



Bid Waiver Form

Revised 01/2025

Short Description of Goods/Services	New Landfill Scale Software/Hardware/Kiosks	Total Cost	\$489,036.22 Over 5 Years	
Vendor Name	Paradigm Software LLC	MUNIS #	14865	Req #
Purchasing Officer	Pete Patten	Date	8/15/2025	
Department	Waste and Renewables	Email	panike.ben@danecounty.gov	
Name	Ben Panike	Phone	608-228-4619	

A VENDOR QUOTE MUST BE ATTACHED TO THE WAIVER FOR APPROVAL

Provide a detailed description of the goods/services intended to be purchased:

Scale System Hardware and Scale System Software at new landfill site. This includes all kiosks and equipment.

1. HARDWARE - \$123,480.69

2. INSTALLATION - \$113,550.00

---SUBTOTAL - \$237,030.69

3. ANNUAL MAINTENANCE/SERVICE FEES (ASSUMES 5% INCREASE ANNUALLY & IS NOT PROJECTED OUT MULTIPLE YEARS WITHIN THE PARADIGM QUOTE)

YEAR 1 - \$40,937.50

YEAR 2 - \$42,984.38

YEAR 3 - \$45,133.59

YEAR 4 - \$47,390.27

YEAR 5 - \$49,759.79

---SUBTOTAL - 5 YEAR TOTAL - \$226,205.53

4. ANNUAL SITE VISIT OVER 5 YEARS: \$25,800.00

GRAND TOTAL (1. - 4.): \$489,036.22 OVER 5 YEARS

Send to a Purchasing Officer Once Completed



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Procurement Exception List

- ☐ Emergency Procurement
- ☐ Unique and specific technical qualifications are required
- ☒ A special adaptation for a special purpose is required
- ☐ A unique or opportune buying condition exists
- ☐ Only one vendor possesses the unique and singularly available ability to meet the Department's requirements

Provide a detailed explanation as to why the competitive bidding (RFB/RFP) process cannot be used. Also provide a detailed justification in relation to the Procurement Exception(s) chosen:

To ensure operational consistency and efficiency, Waste & Renewables desires to purchase the Paradigm Software Compuweigh Version 6 for the new scales at the new landfill site. This software is identical to what we currently use at our existing location and would allow for seamless integration while eliminating the need to manage multiple contracts, databases, and vendor relationships. All billing processes and procedures would remain the same without additional training to learn a new system.

Introducing a second software vendor would create unnecessary complexity in terms of technical support, data management, and system compatibility. Standardizing Compuweigh across all sites ensures streamlined operations, reduces administrative overhead, and supports long-term scalability.

Bid Waiver Approval (For Purchasing Use Only)

☐ Under \$45,000 (Controller)

☐ \$45,000+ (Personnel & Finance Committee)

Date Approved:

Send to a Purchasing Officer Once Completed

Price Quote

To: Roger Mukasa, Dane County Waste & Renewables, WI
From: Brendon Delridge, *Paradigm Software, L.L.C.*®
Date: 07/14/2025
Re: Site Expansion Price Quote



The following price quote is presented for the requested items below as requested by Dane County Waste & Renewables, WI.

