

Proposal



Yardi Resident Screening™ Proposal

November 21, 2016



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www.yardi.com

Table of Contents

1.	Executive Summary.....	4
2.	Solution Overview.....	6
2.1.	Screening Components.....	7
2.2.	Meeting Your Needs.....	8
2.3.	Sample Analytics.....	15
2.4.	Implementation and Service.....	16
2.5.	Our Clients.....	16
3.	Price Proposal.....	18

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Executive Summary

Yardi Resident Screening™ makes screening a seamless part of your Yardi Voyager® leasing workflow. By leveraging it with your operating data, you can ensure you consistently select and retain low-risk residents and maintain compliance.

1. Executive Summary

Yardi Resident Screening is built seamlessly into the CHA's Yardi Voyager® property management platform. It streamlines screening and recertification processes and facilitates fair housing decisions in accordance with legal requirements. We complete more than 2 million screenings per year for 9,500 subsidized and market-rate properties. In addition, we currently service more than 190 Public Housing Authorities throughout our solution suite. We have a long history of serving and understanding the Public Housing market, and we have supported the CHA on Yardi Voyager since 2003.

Strategic Benefits:

- » One system to learn and manage; screening launched and results tracked seamlessly within the Yardi Voyager prospect workflow
- » Reinforced business processes and improved compliance through tightly integrated systems
- » Fewer steps and greater ease of use with embedded, comprehensive screening
- » Ongoing support from a dedicated team of screening experts

Since 1989, our screening team has focused on developing better multifamily screening solutions. We take the time to understand your needs, and our expert customer service and custom configuration ensure optimal results for you. Screening options include:

- » Criminal screening
- » Landlord-tenant dispute records
- » Credit screening
- » Rental payment history records
- » Executive management analytics

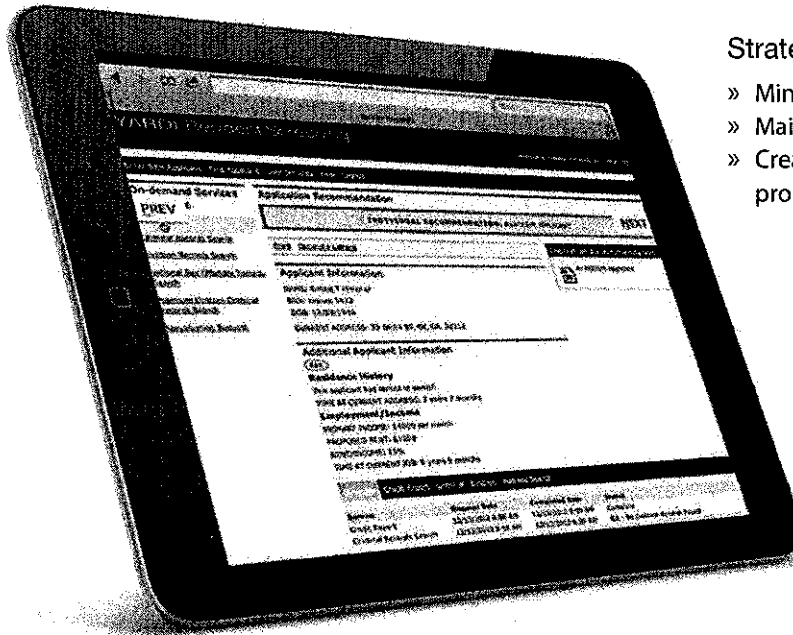
Yardi Resident Screening offers you not just industry-leading credit scoring, criminal background check, and landlord-tenant dispute check solutions. Built into Yardi Voyager, this solution makes screening easy and ties screening results seamlessly into your leasing process. At the same time, Yardi Resident Screening provides unprecedented visibility into the resident data collected in the screening process via built-in executive analytics, allowing you to make smarter, timelier marketing and leasing decisions.

Solution Overview

Yardi Resident Screening™ is a proven online screening system that helps property managers make smart rental decisions using comprehensive reports. Selecting the best residents for each property helps you maintain HUD compliance and reduces loss from collections, evictions, and legal action. Using the most reliable data available, Yardi Resident Screening eliminates guesswork and provides automated recommendations that minimize risk. The system is customizable for all multifamily property types, including public, affordable, market-rate, and student housing. Our service organization is a wholly owned Yardi subsidiary with 27 years of screening experience.

2. Solution Overview

The end-to-end Yardi Resident Screening process offers program staff clear, consistent direction that supports your business rules. Screening workflow automation provides built-in control and cost savings and enables staff to work more efficiently. Decision criteria are tailored for each property in your portfolio, so applicants are always screened uniformly and according to your objectives.



Strategic Benefits

- » Minimize risk
- » Maintain compliant and safe communities
- » Create transparency into applicant traffic and property performance via built-in analytics

Key Features:

- » Highly customizable rules allow you to automate consistent decisions (Accept, Conditionally Accept, Reject) and improve compliance
- » Comprehensive data sources include credit reports from the major bureaus as well as terrorist, drug trafficker, sex offender, and Social Security fraud screening
- » Advanced criminal screening uses the most accurate national, state, and county databases and frees site staff from deciphering and interpreting complex lists of criminal records
- » Landlord and tenant civil court records provide additional protection
- » Rental payment history records powered by RentBureau show month-by-month payment history and timely collections activity
- » Applicants can automatically screen themselves during the online leasing workflow, eliminating additional work for leasing staff
- » Strategic analytics and executive reports provide insight into portfolio-wide traffic and screening activity to support smart business decisions
- » Experienced consultants are available to assist in fine-tuning decision criteria to meet goals
- » Built directly into Yardi Voyager to enhance staff efficiency and record keeping

2.1 Screening Components

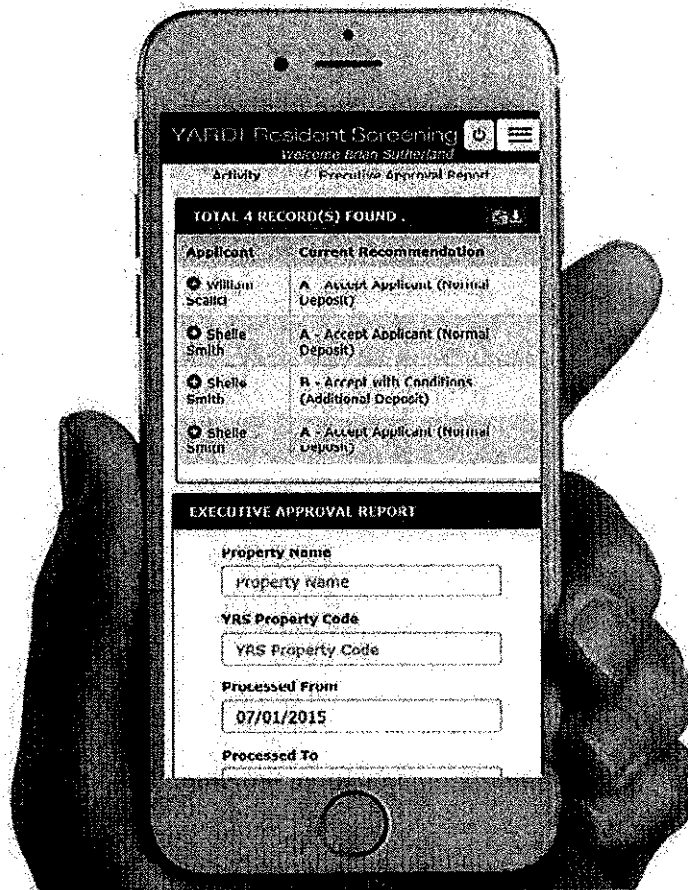
Yardi Resident Screening can be customized for all property types and tailored for your unique portfolio, so you always screen applicants consistently and in accordance with your objectives.

Credit Screening

Our credit reports from the major bureaus combine with our highly customizable scoring and decision engine to generate automated decisions to accept, conditionally accept, or reject applicants.

Criminal Screening

High-quality national, state, and county databases deliver the most complete and accurate criminal records available, including National Sex Offender Registry and OFAC/SDN terrorist checks.



Landlord-Tenant Dispute Record Screening

We search civil court databases for landlord-tenant dispute filings and non-monetary judgments to provide you with an additional level of information and protection.

Rental Payment History Records

Powered by Experian RentBureau's National Rental Data Exchange, rental payment history records are available instantly and display clear month-by-month rental payment history and timely collections activity.

Executive Management Analytics

Our included executive management analytics provide critical decision-making information and give senior and regional management insight into screening activity throughout the portfolio. We also partner with clients to target specific portfolio concerns with custom ad hoc reports. You can access this resource from your personal computer or any mobile device.

2.2 Meeting Your Needs

For many Housing Authorities, key initiatives related to resident screening include:

- » Automating consistent decisions
- » Maintaining HUD compliance
- » Increasing efficiency in the screening process
- » Strategic analytics

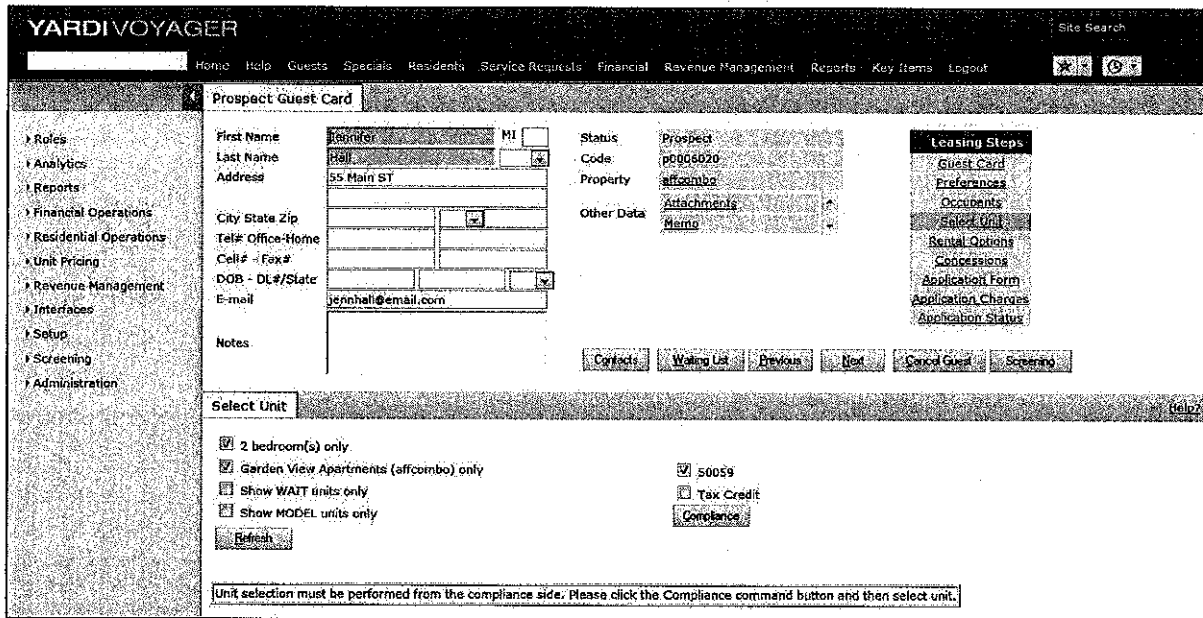
Our comprehensive Yardi Resident Screening solution meets and exceeds these requirements with:

- » Highly customizable, comprehensive resident screening tools
- » Online, user-friendly interface with fast and comprehensive results
- » Best available applicant screening data (e.g., credit, criminal, civil court records)
- » Customizable scoring engine for consistent, compliant, automated screening decisions
- » Screening analytics for the corporate office
- » Reports archived online and easily printed
- » FCRA-compliant welcome, conditional acceptance, and rejection letters that can be automatically generated and printed at no additional charge

The following pages highlight how Yardi Resident Screening can support your key initiatives.

