

RESOLUTION

#26-47

A RESOLUTION OF THE CITY OF DUBLIN, GEORGIA, BY AND THROUGH ITS MAYOR AND COUNCIL, APPROVING AN AGREEMENT WITH SITE INDUSTRIES, LLC “CEMSITES” CLOUD SOFTWARE FOR CEMETERIES FOR UP TO A FIVE (5) YEAR TERM; TO AUTHORIZE THE MAYOR AND CITY CLERK TO EXECUTE THE SAME; TO SET AN EFFECTIVE DATE; AND FOR OTHER LAWFUL PURPOSES.

WHEREAS, the Mayor and City Council are the governing body of the City of Dublin, Georgia; and

WHEREAS, the City of Dublin, Georgia desires to secure the services of CemSites Cloud Software for Cemeteries for up to a five (5) year term; and

WHEREAS, the Mayor and Council find it in the best interest of the City to negotiate and formalize the terms of the agreement with CemSites, substantially in the form as attached hereto as Exhibit “A”; and

WHEREAS, the Mayor and Council wish to empower the City Manager or his or her designee to execute and deliver any other documentation required for the fulfillment of the purposes of this Resolution.

THEREFORE, NOW BE IT RESOLVED that the City Manager is hereby authorized to negotiate an agreement, substantially in the form as attached hereto as Exhibit “A” and incorporated herein by this reference, for the cloud software for cemeteries with CemSites for up to a five-year term and the Mayor is hereby authorized and directed to execute the same in the name of and on behalf of the City of Dublin, Georgia, subject to such insertions, deletions, or revisions as deemed appropriate by him, the execution of the same being conclusive evidence of acceptance of the same.

BE IT FURTHER RESOLVED that execution of the Agreement by the Mayor or any other modification of it shall be conclusive evidence of the approvals required herein and all actions of the City, its officers, staff, and employees in connection with the execution, delivery, and performance of the Agreement is hereby approved, ratified, and confirmed.

BE IT FURTHER RESOLVED that the City Manager, in consultation with the City/Staff Attorney, may approve such modifications and additions or cancellation of its level of services provided by CemSites as may be deemed appropriate by him and in the best interest of the City at all points in time during the term of the Agreement.

BE IT FURTHER RESOLVED that the City Manager, or his or her designee, is authorized to execute and deliver any other document required by CemSites to affect the

Resolution

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purpose of this Resolution and Agreement and that this resolution shall be effective upon its adoption.

SO RESOLVED by the Mayor and Council of the City of Dublin this 3rd day of September ~~August~~ 2026 by a vote of 5 to 0.



CITY OF DUBLIN, GEORGIA

BY: Bennie Jones

Bennie Jones, Mayor Pro Tem

ATTEST:

By Dorothy Rozier

Dorothy Rozier, City Clerk



Proposal



Why choose us?

Inspired by you. Built for you.

We've been working side-by-side with cemeteries just like yours for over 10 years. We understand the challenges and responsibilities you face daily. We know you want to provide easier access for your community, improve efficiency, and save money. Our goal is to introduce modern technology to every cemetery and have all prosper and thrive from its time and money-saving benefits.

We developed the most functional, adaptable, and powerful cemetery software in the industry.

Every cemetery is unique. We learned that one solution doesn't fit all, so we went in a different direction. Together with our cemetery partners we developed cloud software that is flexible, scalable, super-secure, and tailor-fit to meet your specific needs.

Apples-to-apples, no one has our apples.

With our innovative CRM Pro and suite of powerful add-ons, we believe we have it all. We offer data visualization, GPS Walk-to-Site, task automation, one-click reporting, promotional tools and so much more. Our company's experience and structure allow rapid deployment and implementation of our software unlike any other company.

About those apples....



CONFIGURABLE PRODUCTS

CRM Pro serves as the core platform for all CemSites products. This advanced and flexible application enables quick deployment and integration for cemeteries of any scale. Its modular design allows for seamless addition of components to enhance its capabilities and features, while also providing the flexibility to remove unnecessary elements.