Qty	UM	Item/Description	Rate	Total
5.00	LN	WeighStation Program License - (Two (2) for Inbound/Outbound Attended Transactions, two (2) for Inbound/Outbound Unattended Touchscreen PCs and one (1) for handheld Mesa device)	\$5,775.00	\$28,875.00*
4.00	LN	WeighPay Module - (Two (2) for Inbound/Outbound Attended Transactions and two (2) for Inbound/Outbound Unattended Touchscreen PCs - Client plans on entering into an agreement with Fiserv or Point and Pay to be used as a gateway and/or processor and provide terminals. All costs associated with Fiserv and Point and Pay are not included in PSLLC pricing unless specifically noted.)	\$0.00	\$0.00*
2.00	LN	Unattended Module - (For Inbound/Outbound High/Low Unattended Kiosks - Includes device server management software.)	\$2,575.00	\$5,150.00*
2.00	LN	RF Module - (For Inbound/Outbound High/Low Unattended Kiosks)	\$1,575.00	\$3,150.00*
2.00	LN	Video/Picture Module - (One (1) for Inbound and one (1) for Outbound)	\$1,575.00	\$3,150.00*
2.00	LN	Gate Module - (One (1) for Inbound and one (1) for Outbound)	\$1,000.00	\$2,000.00*
2.00	LN	Light Module - (One (1) for Inbound and one (1) for Outbound)	\$840.00	\$1,680.00*
1.00	FF	Web Reporting and Payment Module - (This is a Paradigm hosted solution. Hosting fees will be invoiced annually based on estimated usage in a separate line item. A reconciliation will be performed annually to adjust as needed. Client must enter into an agreement with Fiserv. This module requires the Accounts Receivable and Aging Module.)	\$19,995.00	\$19,995.00*
1.00	FF	AR and Aging Module - (Originally purchased on 2007 Agreement)	\$0.00	\$0.00*
1.00	FF	Custom Free Units Module - (Originally purchased on Upgrade to CW6 (Quote #33267))	\$0.00	\$0.00*
1.00	FF	Paradigm Distributed Messaging Module (1-5 lanes) - (Credit - Originally purchased on Upgrade to CW6 (Quote #33267))	(\$1,500.00)	(\$1,500.00)
1.00	FF	Paradigm Distributed Messaging Module (6-10 lanes)	\$5,250.00	\$5,250.00*
1.00	FF	Alerts / Rules Module - (Originally purchased on Upgrade to CW6 (Quote #33267))	\$0.00	\$0.00*
1.00	FF	Insufficient Funds / Split Payments Module - (Originally purchased on Upgrade to CW6 (Quote #33267))	\$0.00	\$0.00*
4.00	EA	Kiosk - Stainless-Steel - 30 x 24 x 12 - (Two (2) Inbound High/Low and two (2) for Outbound High/Low - 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.)	\$8,011.98	\$32,047.92
4.00	EA	Swing Away Canopy for Kiosk - (Requires 4" pole.)	\$1,860.19	\$7,440.76
2.00	EA	Touch Screen Industrial PC - Abraxsys (15 inch)A2807B - (One (1) for Inbound Low Kiosk and one (1) for Outbound Low Kiosk - 15" Ultra-Rugged IP66 (NEMA 4X) Sunlight Readable Panel Mount Computer (Panel PC) with Hardened Armored Resistive Touch Screen)	\$5,247.36	\$10,494.72