Processing Applicants from Initial Contact to Credit Check

The automated Yardi Resident Screening workflow ensures built-in control and consistency. The system can trigger all screening components simultaneously or screen first for credit, income, employment, and residence history criteria.



Screening Applicants

Results for Shelle Smith

Report Date: 07/22/2015 Report ID: 19272903 Application Decision: Denied Credit Report Status: Complete

Recommendation: Decline Applicant Active (Include with Request): YES

Lease Information

Proposed Rent Amount: 1,075.00 Security Deposit: 150.00 Lease Term (Months): 12 Market Rent: 1,097.25 Current Rent: 1,000.00

Applicant Identification

Applicant ID: 10007459 Social Security: 656-20-9009 SSN/VA Other ID Type:

Photo ID has been verified and a signed consent form has been obtained for this Applicant/Guarantor? YES

Driver's License: Other ID:

Issuing State/Province: Country of Issue:

Applicant Information

Applicant Type: Applicant Title: Name Suffix: Guarantor For: Michelle Mills (P000562)

Spouse/Partner Of: First Name: Shelle Maiden Name: Birth Date: 09/01/1961

Middle Name: A Last Name: Smith E-mail Address:

Buttons: Save, Help, Update, Review

Reporting Options Address Info Employment Info Re-evaluation

Report	Date	Report ID	Edit	Status	App. Decision	Select
Yardi Screening	07/22/2015	19272903	<input type="checkbox"/>	Complete	Denied	<input type="checkbox"/>
Re-evaluation for Michelle Mills						
Re-evaluation for Shelle Smith						
Other						
Criminal						
Guarantor						

Name: Jane Highly Property: afcombo Office Tel#: (955) 745-6236

Address: Unit: Home Tel#:

City: Status: Prospect Mobile#:

State, Zip: Lease From: 07/21/2014 Fax#: Email: janehh@email.com

Lease To: 07/20/2015

Buttons: Contacts, Cancel, Previous, Next, Credit Check

Qualification Steps

Family Members

Income

Assets

Expenses

Household Info

Verification

Validation

Select Unit

Name	Relationship	Income Source	Income/Year	Select
Jane Highly	Head	PE-Pension	7,200.00	View
Jane Highly	Head	M -Military	6,000.00	View
Jack Highly	Spouse	PE-Pension	2,400.00	View

Buttons: Save, Help, Update, Review

Reporting Options Address Info Employment Info Re-evaluation

Report	Date	Report ID	Edit	Status	App. Decision	Select
Section 8 Tax Credit			<input type="checkbox"/>			<input type="checkbox"/>

Screening Criteria

During the implementation, a Yardi Resident Screening Account Manager will work with you to customize a screening workflow and criteria. Once you go live, your Account Manager will work with your head office to keep your criteria current, address any issues, and conduct business reviews. The following sample criteria illustrate the flexibility and depth of configurability our solution offers you.

SCREENING WORKFLOW OPTIONS			
1. Run Credit IF CREDIT PASS, PREMIUM NATIONAL CRIMINAL RUNS AUTOMATICALLY & RECOMMENDATION WILL DISPLAY ONCE CRIM IS COMPLETED			
2. IF CREDIT FAIL, STOP THE PROCESS			
CREDIT SCORING OPTIONS		CREDIT RECOMMENDATIONS	
Problem Type	Years/Balances Scored	Credit Risk	Recommendation
Collections, Charge-offs, Judgements, Open bkrt	2 Years	Limited Established Credit	Accept Applicant (Normal Deposit - \$150)
Late Payments	1 Year	No Established Credit	Accept with Conditions (Extra Security Deposit - \$200)
Closed bkrt	6 Months	Minor	Accept Applicant (Normal Deposit - \$150)
Foreclosures (Reevaluation)	Ignore only 1 w/in the past 2 years	Moderate	Accept with Conditions (Extra Security Deposit - \$200)*
Student Loans	Do Not Score	High	Accept with Conditions (Maximum Sec. Deposit - \$400)
Medical Debt	Do Not Score	Severe	Reject Applicant
Apt Judgements or Collections	Reject	No SSN	Accept with Conditions (Extra Security Deposit - \$200)
Account Balances	Do Not Score < \$100	BUMP UP OPTIONS	
2nd Bureau Report	Less than 2 trades		
Return-to-Income Ratio	Recommendation	Employment	Residency
Less than 38%	Accept Applicant (Normal Deposit - \$150)	At least 3 months	At least 6 months
Between 38% - 45%	Accept with Conditions (Guarantor or Extra Security deposit - \$200)	Less than 3 months	Less than 6 months
Over 45%	Accept with Conditions (Guarantor)	N/A	No Rental History
		A Negative History	A Negative History
			Accept with Conditions (Maximum Security Deposit - \$400)
			Reject Applicant
Return Records		Always Return Records	
Offenses	Felony	Misdemeanor	Patterns of Criminal Behavior (Combination)
1) Alcohol Related	12	0	2 or more in the last 5 years
2) Arson	99	99	
3) Assault &/or Battery	15	5	
4) Bad Checks	15	10	
5) Burglary	15	15	
6) Crimes Against Animals	7	0	2 or more in the last 5 years
7) Crimes Against Children	99	99	
8) Crimes against Gov't or Gov't Officials	7	0	
9) Crimes involving computers (cybercrime)	7	0	
10) Destruction/Damage/Vandalism of property	15	7	
11) Disturbance to Peace & Order	7	0	2 or more in the last 5 years
12) Domestic Crimes	15	5	
13) Drug	15	0	2 or more in the last 5 years
14) Drug - Sale, Manufacture, Distribution	99	99	
15) Embezzlement	15	5	
16) Fraud	7	3	
17) Gambling	7	0	2 or more in the last 5 years
HOUSING CRITERIA OPTIONS			
Experian Rentbureau Rental History	Problem Type	Scoring Criteria	Recommendation
	Late Payments	3 or more in last 36 months	Decline
	NSFs	1 or more in last 36 months	Decline
	Outstanding Balances	1 or more in last 84 months	Decline
	Write-Offs	\$100 or more in last 84 months	Decline
	Collections	\$100 or more in last 84 months	Decline
Landlord & Tenant Civil Court Records	Problem Type	Timeframe	Minimum Value
	Filings	3 w/in 1 year	n/a
	Monetary Judgment	1 w/in 1 year	\$200
	Possession/Forcible Detainer	any	n/a
			Decline

Criminal Screening

Our best practices-based criminal screening is clear and simple for your leasing staff. Our standard screening includes a national criminal database search, national sex offender search, and OFAC/SDN terrorist search. We incorporate the most salient criminal data sources across the country, searching national databases as well as supplemental local court databases in relevant areas. Our system pulls reports based on best practices according to the applicant's address information. If needed, it can automatically request a supplemental state search to uncover results which do not appear in traditional national databases.

YARDI Resident Screening Exec™
Welcome,

Home
Properties
Activity
User Administration
Customer Center
RiskScore Analytics

Application Recommendation

INDIVIDUAL RECOMMENDATION: DECLINE APPLICANT

Applicant Information

NAME: Joe W McInnis
 SSN: xxx-xx-5153
 DOB: 06/28/1965
 CURRENT ADDRESS: 608 E. 5th ST, Kinsley, KS, 67547

Additional Applicant Information

Residence History
 This applicant has rented or owned.
 TIME AT CURRENT ADDRESS: 4 years 6 months

Employment/Income
 PRIMARY INCOME: \$4000 per month
 PROPOSED RENT: \$975
 RENT/INCOME: 24%
 TIME AT CURRENT JOB: 4 years 6 months

Overview
Credit
Criminal
Civil Court
Rental
OFAC/SDN

PREMIUM NATIONAL CRIMINAL RECORDS SEARCH

REQUEST DATE	COMPLETED	STATUS
04/22/2015 9:57 AM	04/22/2015 10:29 AM	Meets Property Requirements No National Sex Offender Records Found Criminal Records Found

SMITH, JOHN WAYNE RECORD 1 OF 2

Last Name: Smith	Sex: MALE
First Name: John	Race: WHITE
Middle Name: WAYNE	Eyes: BROWN
DOB: 01/01/1971	Hairs: BROWN
	Height: 5'10"
	Weight: 180

Record Types: Criminal
 State Of Record: USA
 Database: State Dept of Public Safety

DRIVING WHILE INTOXICATED RECORD 1 - CHARGE 1

State Of Record: USA
 Offense: DRIVING WHILE INTOXICATED
 Offense Degree: Misdemeanor - Class B
 Plea: GUILTY
 Disposition: CONVICTED
 Disposition Date: 07/26/2010
 Verdict: CONFINEMENT / FINE - DEEP LUNG DEVICE ORDERED
 Arrest Date: 02/28/2010
 Originating Agency: COUNTY CO CRT AT LAW #2
 ID Number: 93959593
 Cause Number: 99859999-04785-10
 Court Provision: CONFINEMENT / FINE
 Agency Receiving Custody: ESCO
 Agency Description: FRISCO PD
 Arrest Offense: DRIVING WHILE INTOXICATED
 Arrest Literal: D/WI (1ST)
 Statute Citation: 2063260
 Original Degree of Offense: Misdemeanor - Class B
 Arrest Disposition: HELD
 Arrest Disposition Date: 2010-02-28
 Referred To: MCKINNEY DA
 Prosecutor: MCKINNEY DA
 Prosecutor Action: Prosecutor accepts the charge
 Prosecutor Offense: DRIVING WHILE INTOXICATED
 Level/Degree: Misdemeanor - Class B

If no records are found, we return results immediately. If records are found, one of our public record analysts automatically reviews them to eliminate false positives such as name matches and apply your criteria. Positive criminal matches will be scored against your criteria for simplicity and compliance with HUD Handbook 4350. You gain better applicant relations through increased accuracy and reduced applicant disputes and appeals.

HUD-Compliant Record Keeping

The record log of type, date, and time helps PHAs comply with HUD's mandated record keeping regulation 24 C.F.R §5.905 (C). Our national sex offender search, which is widely used to comply with PIH 2012-28, supports your record keeping requirements by creating a date and time stamp audit trail for each recertification screening.

Supplemental Criminal Search

Supplemental county criminal searches are available as a best practice or custom approach to provide an even more thorough criminal record check. This service is a best practice in states which provide limited information to national criminal data repositories.

Offense Alert

Offense Alert services provide real-time arrest records via more than 3,000 interfaces with law enforcement agencies across the country. An integrated agency updates the database within minutes from a record of tens of millions of historical incarceration and bookings, which covers nearly three quarters of the jail population in the United States.

