

Rachel Jones

From: Jeffrey Williams
Sent: Tuesday, January 27, 2026 9:19 AM
To: Rachel Jones; Mayor Johnny Magee
Cc: Earl Reed; Shane Valentine
Subject: Fw: [Laurel PD, MS] / Tyler Technologies: Flip to SaaS Contract
Attachments: City of Laurel, MS Migration SaaS Agreement 012326.docx; City of Laurel, MS Migration SaaS Agreement 012326.pdf

Due to the server hardware failure at the Police Dept, the Records Management Software is currently down. We have two courses of action to proceed. One would be to purchase a new hardware server at an approximate cost of \$25,000 or move the software to a cloud-based model at an approximate cost of \$25,000. I recommend that the software be moved to the cloud-based model for the following reasons:

1. Accessibility - cloud-based will allow the software to be accessed easier by the various departments within the PD.
2. Security - Cloud-based will be better protected than on-premise software from various threats like ransomware, viruses, and other online threats.
3. Annual maintenance will be higher but the cost will be offset by eliminating the future hardware costs and needs.

Please file an emergency order for the approval of the contract to expedite the process of implementation of the cloud-based service to restore Records Management Software at the Police Dept.

I have attached the contract for the implementation of the cloud-based service provided by Tyler Technologies, Inc.

Thank you,
Jeff Williams



Jeffrey Williams | ITS Administrator

Phone: 601-428-6421 Cell: 601-319-2470

City of Laurel, Mississippi

401 N 5th Ave
Laurel, MS 39440
www.laurelms.com

From: Crespo, Brandy <Brandy.Crespo@tylertech.com>
Sent: Friday, January 23, 2026 4:18 PM
To: Jeffrey Williams <jwilliams@laurelms.com>
Subject: [Laurel PD, MS] / Tyler Technologies: Flip to SaaS Contract

Hey Jeff,

EXHIBIT A
1

I have attached 2 files for you.

The Word Document is for redlines. If the city wishes to make any revisions, please redline the Word Document for our legal team to review.

If NO changes are needed and all is well. Please sign, scan, and return the PDF version at your earliest convenience.

Thank you for your excellent team work and help with this today!

Cheers,

Brandy Crespo

Account Executive - Public Safety Pro

Tyler Technologies, Inc.

P: 947.941.2912

www.tylertech.com



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Book time to meet with me



Rachel Jones

From: Jeffrey Williams
Sent: Tuesday, January 27, 2026 4:35 PM
To: Rachel Jones
Subject: Fw: [Laurel PD, MS] / Tyler Technologies: Flip to AWS GovCloud:

From: Crespo, Brandy <Brandy.Crespo@tylertech.com>
Sent: Friday, January 23, 2026 2:43 PM
To: Jeffrey Williams <jwilliams@laurelms.com>
Subject: Re: [Laurel PD, MS] / Tyler Technologies: Flip to AWS GovCloud:

You got it! I will share information below that may be helpful for a rough estimate!

Invoice # 130-159792 was paid for Nov 01 2025 - Oct 31 2026 in the amount of \$35,940.88

The new SaaS price is \$43,837. (and an additional one time \$7,500 for services pertaining to the flip)

If we pro-rate from what was paid on invoice 130-159792, 3 months of maintenance already used up (Nov 25-Jan 26) 9 months left of that payment (Feb 1-Oct 31), that leaves \$26,955.66 to be **credited** towards the SaaS price of \$43,837.

$\$43,837 - \$26,955.66 = \$16,881.34$ is roughly the difference that will be invoiced. An invoice for 1 time services (**\$7,500**) will also be sent.

I hope that this information helps.

Brandy Crespo
Account Executive - Public Safety Pro
Tyler Technologies, Inc.
P: 947.941.2912

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 Book time to meet with me

From: Jeffrey Williams <jwilliams@laurelms.com>
Sent: Friday, January 23, 2026 3:12 PM

To: Crespo, Brandy <Brandy.Crespo@tylertech.com>
Subject: Re: [Laurel PD, MS] / Tyler Technologies: Flip to AWS GovCloud:

Brandy,

We can do an emergency order to get the contract signed but I will need a rough estimate of the credit of our remaining time. I will need to put the total cost and then deduct the estimated amount of credit from that for the order. Once that is done, the mayor can sign the contract immediately.

Thanks

Jeff

From: Crespo, Brandy <Brandy.Crespo@tylertech.com>
Sent: Friday, January 23, 2026 1:10 PM
To: Jeffrey Williams <jwilliams@laurelms.com>
Subject: [Laurel PD, MS] / Tyler Technologies: Flip to AWS GovCloud:

Hey Jeff,

As we discussed, I have revised the quote previously shared last year with added jail module and users at no additional cost.

I am attaching the SaaS quote for your review. We also discussed maintenance since the invoices were paid in November—once the contract is executed, you would get credit for the next 9 months (or so, depending on payment history) toward the new SaaS annual fee, owing only the difference of your current maintenance and new SaaS annual fee.

For next steps—I went ahead and put in an expedited request for a new contract to be drafted in anticipation of the city's approval of the flip as to not delay the "paperwork" process on Tyler Tech's side.

My team is dedicated to ensuring the police department is brought back up and functioning properly very quickly. Our Technical Services team is ready to build the new AWS server as soon as we get the proper executed contract. I will send the contract draft as soon as I get it for review and signatures. Talk to you soon!

Cheers,

Brandy Crespo

Account Executive - Public Safety Pro

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