Sales Order for Alachua County

Thanks again for the opportunity to present this proposal. Below, please find our proposed solution and its expected business impact. We have also included our recommended implementation, training and pricing plans. I look forward to hearing from you. Please let me know if you have any questions.

Sincerely,
Gerald Held

About monday.com
monday.com is a Work OS, where teams plan, run and track their processes, projects, and everyday work seamlessly.
Teams can shape any workflow, code-free, within minutes, automate manual work and push projects forward, while connecting distributed teams and strengthening remote collaboration.
The platform's features include: customizable workflow templates, time tracking, automations, data dashboards, and integrations with popular tools. Thousands of companies around the world connect their teams on monday.com

Trusted by 186K+ customers, across 200+ industries, from 200+ countries

monday.com Ltd
6 Yitzhak Sadeh St., Tel-Aviv, Israel
6777506, Israel
Tel.: 077-3180262
Fax: 077-3180262
Company Number: 514744887

To: Ryan Evans
Bill-To Name: Alachua County
Tax ID: 000

Bill-To Address:	**Sold-To Name:** Alachua County
26 NE 1st ST,	**Sold-To Address:**
Gainesville, Florida,32601,	
United States	
Sales Rep: Gerald Held	26 NE 1st ST,
MO-391786	Gainesville, Florida, 32601,
	United States

Order Date: Jan 30, 2025
Valid Date: Jan 29, 2025

If this Sales Order is not returned signed by Customer by Jan 29, 2025, this offer expires.

Pricing Summary

Services	Type	List Price	Quantity	Duration	Plan Period	Start Date	End Date	Discount %	Net Price
Work Management - Enterprise	Recurring	$52.00	450 Seats	36	Yearly	Jan 30, 2025	Jan 29, 2028	55.13%	$377,946.00
Customer Success Manager Plan: Gold 10 Strategic Touchpoints + 15 Consulting Hours (Per Year)	One Time	$0.00	1	36		-	-	0%	0

Total List Price	$842,400.00
Discount	55.13%
Total Net Price	**$377,946.00**

Billing and Payment Terms.
Payment terms: Net 30
Unless otherwise set forth in this Sales Order, all fees hereunder shall be billed upon execution of this Sales Order.

If you require a purchase order number to be quoted on the invoice, please provide a copy of the applicable purchase order.
Please confirm your point of contact to which invoices should be sent (preferably, an accounts payable email address).

Taxes. This Sales Order does not reflect any applicable taxes that may arise as a result of this Sales Order. If monday.com is registered to collect and remit such applicable taxes (e.g. sales tax, VAT, etc.) monday.com will set forth such taxes in the applicable invoice related to this Sales Order. Customer hereby acknowledges and agrees that the shipping and billing information set forth in this Sales Order may be relied upon by monday.com for purposes of calculating such taxes.
*If you are exempt from paying sales tax please provide a valid tax exemption certificate.

Fees. Except as explicitly set forth under this Sales Order or the Agreement (as such term is defined below), the fees under this Sales Order are non-cancelable and non-refundable. Any discounts specified under this Sales Order are given solely for this Sales Order and unless specifically agreed in writing otherwise shall not apply for any future orders, including renewals, expansions or upgrades.

Governing Terms. This Sales Order for the monday.com services described above (**"Services"**) is issued under and shall be governed by monday.com's Terms of Service available at: https://monday.com/terms/tos (**"Terms"**) and any addendum thereto entered into by the customer identified above (**"Customer"**) and monday.com (**"Addendum"**); however, if a SaaS agreement was signed by the parties in respect of the Service (**"SaaS Agreement"**) then the engagement hereunder (including, unless expressly stated otherwise, any expansions, upgrades or subsequent renewals) shall be governed by the SaaS Agreement (the SaaS Agreement, Terms and Addendum, as applicable, shall be referred to as **"Agreement"**). This Sales Order, the applicable Agreement and any exhibits or appendices therein, constitute the entire agreement by and between monday.com and Customer in respect of the provision of the Services. Any other arrangements, either oral or in writing, in respect of the Services shall have no force or effect.

Specific Services Terms. Some Services and the provision thereof as identified in the relevant Services when enabling such Services and/or as designated on the Specific Services Terms available at: https://monday.com/l/legal/sst/ (**"Specific Services Terms"**) are subject to such Specific Services Terms which are specific to such Services, notwithstanding anything to the contrary under the Agreement.

Additional Services Terms. Services which are Additional Services and the provision of such Additional Services identified in this Sales Order (and any future purchases of Additional Services) which may include Professional Services, Consulting Services, Onboarding Services, Implementation Service, Technical Services, Premium Support Services, and/or such other additional services as identified in monday.com's Additional Services Terms available at: https://monday.com/l/legal/monday-com-additional-services-terms/ (**"Additional Services"** and **"Additional Services Terms"** respectively) shall be governed by such Additional Services Terms, notwithstanding anything to the contrary under the Agreement. Additional Services may be performed by monday.com or by a third party on its behalf, as determined by monday.com in its sole discretion, and accordingly, such third parties shall be considered sub-processors of monday.com for the purpose of performing such Additional Services to Customer.

Customer will be invoiced in six (6) split payments:
• Payment 1, net 30: $56,691
• Payment 2, net 210: $56,691
• Payment 3, net 570: $62,091
• Payment 4, net 750: $62,091
• Payment 5, net 930: $70,191
• Payment 6, net 1,110: $70,191

ALACHUA COUNTY, FLORIDA
By:
_____, Chair
Board of County Commissioners
Date: _____

Approved as to form:

Alachua County Attorney's Office