RentBureau Rent Payment History

Renters with two or more prior rent defaults have a six times higher default rate than individuals with a consistent rent payment record. Our payment history screening uses data from Experian RentBureau, the nation's only secure, up-to-date database of rental payment histories and apartment collections. It provides clear, month-by-month rental payment history and timely collections activity from more than 700 property management companies. The information is updated daily, so it picks up collections that do not yet appear on the applicant's credit report. This objective, instant tool for verifying past rental history provides a more holistic and relevant view of the applicant and can replace phone references or fax verifications in many instances. Based on your specific criteria, you can avoid rejecting applicants with good rental payment history due to insufficient or no credit history, while identifying prospects with negative prior rental payment behavior.

YARDI Resident Screening Exec™
Welcome, Brian Sutherland of YRS

Home Properties Activity User Administration Customer Center RiskScore Analytics

Application Recommendation

INDIVIDUAL RECOMMENDATION: DECLINE APPLICANT

Applicant Information

NAME: Joe W McInnis
 SSN: xxx-xx-5153
 DOB: 06/28/1965
 CURRENT ADDRESS: 608 E. 5th ST, Kinsley, KS, 67547

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Employment/Income

PRIMARY INCOME: \$4000 per month
 PROPOSED RENT: \$975
 RENT/INCOME: 24%
 TIME AT CURRENT JOB: 4 years 6 months

Individual Recommendation

Decline Applicant.

Additional Information

Reasons for Recommendation

- Rental History Does Not Meet Property Requirements
- Severe level of Charge-offs
- Minor level of late credit payments

Items to Review

- Debt Incl or completed thru Chapter 13
- Rental History Records Found

RENTAL HISTORY SEARCH

REQUEST DATE	COMPLETED
	06/26/2015 9:11 AM

Reasons:
 NSF Payments
 Write-Offs

Personal Information

Name: McInnis
 DOB: 06/28/1965
 Address: 608 E. 5th St, Kinsley, KS 67547
 Employment: ; Annual Income: ; Years on Job: ;
 Tenant Information (Click Here to Open/Close)

Lease Address: 608 E. 5th St, Kinsley, KS 67547
 Property Information: Apartment Company Aptco Fairview
 Property Address: 874 Holly Farm Road, Kinsley, KS 67547

Lease Information:

Begin:	Sep 22, 2013	Move in:	Feb 22, 2013
End:	Mar 21, 2015	Move out:	Mar 28, 2014
Notice:			

Payment History:

Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Payment												
Write-Offs												
Summary	U		N		N		L		L		P	
	L		P		P		P		P		L	

Rent: \$ Total Rent Paid: \$15035.63 Total Write-Offs: \$8505.92

Consumer Dispute Contact (Click Here to Open/Close)

To Contact RentBureau:
 P.O. Box 26 Allen, TX 75013 1-877-704-4519

Powered by **Experian**
 RentBureau

Integration with Yardi Voyager

Yardi Resident Screening is built directly into Yardi Voyager to create a seamless workflow in the leasing office. This integration offers:

- » Minimized data entry for users
- » Screening results that reside in the Yardi Voyager database
- » Effective implementation of different criteria sets for individual properties, portfolios, and guarantors
- » Common marketing source list for strong analytics
- » Single login; Yardi Voyager users can screen applicants without a separate login

2.3 Sample Analytics

Our screening solution includes a powerful suite of analytic reports for enhanced visibility into applicant traffic characteristics and more. The following are examples of these reports.

YARDI Resident Screening Exec™

Home
Properties ▾
Activity ▾
User Administ

Home

PROPERTY STATISTICS

SCREENING ACTIVITY SINCE YESTERDAY

Accepted

Accepted w/ Conditions

Rejected

SCREENING ACTIVITY - MONTH TO DATE

Accepted

Accepted w/ Conditions

Rejected

SCORE DISTRIBUTION

Since Yesterday

Month To Date

SCREENING ACTIVITY -- DISPLAYING 10 RECORD(S)

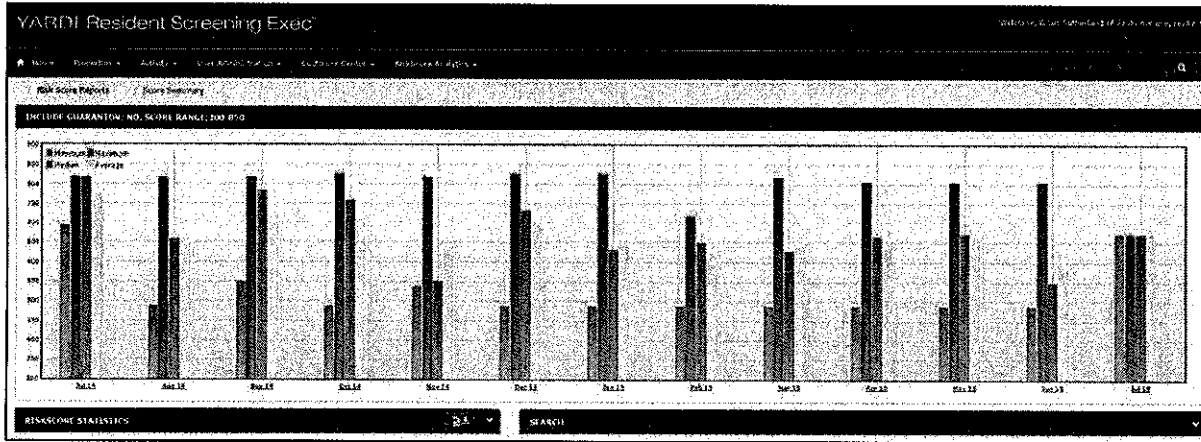
APPLICANT	COMMUNITY NAME	Y PROCESSED
Andrew J Thomson	Michael P Soggy Shelter	07/21/2015 1:52 PM
Mark Twain	YRS Sales Demo (Voyager 75)	07/21/2015 12:10 PM
John Corstates	YRS Sales Demo (Voyager 75)	07/21/2015 11:38 AM
George Johnson	Michael P Soggy Shelter	07/21/2015 9:54 AM
Diane Canton	YRS Sales Demo (Voyager 75)	07/21/2015 9:22 AM
John Corstates	YRS Sales Demo (Voyager 75)	07/21/2015 8:07 AM
Yvesch, B. P. A.	YRS Development Pool #77	07/21/2015 7:00 AM

22%	62%	15%	79
-----	-----	-----	----

PORTFOLIO

Total Active* Communities	17
Total Units In Active* Communities	55

* Processed within last 60 days



2.4 Implementation and Service

After you sign up for Yardi Resident Screening, a member of our screening service team will customize the system to your needs and ensure successful training and implementation. After your properties go live on the system, our client services team will be available for ongoing support.

We have trained thousands of properties over the years, and we understand the importance of thorough user training. Not only will our experts train everyone on your team when you start using Yardi Resident Screening; training is always available for new properties and new hires.

2.5 Our Clients

The following are examples of our prominent PHA screening clients. We enjoy long-term partnerships with many of these agencies.

PHA Screening Clients	
District of Columbia Housing Authority	Memphis Housing Authority
City of Phoenix Housing Authority	San Mateo Housing Authority
Fort Wayne Housing Authority	Roanoke Redevelopment Housing Authority
Spartanburg Housing Authority	Santa Barbara County Housing Authority
Allentown Housing Authority	San Luis Obispo Housing Authority

Price Proposal

The following is our proposed pricing for your company. Unless stated otherwise, all pricing is valid for 90 days from the date of this proposal. Our pricing model offers you the following key benefits:

- » No additional costs for implementation, training, and monthly support
- » No integrations to set up or maintain; solution is built directly into Yardi Voyager
- » Pay only for the reports you need: You can customize reports for your business, and we will set up your screening workflow so you only pay for the components you use
- » Itemized invoices to properties or detailed monthly invoice to headquarters, as you prefer

3. Price Proposal

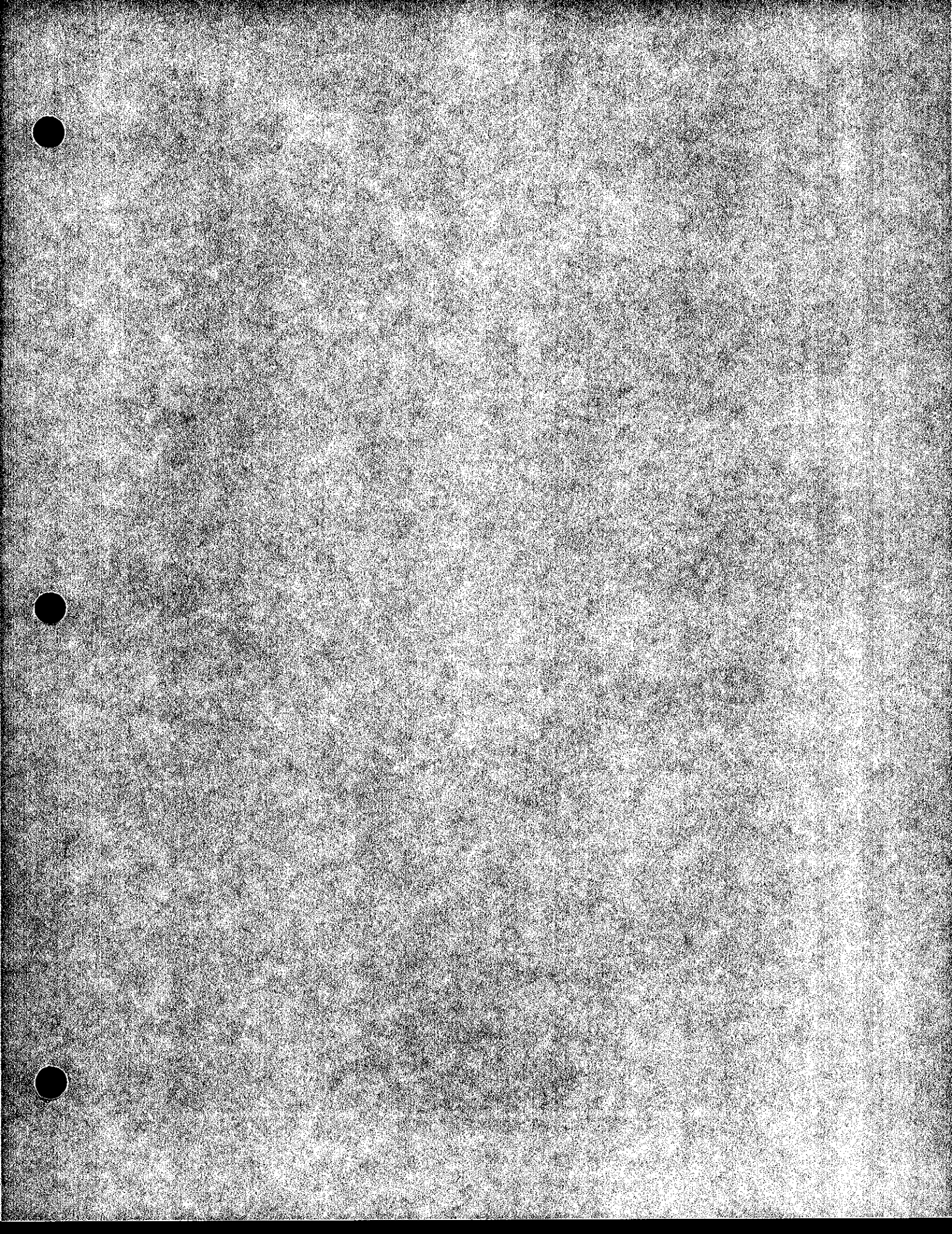
Screening Component	Price	Concession	CHA Price	Total
Criminal Reports				
Base National Criminal Search Includes national criminal database search, national sex offender search, and OFAC/SDN terrorist search. Records are filtered and serviced by Yardi's expert public records analysts.	\$12	\$7	\$5 per applicant	TBD
Supplemental County/State Search This even more thorough criminal records check is a best practice in the following states because they deliver limited information to national criminal data repositories: » Alabama » Delaware » Louisiana » South Dakota » California » Idaho » Massachusetts » Virginia » Colorado » Illinois » Nevada » Wyoming » DC	\$10	\$4	\$6 per applicant	TBD
Credit Reports				
Credit Screening » Includes full national credit bureau report » Expert scoring model designed for the multifamily industry » Option to include non-credit criteria such as rent/income ratio, residence history, and employment history in your customized scoring model » Clearly states reasons for applicant decision and flags items for review » Includes Social Security fraud screening	\$7	\$4	\$3 per applicant	TBD
RentBureau Rent Payment Data Includes month-by-month payment history and any collections activity.	\$1		\$1 per applicant	TBD
Civil Court Record Reports				
Premium National Civil Court Record Screening » Identifies individuals with prior landlord-tenant disputes » Searches civil court databases for civil judgments, landlord-tenant dispute filings, and non-monetary judgments (forcible detainers) » Reports contain all involved defendants and plaintiff(s); particular comments on the case, suits, or petitions filed; and judgment information » Supported by Yardi's team of public records analysts and experts	\$4	\$2	\$2 per applicant	TBD

