coverage, satisfactory to County, shall be furnished to County, which shall specifically state that such insurance shall provide for at least ten (10) days' notice to County in the event of cancellation, termination, or any change in such insurance policies. The workers compensation certificate shall bear an endorsement clearly evidencing a waiver of the right of subrogation against County and County Representatives. Should Provider fail to furnish current evidence upon demand of any insurance required hereunder, or in the event of cancellation, termination or change in any such insurance, County may, at its option, suspend this Contract until insurance is obtained, terminate this Contract immediately without further action, or hold Provider in material default and pursue any and all remedies available.

IN WITNESS WHEREOF, the parties hereto have executed this Contract on the last day of execution by the COUNTY as written below.

COUNTY
[Signature]
JAMES E. BALL, Chairman /Date 06/07/2022

ATTEST:
[Signature]
Ronald J. Cink /Date 06/07/2022
Budget Director



State of Alabama)

County of Baldwin)

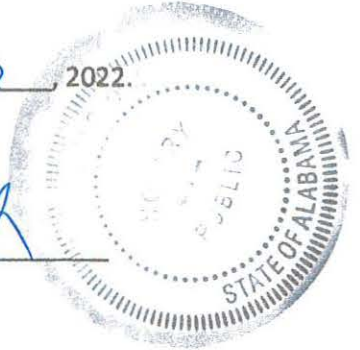
I, Carjotta Crook, a Notary Public in and for said County, in said State, hereby certify that, James E. Ball, whose name as Chairman of Baldwin County Commission, and Ronald J. Cink, whose name as Budget Director, are known to me, acknowledged before me on this day that, being informed of the contents of the Contract for Professional Services, they, as such officers and with full authority, executed same knowingly and with full authority to do so on behalf of said Commission.

GIVEN under my hand and seal on this the 7th day of June, 2022.

[Signature]

Notary Public
My Commission Expires

My Commission Expires:
July 14, 2025



SIGNATURE AND NOTARY PAGE TO FOLLOW

PROVIDER:

Paradigm Software, LLC.

Jackie W. Barlow 05/27/2022
By Jackie W. Barlow Date
Its President and Chief Operating Officer

State of Maryland

County of Washington

I, Andrew Twigg, Notary Public in and for said County and State, hereby certify that Jackie Barlow as President + COO of Paradigm Software, LLC., whose name is signed to the foregoing in that capacity, and who is known to me, acknowledged before me on this day that, being informed of the contents of the foregoing, he executed the same voluntarily on the day the same bears date for and as an act of said Paradigm Software, LLC.

GIVEN under my hand and seal on this the 27 day of May, 2022.

Andrew Twigg
Notary Public, Maryland
My Commission Expires 06/08/2024

ANDREW BLAKE TWIGG
Notary Public-Maryland
Washington County
My Commission Expires
06/08/2024

1.0 Request for Proposal Response Form

Date: January 13, 2022

Out of State: Yes If yes, State File: 617-436 / Business Privilege Tax: BPT-R00651015
Registration Number

