

November 18, 2015

Tim Carroll  
Executive Secretary  
Town of Chilmark  
PO Box 119  
Chilmark, MA 02535

Dear Tim:

To help you prepare for your annual budget, Zobrio is providing two estimated software maintenance charges one if you remain on FundWare in fiscal year 2017 and the other if you have upgraded to MIP. These totals are listed as:

- With Zobrio MIP – \$26,171
- With Zobrio FundWare - \$27,158

Please also note that if you are a Zobrio Cash Management subscription client that your annual subscription will increase by 3% at the time of your next renewal which is not included in the total listed above.

We are very excited about the upcoming fiscal year as we continue to grow our revolutionary Zobrio Cash Management solution and work in concert with all our Massachusetts clients and the State Division of Local services to address efficiency and regionalization initiatives through the Community Compact.

As a valued client please know that we are available at any time to meet with you on-site to discuss your technology needs and the resources available for you tackle the challenges of today and tomorrow.

Please feel free to contact me via email: [Rob.Raymond@Zobrio.com](mailto:Rob.Raymond@Zobrio.com) to set up a meeting  
Sincerely,

A handwritten signature in black ink, appearing to read 'Rob M. Raymond'.

Robert M. Raymond  
Senior Vice President