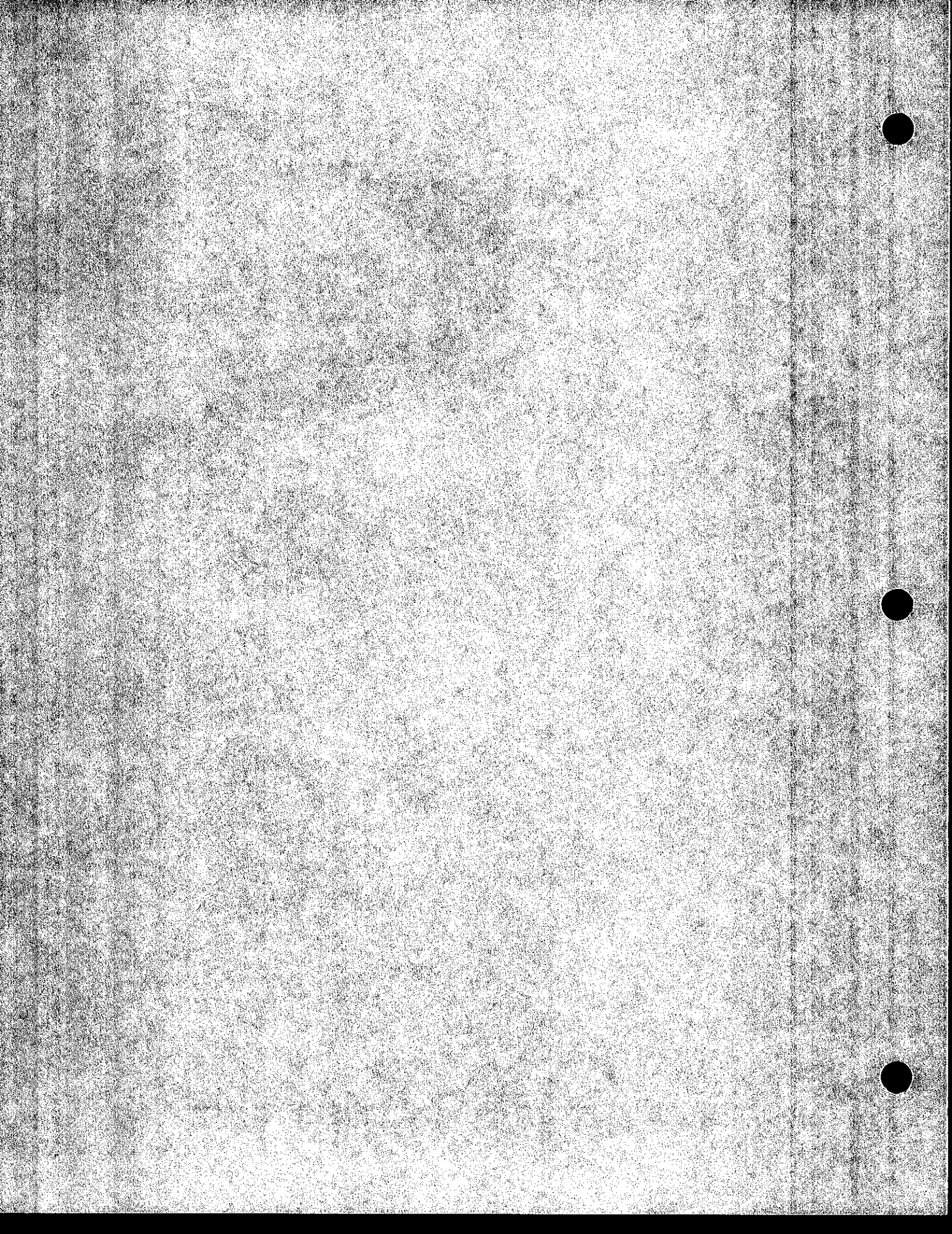
Next Steps

Leveraging the Yardi suite of products, including Yardi Resident Screening, will increase operational efficiency, enhance your resident services and the safety of your communities, and help you maintain HUD compliance. Please contact me:

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(805) 315-2852 | mobile







Proposal



Yardi Voyager[®] Proposal
For Contract Execution before January 31, 2017

November 22, 2016



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Table of Contents

1.	Solution Overview.....	4
	Yardi Voyager PHA	4
	Yardi Maintenance	8
	Yardi Inspection	9
	Yardi Construction and Grant Management.....	10
	Yardi Inventory Control.....	11
	Yardi Fixed Assets	12
	Yardi eLearning.....	13
	Yardi Inspection Mobile.....	14
	RENTCafé PHA	15
	Yardi Voyager Affordable Housing	18
	Yardi Payment Processing	19
2.	Price Proposal	21

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Solution Overview

Yardi Voyager® PHA is an end-to-end platform combining financial and property management information in a single, centralized database, with mobile access to leasing, resident services, dashboards, and tasks from smartphones and tablets. You can maintain compliance and manage Housing Choice Vouchers, Public Housing, and other HUD 50058 subsidized programs in a complete, single database PHA solution.

1. Solution Overview

Yardi Voyager PHA

Yardi Voyager® PHA is the industry's only single-stack, Web-based, mobile platform with accounting, property management, and analytics in one core solution for Public Housing, Housing Choice Vouchers, and Affordable Housing.

Key Benefits:

- » Real time, mobile access through all major Web-browsers, with Software as a Service (SaaS) deployment
- » The only complete accounting, compliance, and agency management solution supported by a sole-source vendor
- » Full business solution with flexibility to leverage a full suite of products and services created and supported by Yardi
- » Streamlined 50058 compliance for Public Housing and Housing Choice Vouchers
- » Powerful reporting tools including hundreds of standard reports and custom analytics with drilldown to transaction-level data
- » Integrated Affordable Housing compliance tools and reports for HUD 50059, Tax Credit, HOME Funds, and Rural Development Section 515

YARDIVOYAGER
System Home Home Filter Help Monthly Procedures Guests Affordable Analytics Sign Out

Community Manager Dashboard - Elisabeth's 202D Property - YAS

Resident Activity		Unit Statistics		Wednesday, August 20, 2014	
Move In	3	Total Units	12	Prop/List	202dyasc
Move Out	0	Leased Units	4 33.33%	Add Guest	Quick Guest
Deposit Accounting	0	Occupied Units	0 0%	Leasing Specials	Daily Activity
On Notice	0	Available Units	8 66.67%	Hot Sheet	Monitor Reports
Incomplete Certs	5	Model/Down/Admin	0 0%	New PO	New Svc. Req.
Annual Certs Due	0	On Hold Units	0 0%	Print Letters	Tax Credit Quick Check
Unanswered Letters	0	Unit Transfers	0	Open Batches	
Expiring Leases (120 days)	0	Traffic		Charges	New Charge Batch
Scheduled Lease Renewals	0	Prospect Pipeline	0	Receipts	New Receipt Batch
Alerts	4	Today's Showings	0	Payables	New Payable Batch
Maintenance		Affordable Waiting Lists	3		
Pending Make Ready	0	Pending Applications	1		
Pending Work Requests	0				
Completed WO Followup	0				

Calendar: Dashboard Person Search

August 2014

Monday	Tuesday	Wednesday	Thursday	Friday	Sat/Sun
August 18	19	20	21	22	23

Efficient Unit and Voucher Management

Streamlined workflows help manage work orders, process purchase orders, and oversee on-site inspections with detailed reporting. Multiple types of waiting lists are available to help track all

necessary data for HUD's income targeting requirements. Custom one-to-many tables are configurable to track every important detail necessary to meet your local property management requirements.