2.00	EA	Touch Screen Monitor - Abraxsys (15 inch) A206 - (One (1) for Inbound High Kiosk and one (1) for Outbound High Kiosk - 15" High-Bright, Stainless Steel Bezel, XGA resolution, Hardened Armored Resistive Touch, VGA/DP/DVI w/ Locking DVI-to-HDMI cable, AC Power (fixed))	\$3,084.75	\$6,169.50
2.00	EA	Video Extender HDMI over IP	\$192.00	\$384.00
4.00	EA	Kiosk - Thermal Receipt Printer	\$850.00	\$3,400.00
4.00	EA	Intercom - Sub-Station with Horn (IP) - (This is the remote Sub-Station and Horn. Client must provide POE switch.)	\$1,311.15	\$5,244.60
1.00	EA	Intercom - Master (IP) - (This is the Master Station and Transformer. Client must provide POE switch.)	\$1,799.00	\$1,799.00
3.00	EA	Proximity Reader, Grey - Serial - (One (1) for Inbound Low Kiosk and, one (1) for Outbound Low Kiosk and one (1) housed inside of scale house for card configuration.)	\$425.00	\$1,275.00
100.00	EA	Proximity Card	\$5.00	\$500.00
2.00	EA	RF - Reader (Dual ATA/SeGo) - (RS232/Wiegand Internal Antenna-reads SeGo enabled eGo Plus tags & ATA. FCC license required Transformer and cables are not included)	\$5,600.00	\$11,200.00
2.00	EA	RF - Junction Box - (One (1) for Inbound RF Reader and one (1) for Outbound RF Reader)	\$699.00	\$1,398.00
100.00	EA	RF - Window Tag - (eGo Plus Micro Mini Sticker Tag Please indicate starting tag number here _____)	\$19.70	\$1,970.00
2.00	EA	2-port Extended Temperature Serial Server (Perle) - (Two (2) for RF Junction Boxes)	\$876.15	\$1,752.30
3.00	EA	4-port Extended Temperature Serial Server (Perle) - (One (1) for Inbound High Kiosk, one (1) for Outbound High Kiosk and one (1) for scale connection.)	\$1,246.05	\$3,738.15
1.00	EA	Barcode Scanner - Wired (Under Hood) - (One (1) for Outbound Low Kiosk - USB or Serial, Standard Range. Includes outdoor housing and cable.)	\$839.84	\$839.84
2.00	EA	Indoor Thermal Receipt Printer (Serial+USB+Ethernet) - (One (1) for Inbound and one (1) for Outbound)	\$471.15	\$942.30
2.00	EA	Cash Drawer 16 x 16 (USB) - (T554A-BL1616 APG Series 100 Cash Drawer, USB Pro HID Interface, 16"x16", Blk., Cable Incl.)	\$380.30	\$760.60
4.00	EA	Gate - (Two (2) for Inbound Entry/Exit and two (2) for Outbound Entry/Exit - 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.)	\$4,689.73	\$18,758.92
4.00	EA	Traffic Light - (Two (2) for Inbound Entry/Exit and two (2) for Outbound Entry/Exit - 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.)	\$724.10	\$2,896.40
1.00	EA	OPTO - Board, Brain, (4) Modules, and Enclosure - (Relay system to control Gates and Traffic Lights)	\$2,305.23	\$2,305.23
2.00	EA	Camera (Dome) P3267-LVE - (One (1) for Inbound and one (1) for Outbound - Axis Communications P3267-LVE 5MP Outdoor Network Dome Camera with Night Vision & 3-8mm Lens)	\$1,281.15	\$2,562.30
1.00	EA	Mesa Windows Tablet - (Main unit with orange corner bumpers, Removable Lithium-Ion Battery, AC Wall Charger with International Plug kit; Adjustable Hand Strap; Capacitive Fine Tip Stylus w/Tether; Quick Start Guide; BT v4.0 +EDR, BLE Support / WiFi 802.11 a/b/g/n; 2MP Front/8MP Rear Cameras; Integrated GNSS receiver & antenna; Integrated 1D/2D barcode scanner)	\$5,601.15	\$5,601.15
24.00	HR	Remote Project Management - 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.)	\$250.00	\$6,000.00

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.)	\$250.00	\$20,000.00
3.00	DY	On-Site Install/Training - Implementation - (Two (2) Specialists for Hardware Trip - 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.)	\$6,600.00	\$19,800.00
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
Project Total:				\$237,030.69
*Total Change In Annual Support:				\$16,937.50
*Total Change In Annual Service Fee:				\$12,000.00

All pricing and subsequent payments are in US Dollars

Payment Terms (Does not include Taxes):

Description	Percent	Total
Hardware - Due Upon Agreement/Quote Execution	50%	\$61,740.35
Software/Services - Due Upon Agreement/Quote Execution	40%	\$45,420.00
Software/Services - Due Upon Receipt of Baseline Software	30%	\$34,065.00
Software/Services - Due Upon Go-Live	25%	\$28,387.50
Software/Services - Due 30 Days After Go-Live	5%	\$5,677.50
Hardware - Due Upon Delivery	50%	\$61,740.35

This quote is provided based on information received from the Client. If the scope of work should change, *Paradigm Software, L.L.C.*® reserves the right to modify the above pricing. All duties and taxes for shipment of the above items are the responsibility of the client. The signature of {CustomerName} authorized representative or the Purchase Order Number provided below approves this quote. Please e-mail authorized quote to info@paradigmsoftware.com. If hardware is listed as part of this quote, it will be ordered upon quote authorization and the manufacturer's warranty begins. All hardware returns must be in their original packaging and free of damage. The Client is responsible for covering any related shipping costs. A restocking fee will apply to all hardware returns. This quote is valid for thirty (30) days from the date listed above.

Dane County Waste & Renewables, WI

***Paradigm Software, L.L.C.*®**



Signature: _____

By: _____

Phil Weglein
Chief Executive Officer

Title: _____

07/14/2025

Date: _____

Please provide Purchase Order Number or write No PO Necessary for Payment: _____

Please provide shipping address if applicable:

Street Address (no PO Box), City, State/Province, Zip/Postal Code