Company Name: Paradigm Software, LLC

Address: 113 Old Padonia Rd, Suite 200, Cockeysville MD, 20130

Name of Company Representative: Andrew Twigg

Position: Business Development Supervisor

Phone: 410-329-1300 ext. 3

Fax: 443-275-2509

Email: andrew.twigg@paradigmsoftware.com

4.0 Budget

Qty	UM	Item/Description	Unit Cost	Extended Cost
10.00	EA	CompuWeigh Program License (concurrent user) - (Concurrent)	\$525.00	\$5,250.00
6.00	LN	WeighStation Program License - (Two for Magnolia Landfill - One Inbound, One Outbound Two for MacBride Landfill - One Inbound, One Outbound One for Bay Minette Transfer Station - Bi-Directional Lane One for Eastfork Lanfill - Bi-Directional Lane)	\$5,775.00	\$34,650.00
6.00	LN	WeighPay Module - (Assuming client is processing transactions on both inbound and outbound lanes - Client must enter into an agreement with a Paradigm approved credit card provider. All costs associated with credit card processing are not included in Paradigm pricing unless specifically noted.)	\$1,885.00	\$11,310.00
1.00	FF	AR and Aging Module	\$9,995.00	\$9,995.00
1.00	FF	Web Reporting and Payment Module - (This is a Paradigm hosted solution. Client must enter into an agreement with a Paradigm approved ACH and/or credit card provider. This module requires the Accounts Receivable and Aging Module.)	\$15,995.00	\$15,995.00
6.00	LN	Video/Picture Module - (Does not include hardware.)	\$1,575.00	\$9,450.00
1.00	FF	MSMQ Module (6-10 lanes)	\$5,250.00	\$5,250.00
1.00	FF	Alerts / Rules Module	\$2,625.00	\$2,625.00
1.00	FF	Insufficient Funds/Split Payments Module	\$1,575.00	\$1,575.00
1.00	FF	Software Discount - (20% Multi-lanes and Modules Discount)	(\$19,220.00)	(\$19,220.00)
80.00	HR	Remote Install/Training - Implementation - (During normal Paradigm business hours - hours exceeding 8 per day or after business hours work will be invoiced at time and a half / hour / specialist - Client will be invoiced for time used.)	\$210.00	\$16,800.00
12.00	MO	Web Hosting Fee - (Annually Paradigm will inform Client of any adjustment to Hosting Fee, separate from any Annual Standard Support adjustment, at least sixty (60) days prior to renewal.)	\$1,000.00	\$12,000.00

Licensing, Customization, and Implementation Total: **\$93,680.00***

Annual Support Services Total: **\$19,220.00***

Annual Service Fee Total: **\$12,000.00***

All pricing and subsequent payments are in US Dollars

*Exclusive of any applicable taxes.

It is Paradigm's understanding that there are no unattended lanes currently active within your operation but there are plans for them in the future. For your records, we provided a **budgetary unattended quote** below.

Qty	UM	Item/Description	Unit Cost	Extended Cost
1.00	LN	Unattended Module	\$1,575.00	\$1,575.00
1.00	EA	LCD Display - (Color 1500 NIT High Brightness)	\$1,975.00	\$1,975.00
1.00	EA	Video Extender HDMI 4K (up to 300 ft) - (includes HDMI cable for kiosk)	\$533.00	\$533.00
1.00	EA	Kiosk - Steel - 24x24x12 - (NOTE: Client will be responsible for all wiring, electrical, trenching, conduit, bollards and mounting unless otherwise noted in this quote. Paradigm will configure the hardware to work with the software.)	\$4,614.96	\$4,614.96
1.00	EA	Keypad (16-key)	\$375.00	\$375.00
1.00	EA	Kiosk Thermal Receipt Printer	\$850.00	\$850.00
1.00	EA	Case Kiosk Thermal Receipt Paper (8 Rolls)	\$145.54	\$145.54
1.00	EA	Proximity Card Reader	\$425.00	\$425.00
100.00	EA	Proximity Card	\$5.00	\$500.00
1.00	EA	4-port Extended Temperature Serial Server (Perle) - (Inside of kiosk for connection to keypad, kiosk printer, and prox card reader.)	\$774.80	\$774.80
10.00	HR	Remote Install/Training - Implementation - (During normal Paradigm business hours - hours exceeding 8 per day or after business hours work will be invoiced at time and a half / hour / specialist - Client will be invoiced for time used.)	\$210.00	\$2,100.00
5.00	HR	Remote Install/Training - Implementation (after hours) - (After normal Paradigm business hours or more than 8 hours in a day - Client will be invoiced for time used.)	\$315.00	\$1,575.00

Licensing, Customization and Implementation Total: **\$15,443.30***

Annual Support Services Total: **\$315.00***

Annual Service Fee Total: **\$0.00***

All pricing and subsequent payments are in US Dollars

*Exclusive of any applicable taxes.