Integrated Case Management

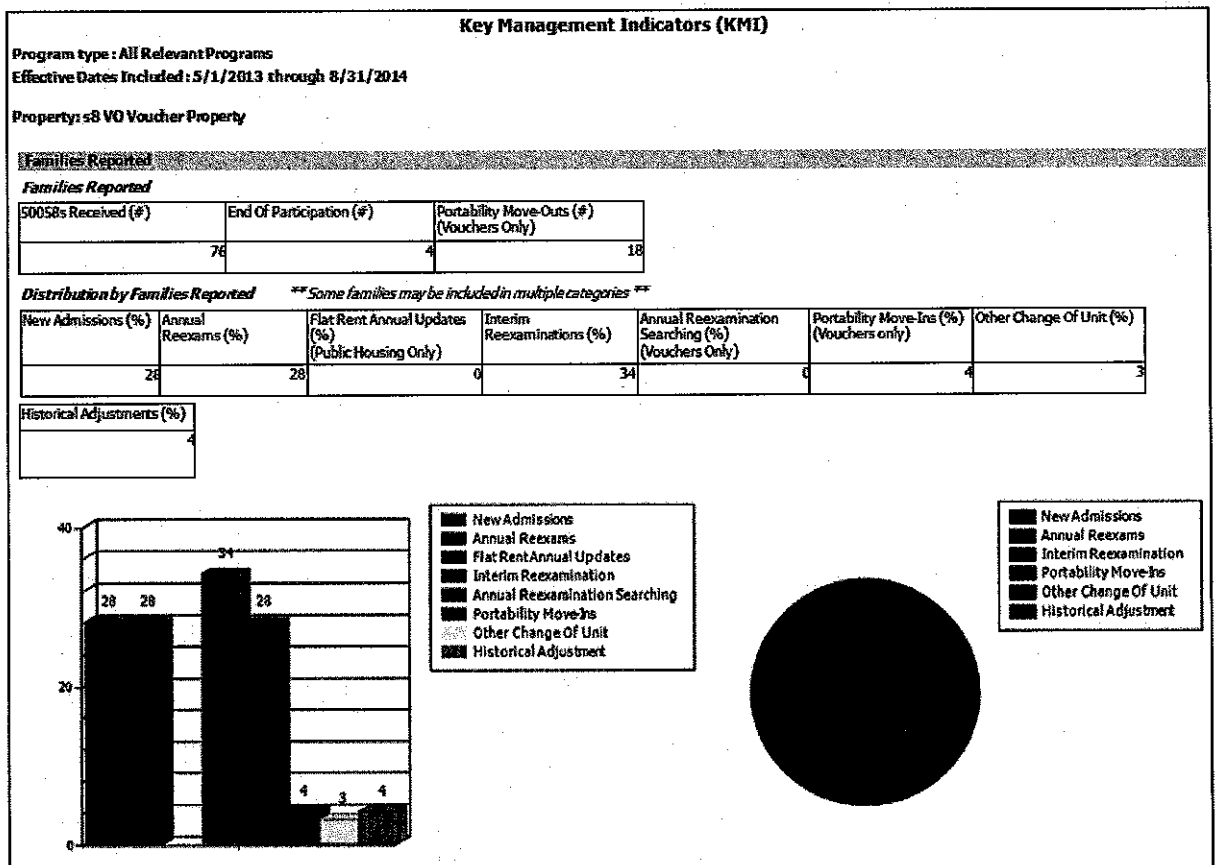
Employment training courses, counseling, and other case management services are recorded in the core Yardi Voyager PHA system and linked with resident and property management data.

Comprehensive Real-Time Reporting

Yardi Voyager produces dynamic, real-time reports to meet your HUD requirements, including:

- » FDS (Financial Data Schedule)
- » PHAS (Public Housing Assessment)
- » VMS (Voucher Management System)
- » SEMAP (Section 8 Management Assessment Program)

Reporting and audit trails provide system-wide insight into every aspect of your organization. Specialized dashboards and analytics display real-time operational, financial, and compliance information for core PHA processes and ancillary services such as Yardi Resident Screening™ and Yardi Energy Solutions™.



End-to-End Resident and Landlord Management

Yardi Voyager PHA tracks your complete contact history with your residents and property owners. Users can input all documentation to create centralized prospect records, housing applications, eligibility approvals, move-out records, and more.

The Yardi PHA Call Center™ add-on enhances the resident and landlord management experience for everyone involved. Our customer service representatives can respond quickly and accurately to telephone inquiries based on seamless information from your Yardi Voyager PHA database.

Waiting List Management

Configurable intake processes ensure that your staff records all applicant information. Yardi Voyager supports multiple types of waiting lists, and you can place applicants on them concurrently. It tracks all necessary data and produces all reports for complete compliance with HUD's income targeting requirements.

The screenshot displays the 'YARDI VOYAGER' interface for 'Waiting List' management. The top navigation bar includes 'Home', 'Filter', 'Help', and 'Logout'. The main content area is split into three sections:

- Left Sidebar (Form Fields):**
 - Code: [Text Field]
 - Description: [Text Field]
 - Property: [Text Field]
 - Waiting List Type: [Dropdown Menu: Tenant Based]
 - Max Refusals: [Text Field: 1]
 - List Is Open:
 - Date Opened: [Calendar Icon]
 - Date Closed: [Calendar Icon]
 - Long Description: [Text Area]
- Central Data Table:**
 - Columns: Data, Reports
 - Buttons: [Grid Icon], [Print Icon], [Refresh Icon]
- Right Sidebar (Statistics and Actions):**
 - Waiting List Statistics:**
 - Total Selected: 179
 - Total Rejected: 15
 - Total Housed: 0
 - Total In Process: 164
 - % Lease up: 0%
 - Statistics Since: 01/01/2014
 - Reset Statistics:**
 - Reset Date: [Calendar Icon]
 - Reset: [Button]
 - Bottom Buttons: Save, New, Help

Income Targeting

Yardi Voyager PHA tracks and reports on statistical income-target data and status according to HUD requirements and specifications.

Compliance and Administrative Management

Public Housing Authorities face significant compliance and administrative responsibilities. Yardi Voyager provides all of the tools you need to track required data for Public Housing, Housing Choice Vouchers, and the complete spectrum of federal, state, and local housing subsidy sources.

- » **50058 Compliance.** Using the 50058 form and HUD guidelines for Public Housing and HCV, Yardi Voyager manages the necessary workflows, tracking, and reports to ensure you run efficiently and maintain compliance. It enables MTCS/PIC transmission using rules from the technical reference guide to perform extensive, automatic pre-submission error checking, greatly reducing 50058 PIC submission errors. Once you receive the transmission result file from PIC, our MTCS file reconciliation process provides detailed information to resolve any reported errors.

- » **Resident Service Programs.** Yardi Voyager helps manage each phase of your resident services programs, including FSS, WtW, EID, and Community Service. You can use planned interview questionnaires to determine needs and goals, create assessments, generate action plans and report progress on the 50058.

Administrative Management

Yardi Voyager helps you manage administrative functions related to Public Housing and Housing Choice Vouchers.

- » **Unit Rent Reasonableness Comparisons.** HUD requires PHAs to confirm that unit owners charge reasonable rents to HCV participants. Yardi Voyager performs rent reasonableness comparison workflows to help your agency meet these requirements.
- » **Portability Tracking.** Portability allows families to use voucher assistance outside the original issuing PHA's jurisdiction. Yardi Voyager manages the workflow for the HUD 52665 Family Portability Information form.
- » **Abatements and Tenant Holds.** You can hold all payment types or specific payments for housing assistance, utility reimbursements, and FSS escrow credits. Customizing Yardi Voyager screens can further help you manage these processes.
- » **Landlord Garnishments and Overpayments.** You can garnish the property owner for a portion or the entire HAP payment. Processing landlord overpayments is easily managed in Yardi Voyager.
- » **Tenant Payment Agreements.** A tenant payment agreement (TPA) enables the resident to pay a debt to the Housing Authority over a period. Our TPA process reverses actual aged charges and adds new charges according to the agreement terms. A resident can have multiple payment agreements.

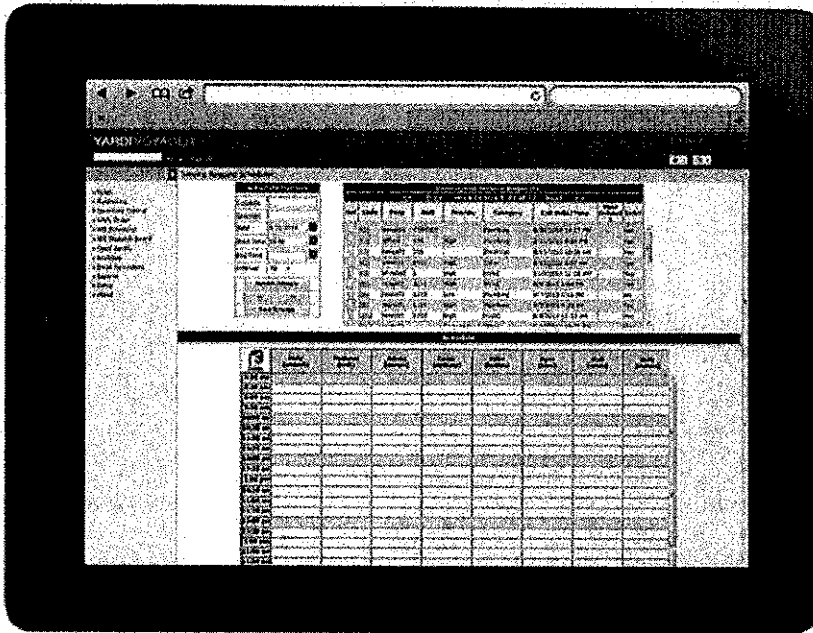
Yardi Voyager PHA includes the following products:

- » Yardi Maintenance
- » Yardi Inspection
- » Yardi Construction and Grant Management
- » Yardi Inventory Control
- » Yardi Fixed Assets

We include the product descriptions on the following pages.

Yardi Maintenance

Yardi Maintenance™ provides the tools you need to perform and track daily maintenance for all types of real estate. Yardi Maintenance includes work order and purchase order processing, expense limits, warranty tracking, and real-time reporting. Streamlined workflows feature intuitive dashboards, calendars, and alerts to speed the maintenance process and ensure exceptional service to your tenants. With the Yardi Maintenance Mobile™ application, technicians can access, create, and complete work orders from the field.



Streamlined Workflow

Yardi Maintenance processes work orders systematically from initial contact through completion.

- » Automatically calculate purchase and work orders; post payables and charges
- » Efficiently assign and schedule work orders
- » Track pending work requests, alerts, and exceptions

Smart System

Optimize control over management tasks, streamline workflows, and maximize efficiency with our online and mobile solutions. Global access to the centralized Yardi Voyager database ensures faster processing and the ability to run up-to-the-minute reports. Yardi Maintenance is the solution for all types of residential and commercial real estate.

Mobile Maintenance

Yardi Maintenance Mobile conveniently lets technicians in the field create, update, and close work orders from a mobile device. Results automatically update in Yardi Voyager. Workers can quickly and easily sort through and select work orders by various criteria. Technicians can edit work order status, view problem descriptions, and access entry notes in a work order. Color bars indicate the priority of work orders based on Yardi Voyager settings.

Yardi Inspection

Yardi Inspection™ is a flexible tool for scheduling and managing all types of inspections at commercial; multifamily, public, and affordable housing; government; military; condo; and other properties. You can easily create custom inspection templates to suit unique business needs, assign inspections based on user-defined criteria, and view detailed reports on inspection history and more.

YARDI VOYAGER
Home Filter Sign Out

Inspection Analytics Report

Report Name: Inspection Details Report

Entity Type: Property/Unit

Inspection ID: 50

Date Inspected: 01/02/2013 -to- 07/01/2013

Show Fail Only?: No

Print Photos?: No

Inspection Details Report

Inspection ID: 50
 Inspector: yascdemo
 Date Inspected: 05/19/2013
 Entity Type: Unit
 Unit Code: YR-101
 Unit Address: 123 Example Lane yr-101 Goleta CA - 92110 us

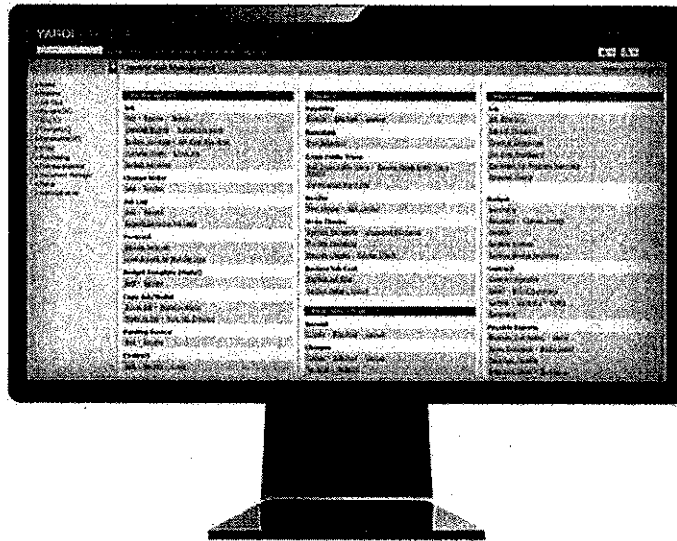
YASC - Unit Template	Results	Observations	Responsibility	Detail Level Notes	Voice Note
YASC - Unit Template	Reevaluate				No
Bathroom	Good			The bathroom looks good. No issues found.	No
Countertops	Good				No

Key Features

- » Tracks the inspector, inspection type, status, due date, completion time, resident or tenant information, and more
- » Supports inspection types such as move-in, move-out, annual inspections, due diligence, safety checks, regulatory reviews, HOA violations, and more
- » Allows users to define flexible inspection templates with multiple levels of granularity and custom ratings (e.g., pass/fail, clean/requires cleaning/replace)
- » Features user-definable areas (e.g., kitchen, bedroom, bath, exterior) and elements (e.g., plumbing, refrigerator, windows, business permits)
- » Enforces custom business rules (e.g., fail the unit or room inspection if a critical item does not pass)
- » Supports photo and voice memo attachments for line items
- » Records cost quotes and work orders created directly from the inspection screen
- » Generates notification letters on inspection results and follow-up scheduling
- » Reports on inspections by unit, tenant, inspector, or unit type

Yardi Construction and Grant Management

Yardi Construction and Grant Management™ is a full-service job costing and receivables system that helps you manage all types of development efficiently through all phases of construction. You can easily track all job budgets, budget revisions, job bids, expenses, receipts, loan draws, subcontracts, and more. Yardi Grant Management streamlines operations and increases control over management tasks, so you can expedite completion and maximize the profitability of all development projects.



Key Features

- » Automatic over-budget checking
- » Unlimited database for all job cost records
- » Drilldown report access with underlying transactions for job-cost-summary data
- » Subcontract links to jobs and user-definable subcategories
- » Ability to select vendors used exclusively for job costing
- » Improved labor productivity and elimination of manual processes

Automated Tracking, Updates, and Charge Creation

Yardi Grant Management automatically tracks actual cost totals and compares them to the budget. It also updates the job cost and general ledger whenever a transaction is entered, so you can immediately catch all charges related to job cost transactions and grants. To bill for a specific invoice or draw, you can automatically create charge amounts based on a user-defined budget amount and a percentage of selected categories.

Comprehensive Reporting

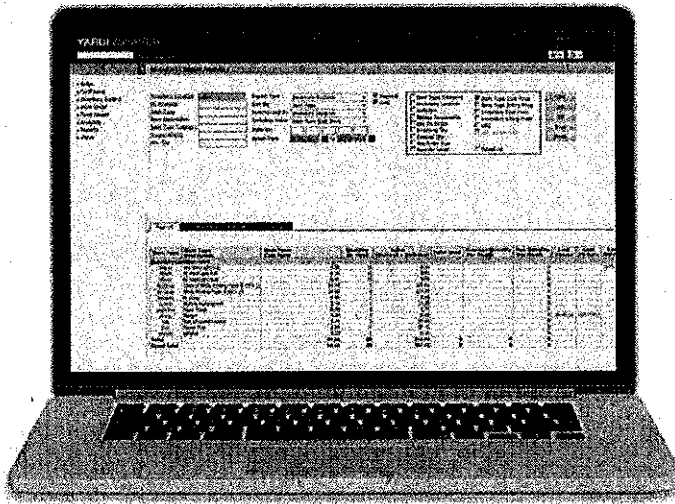
Yardi Grant Management reports on change-order budget amounts, amounts billed to date per category, and the draw budget, as well as budget revisions and bid fields. In addition, over-budget monitoring automatically occurs for every transaction.

Increased Flexibility

With Yardi Grant Management, you can enter contracts and subcontracts for multiple jobs and/or properties. You can also choose to update the job budget automatically when you enter contract amounts and changes.

Yardi Inventory Control

Yardi Inventory Control™ is the ideal solution for managing inventory as it is distributed and transferred among multiple locations. You can follow inventory from purchase order issuance through transfer from warehouses to transport vehicles and properties. Yardi Inventory Control effortlessly tracks the financial impact of inventory movement, locations, and types of use. You can monitor the labor and materials used to complete work orders, quickly reconcile the physical count of on-hand inventory items, and automatically reorder inventory as needed. You can also update pricing based on amounts paid on purchase orders. Additionally, your staff can perform inventory control tasks using several common barcode scanners. The recorded data updates Yardi Voyager® in real time, eliminating redundant data entry and helping warehouse staff work more efficiently.



Strategic Benefits

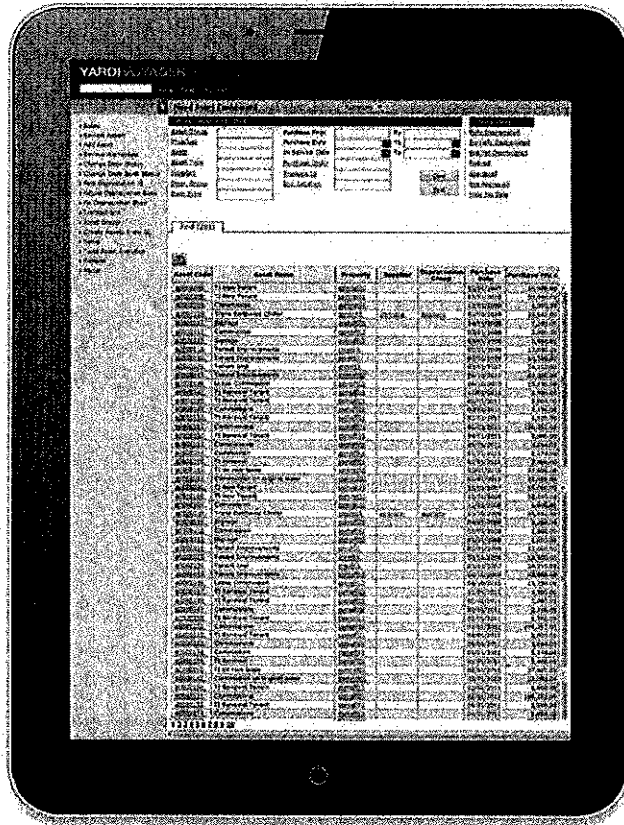
- » Precise inventory control
- » Tracking of financial impact of inventory movement
- » Automatic reordering of supplies
- » Comprehensive report package for better inventory management

Key Features

- » Ties specific inventory locations to properties (e.g., property staff in Colorado can only access inventory at the Colorado warehouse)
- » Groups user-defined item types according to user-defined categories
- » Tracks entire inventory location history and movement with drilldown to individual POs
- » Records distribution requests for approval
- » Shows all inventory in its source location(s)
- » Transfers individual items from various source locations to a number of destinations
- » Records checking in and out of materials used for maintenance duties; automatically adjusts inventory counts and work orders
- » Generates purchase orders automatically when quantities on hand plus quantities on order fall below the specified reorder level
- » Displays all available vendors and corresponding prices for selection or optionally selects lowest prices automatically
- » Reconciles actual physical inventory entered by hand or by barcode scanner with the quantities in the system automatically

Yardi Fixed Assets

Yardi Fixed Assets™ is the ideal solution for managing assets that require different depreciation methods. It lets you keep a full history of depreciation as assets age, are used, or are discarded. You can monitor fixed assets from purchase order through purchase, use, and final disposition. Linking new assets with purchase orders creates payable invoices and journal entries.



Strategic Benefits

- » Compatible with different depreciation methods and conventions
- » Asset creation from single or multiple payables and journal entries
- » Full depreciation history in Yardi Voyager®
- » Comprehensive report package with drilldown

Key Features

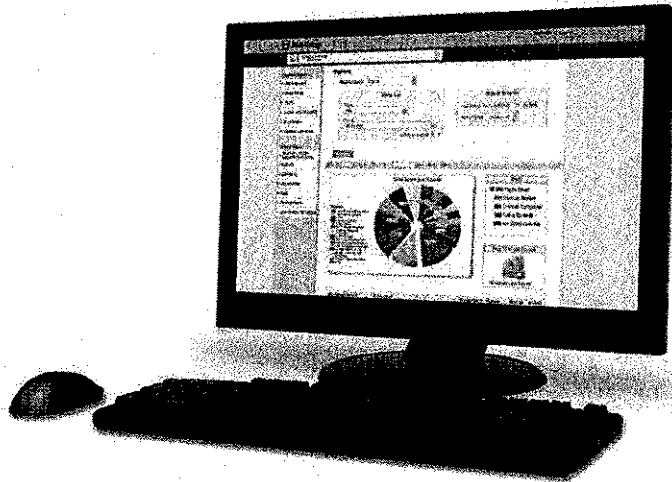
- » Integrates purchase order and work order functionality to automatically generate an asset with a unique tracking number
- » Leverages user-defined status options to reserve, schedule for move, move, receive, or assign an asset to any number of intermediate stages
- » Tracks asset locations, such as in service, in storage, on a truck, or one of multiple user-definable inventory locations
- » Records entire history of the location and movement of fixed assets
- » Enables users to build assets from a collection of journal entries and payables (such as a software implementation project)
- » Calculates depreciation in a variety of ways, including placing on hold (for example when selling a property) and performing catch-up depreciation
- » Reconciles actual fixed assets periodically with the quantities showing in the system
- » Automates asset dispositions and the resulting journals

Yardi eLearning

Yardi eLearning™ offers high-quality online courses created by product experts and delivered directly to your employees. You gain maximum ROI from your software investment with assessment tools, certification, follow-up, and re-training activities to maintain critical knowledge. You can monitor student activity and course progress with individual and group-level performance reports.

The browser-independent Yardi eLearning course library includes market-specific tracks for multifamily and commercial property management as well as our integrated services such as Yardi Payment Processing™, Utility Billing™, Resident Screening™, and RENTCafé®. In-course exercises in an embedded Yardi Voyager® environment give learners invaluable hands-on practice.

Based on your business needs, you can develop and deploy a role-specific learning plan to train employees to your company's standards. You can assign courses from the Yardi library or, using the self-publishing platform, you can develop targeted courses for your organization, such as company orientations. You can create webinars and classroom-based events in just a few clicks, add online assessments, or input grades from offline quizzes. While online courses maximize ROI on your software investment, you can also reduce overall training costs by implementing online pre-training, so employees come prepared and get the most out of on-site sessions.

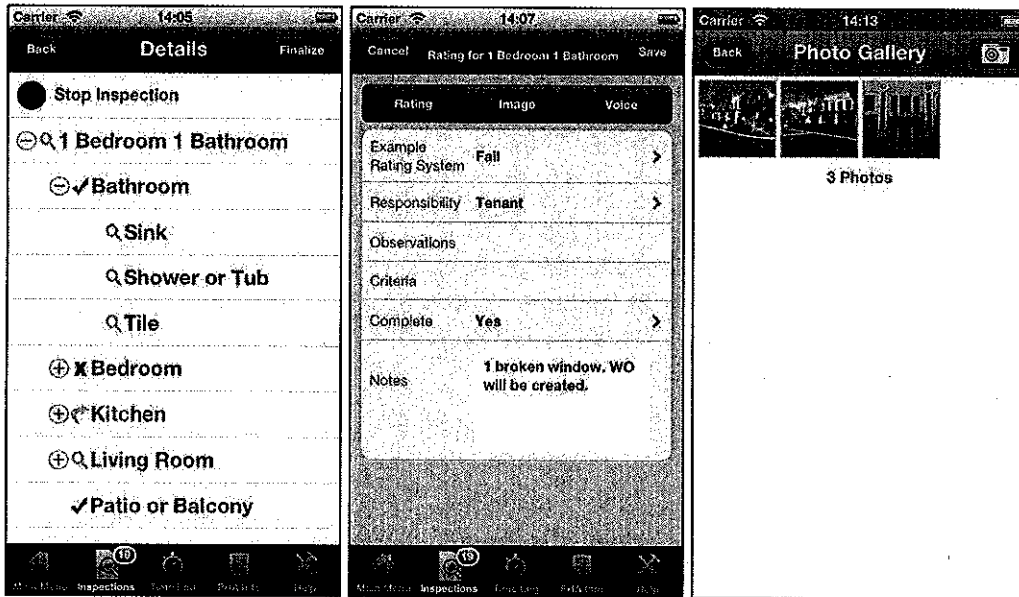


Strategic Benefits

- » Intuitive authoring tool for real-time changes and quick course rollout
- » Blended learning system with multiple channels (e.g., tracks and individual online courses, classroom training events, webinars)
- » Option to add online assessments, documents, videos, and class discussions
- » Learn on the go from any web browser and mobile device
- » Detailed audit trails and reporting track activity and individual progress
- » Achievement markers, peer discussions, and feedback from subject matter experts provide motivation and promote faster course completion
- » Multimedia format for a variety of content, including HTML, documents, images, videos, and podcasts
- » Hosted solution with 24-hour IT support

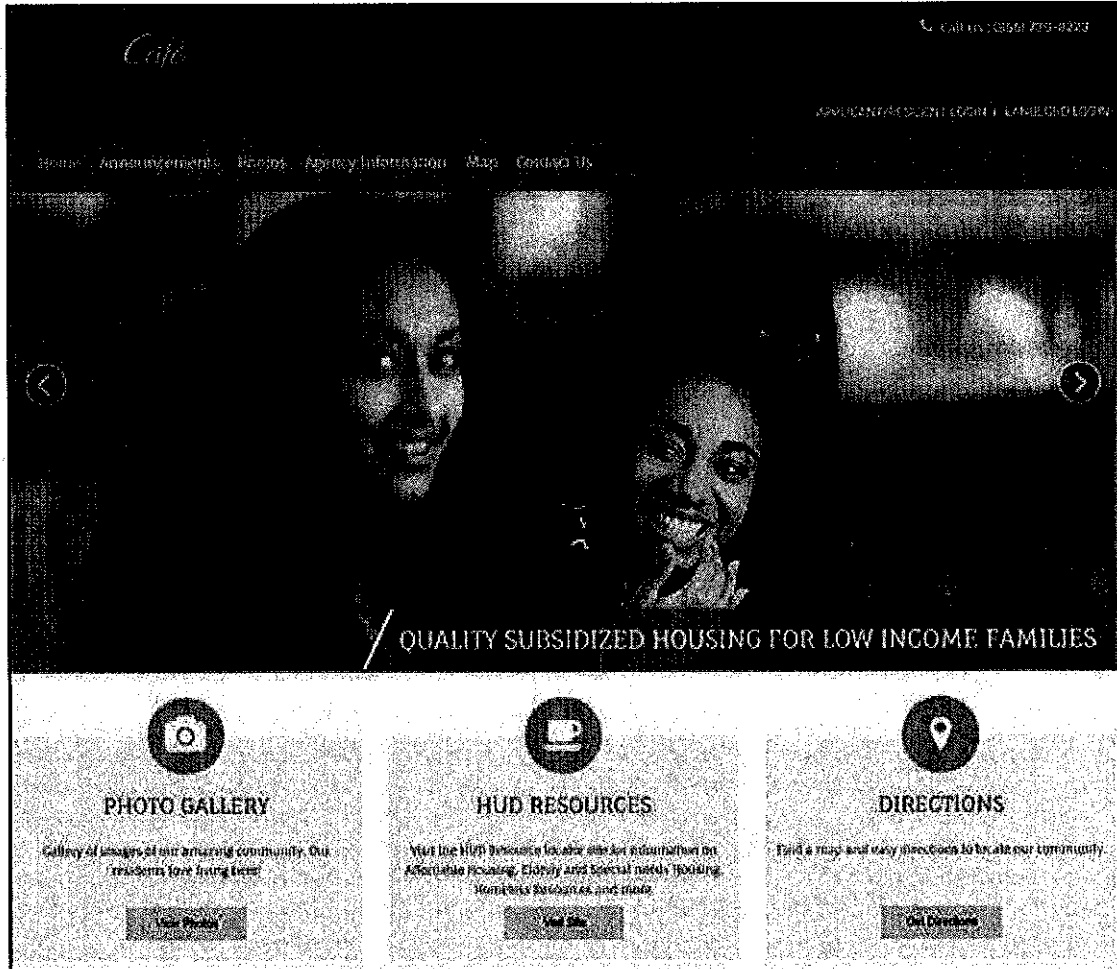
Yardi Inspection Mobile

Yardi Inspection Mobile augments the functionality of Yardi Inspection with the ability to access and enter inspection data and capture signatures using a smartphone or tablet. Assigned inspections appear on the inspector's device instantly, and completed results update the Yardi Voyager record automatically. Yardi Inspection Mobile can operate in areas without a cellular or wireless connection and synchronize data once the connection is reestablished. The application supports Android, iPhone, iPad, and iPad.



RENTCafé PHA

Public Housing Authorities can simplify and expedite housing applications with RENTCafé® PHA, an online eligibility and compliance portal that replaces paper forms and applications. RENTCafé PHA includes new features and conveniences expected in modern housing program management such as online payments, maintenance requests, newsletters, and more. Integration with Yardi Voyager PHA eliminates the need to rekey client information once an applicant becomes a resident as data flows seamlessly to Voyager.

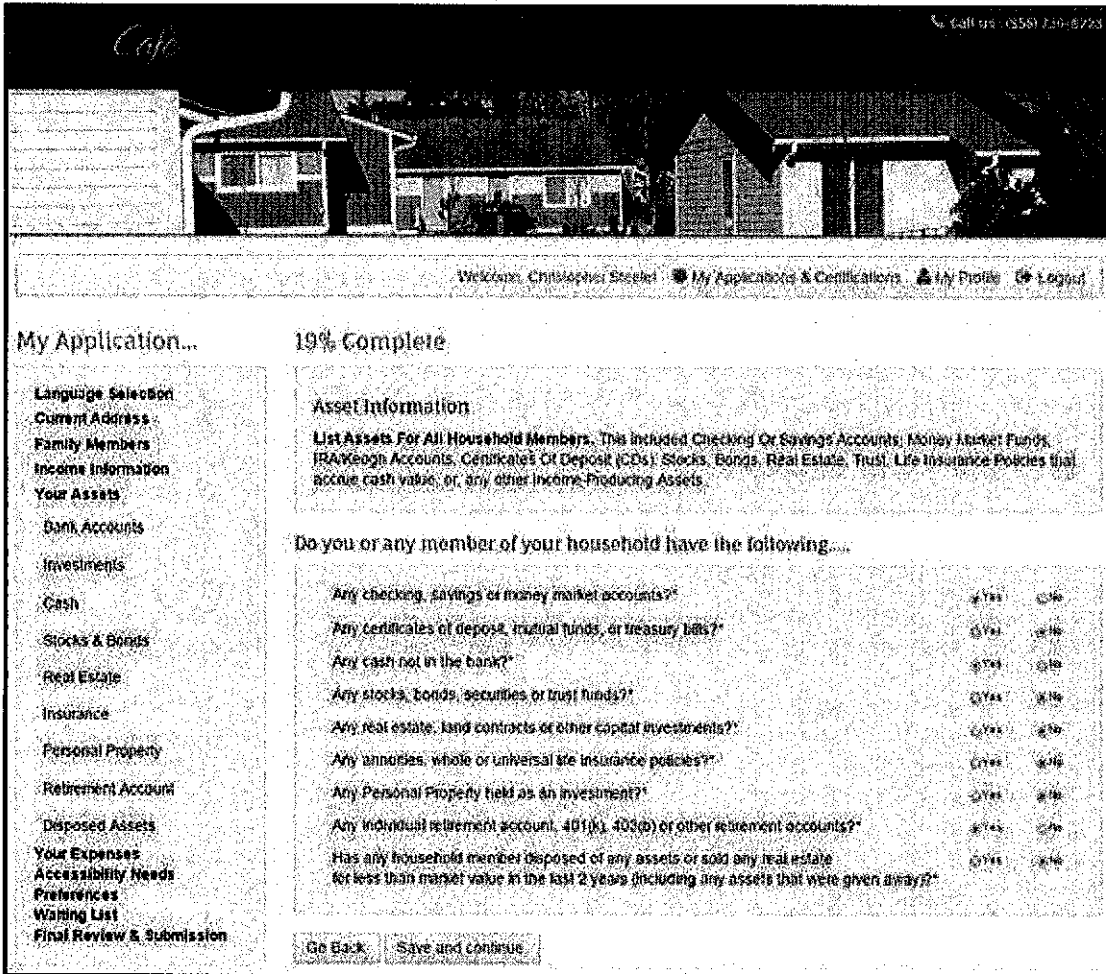


Online Applications

RENTCafé PHA can replace paper-based applications with Web-based workflows configurable to meet your agency's requirements. Built-in system checks ensure applicants do not skip any required steps in the process, so staff spends less time following up on incomplete applications and applicants can be more quickly screened for eligibility. Prospects can easily upload all required application documents securely to your RENTCafé PHA portal without the hassle of mailing or dropping off paperwork. Electronic applications also eliminate costly and potentially unsecured storage of physical files.

Secure, Convenient Access

Whether users are accessing RENTCafé PHA at a kiosk in your office or from their home, their personal information is always protected. Comprehensive security features include encryption of all data transmittals. Prospects can review their application status and make updates as necessary. Current residents can update household information, enter work orders, view account information, make online payments for multiple types of charges, and complete annual recertifications. Landlords and owners can quickly update their profile, view ledgers, get caseworker information, review scheduled and completed inspections, set up direct payments, and download PHA forms and documents.



Key Features

- » Compliance tracking for HUD 50058 programs
- » Online applications for multiple Public Housing waiting lists integrated with Yardi Voyager
- » Self-service access 24/7/365, reducing applicant, resident, and landlord phone calls
- » Resident online payments, maintenance requests, annual rent reviews, and recertifications
- » Landlord/owner access for HCV to reduce time-consuming phone calls regarding payments and other account information
- » Customizable content including Web page layout, hyperlinks, pictures, and more

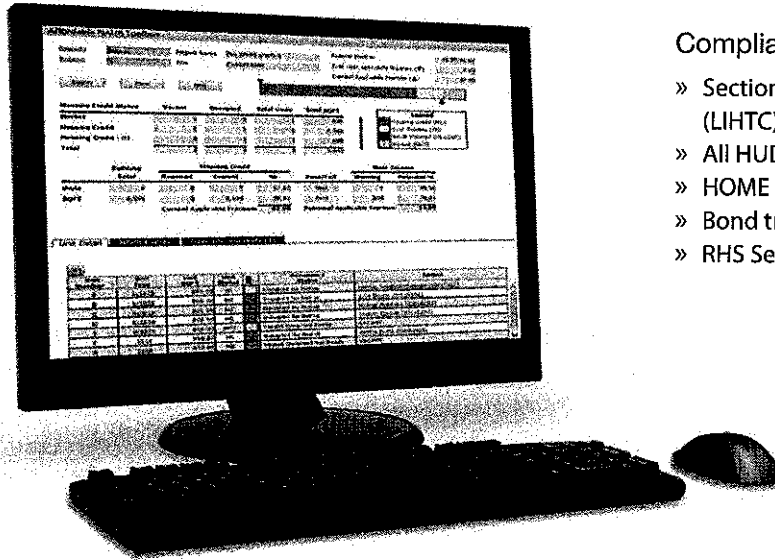
Optional Portals

RENTCafé PHA offers several add-on options that add to the efficiency of your housing programs by integrating seamlessly into Yardi Voyager:

- » PHA Applicant Portal
 - › Update contact information
 - › Review waiting list position, family details, assets, and more
 - › Download PHA forms
- » PHA Resident Portal
 - › Update contact information
 - › Review payments, inspections, family details, FSS, and more
 - › Submit service requests
 - › Check status of PHA verifications
 - › Download PHA forms
- » PHA Compliance Exchange Portal
 - › Adds initial, interim, and annual certifications to your RENTCafé PHA online application, applicant, or tenant portal
 - › Configurable compliance workflows
 - › Participant document uploads
 - › Electronic signatures

Yardi Voyager Affordable Housing

Yardi Voyager® Affordable Housing is an end-to-end platform for compliance, accounting, and property management for portfolios with multiple subsidy types and sources. Using one centralized database, this Web-based system easily streamlines household qualifications and automates compliance. It provides all the tools you need to manage single- or multi-layered funding, including Low Income Housing Tax Credit, HUD Project-Based Section 50059, HOME Funds, and USDA/RHS Section 515 properties. Streamlined, intuitive workflows lower training time and raise productivity.



Compliance Features

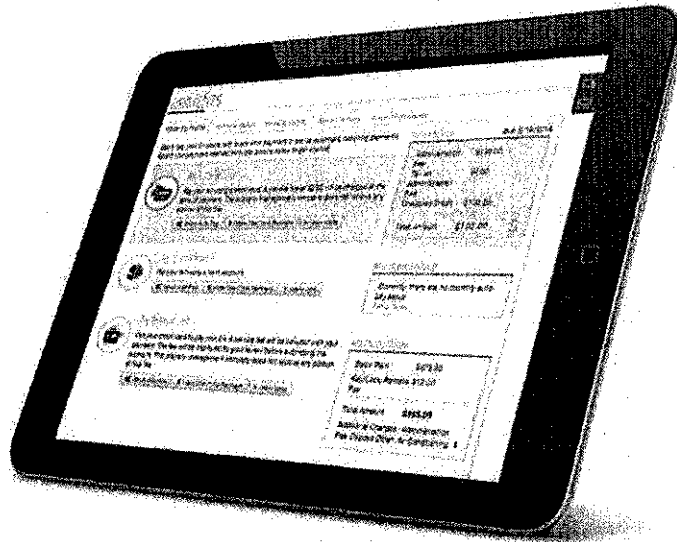
- » Section 42 Low Income Housing Tax Credit (LIHTC)
- » All HUD project-based 50059 contracts
- » HOME funds
- » Bond tracking and property/unit set-asides
- » RHS Section 515 (Rural Development)

Key Features

- » Combined-subsidy capability
- » Quick pre-qualifying and simple step-by-step qualifying
- » Single data entry for multiple layers of subsidy
- » Historical income limits
- » 50059 baseline conversion tool
- » Wizard workflow for pre-certification of applicants based on project type
- » Complete certification histories for residents
- » Customizable recertification letters and notices
- » Customizable and standard verification letters
- » Dashboard summary of compliance tasks and alerts for tasks due
- » Flexible, unlimited waiting lists (including HUD-required reports)
- » Affordable and compliance analytics and lists of daily activities
- » Rent repayment agreements
- » Traffic monitoring
- » Complete audit trail of receipts by unit or resident
- » User group-specific views and permissions
- » Full set of standard Yardi reports with drilldown to useful underlying data
- » Custom report writing tools
- » Multiple styles of resident ledgers

Yardi Payment Processing

Yardi Online Payments™ and Yardi CHECKscan™ are paperless payment processing solutions built into Yardi Voyager to streamline rent collection and reduce operational costs. Residents can pay rent conveniently online or by text message, and your staff can quickly bulk scan and digitize checks and money orders. You can also have Yardi deliver payments to your vendors by ACH or mailed check.



Key Features

- » Electronic deposits make funds available rapidly
- » 24/7 online payments and ledger access via RENTCafé® portals
- » Debit, credit card, and ACH payments with recurring ACH option
- » Yardi Voyager auto-matches charges and applies payment priority rules
- » Permanent check image storage in Yardi Voyager for scanned payments
- » No data transfer or synchronization needed

ACH, Debit, and Credit Card Payments

Residents can log in to your RENTCafé portal or send a text message 24/7 to check their balance and make rent payments from a checking account, debit, or credit card. The recurring payment option adds convenient automatic scheduling. Secure online transactions that manifest as automatic ledger updates in Yardi Voyager®. ACH payments are sent to your bank via EFT the next day; debit and credit card payments are processed in two to four days.

Walk-in Payment System (WIPS)

The Walk-in Payment System™ allows residents to pay rent in cash at participating retail locations for one-stop convenience. Property managers gain efficiency and reduce money order fraud. Payment confirmation appears in Yardi Voyager the next day; funds are available within three business days.

Checks Converted to Electronic Payments

Yardi CHECKscan enables you to bulk-scan personal, corporate, and bill pay checks as well as money orders to create electronic receivables in Yardi Voyager. With an easy online transaction review workflow, Yardi CHECKscan eliminates trips to the bank, lost checks, and manual keying errors and reduces NSF risk. All payment images are permanently stored in Yardi Voyager. Your staff simply confirms resident payment matches which automatically link to resident charges, creating receipt batches that post to the general ledger and apply payment priority rules from Yardi Voyager automatically. The system converts money orders and checks to X9 deposit files and sends them to your bank via EFT the next day, which reduces float time and accelerates funds availability.

Price Proposal

The following is our proposed pricing for your agency. The CHA must execute the Yardi SaaS Private Cloud and Yardi Resident Screening contracts before January 31, 2017 to receive this pricing. This proposal includes the following PHA group terms:

- » Five-year initial term with annual renewals thereafter
- » CPI cap of 4% for the life of the initial term
- » We will apply the following cost increases for Yardi Voyager PHA, based on the CHA's current self-hosted base annual fee of \$236,163.43:
 - › Year 1: \$236,159.32
 - › Year 2: \$259,775.66
 - › Years 3 through 5: \$283,392
- » Discounted annual fee of \$30,000 for Yardi Private Cloud
- » Custom service level agreement; please refer to your contract

2. Price Proposal

Pricing Proposal	Quantity	Per Unit	Concession	Total
Annual Fees				
Yardi Voyager PHA Includes resident lease and property management, accounting, reporting, Yardi Maintenance and Maintenance Mobile, Yardi Inspection, Yardi Fixed Assets, Yardi Inventory Control, and Yardi Construction and Grant Management.	17,712 units	\$20	\$4 per unit Year 1: \$47,232.68	\$236,159.32
Yardi Voyager PHA—Grandfathered Units	48,288 units	\$20	\$20	\$0
Yardi Voyager Affordable Housing	338 units	\$5		\$1,690
Yardi Private Cloud	Flat fee	\$75,000	\$45,000	\$30,000
Yardi Inspection Mobile	66,000 units	\$2	\$2	\$0
RENTCafé PHA Applicant Portal		\$10,000		\$10,000
RENTCafé PHA Landlord Portal		\$10,000		\$10,000
RENTCafé PHA Online Application Portal		\$10,000		\$10,000
RENTCafé PHA Resident Portal		\$10,000		\$10,000
Yardi eLearning	66,000 units	\$10	\$8.50	\$99,000
Yardi Payment Processing Includes payments by text message, ACH, debit, and credit card, check processing, and Walk-In Payment System (WIPS). The following service fees apply: <ul style="list-style-type: none"> » Yardi CHECKScan: \$0.50 per scanned check; billed to the client or HA » Online ACH payments: \$1.00; can be charged to the resident/applicant » Online and text debit card payments: \$2.95 for properties with average rent below \$1,000; \$3.95 where average rent is \$1,000 or more; can be charged to the resident/applicant » Online and text credit card payments: 2.2% for Visa/Mastercard/Discover; 3% for American Express; can be charged to the resident/applicant » WIPS: \$3 service fee charged to resident at retail outlet where transaction occurs 	66,000 units		Transaction-based; see notes	
Total Annual Fees—Year 1				\$406,849.32
One-Time Fees				
Yardi PSG Full-Service Implementation	3,840 hours	\$200	\$20	\$691,200

Pricing Proposal	Quantity	Per Unit	Concession	Total
RENTCafé PHA Implementation Phase 1 Includes 20 days of on-site configuration and training for RENTCafé PHA online application, applicant, and resident portals.	160 hours	\$200	\$25	\$28,000
RENTCafé PHA Implementation Phase 2 Includes 14 days of on-site configuration and training for RENTCafé PHA landlord portal.	112 hours	\$200	\$25	\$19,600
Total One-Time Fees—Year 1				\$738,800
Totals				
Prorated Annual Fees—Year 1 The fee shown is prorated from February 1 through July 31, 2017.				\$203,424.66
Subtotal One-Time Fees				\$738,800
Credit for Unused Self-Hosting Licensing This credit is prorated from February 1 through July 31, 2017.				\$118,081.72
One-Time Concession for Contract Execution before January 31, 2017 CHA must execute both Yardi Voyager and Yardi Resident Screening contracts to receive this concession.				\$25,000
Total Fees—Year 1				\$799,142.94

Next Steps

Our end-to-end real estate platform delivers mobility, transparency, and business intelligence across your organization. Yardi products can shorten your business lifecycle times, enhance your customer service, and help you maintain your competitive edge. I welcome the opportunity to discuss our solutions with you. Please contact me:

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 Senior Account Executive, Public Housing
 Jeffrey.Bischoff@yardi.com
 (800) 866-1144 ext. 1636 | office
 (805) 315-2852 | mobile