SECURITY

All data within CRM Pro is stored on AWS servers located in the USA. CemSites software is both PCI, SOC II, and HIPAA standards, ensuring it meets the same rigorous security protocols used by global governments and financial institutions. The data is stored redundantly across multiple locations, backed up daily, and retrievable for up to 30 days. Additionally, users have the option to download their data for personal retention.



CLOUD SOFTWARE

CemSites cloud software is device-independent, allowing access from any computer, tablet, or smartphone, anywhere and at any time. Your cemetery data is securely stored on AWS servers with frequent backups throughout the day, ensuring you never have to worry about data loss. Our cloud software also updates automatically, guaranteeing that you always have the latest features and security enhancements without being stuck with outdated software.



CEMCARESM PARTNER SUPPORT

At CemSites, we offer unmatched commitment, support, and accessibility to our partners. Each cemetery is assigned a dedicated client advocate to provide personalized support. Our emergency hotline is available 365 days a year for immediate assistance. We also conduct proactive outreach, including preemptive check-ups, quarterly evaluations, maintenance services, and software training and adoption programs to ensure your success.



100% MADE IN THE USA

We are proud to emphasize that every facet of CemSites' software, including coding, is meticulously designed and perfected in the USA. Our software engineers, support staff, and marketing team are all part of our in-house team. CemSites strongly believes in bolstering not only our local economy, but also the American economy by not outsourcing and retaining jobs within the United States.



CRM Pro

Cemetery Record Management Software

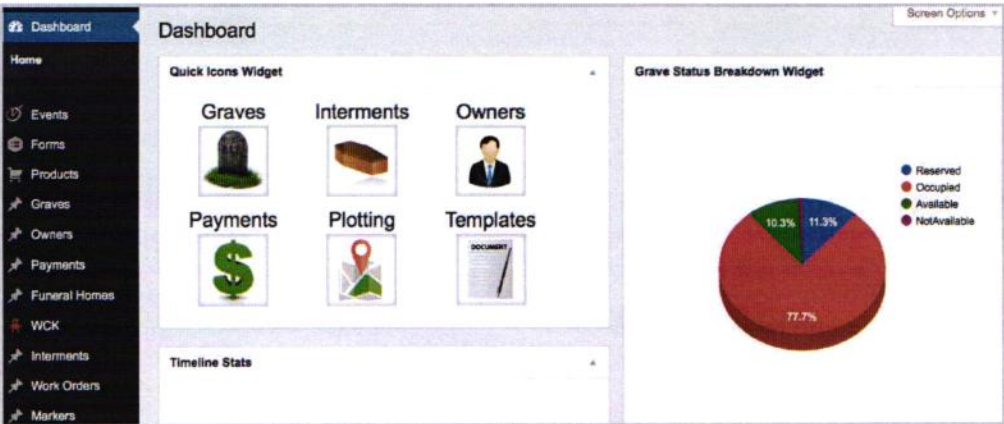
CRM Pro is all you need to start managing your cemetery with CemSites, but be sure to check out our add-ons for even more features.

CRM Pro is our powerful, completely configurable true cloud software. It is user-friendly and intuitive while maintaining robust computing, searching and plotting options to most effectively manage data.

HOW IT PAYS OFF

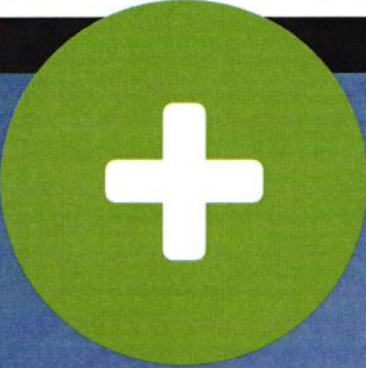
CRM Pro was given its name for a reason: All data stored in the CRM Pro is protected by the same security standards used by world governments and financial institutions. Because CRM Pro is web-based and always up-to-date, having outdated software will no longer be a concern. As opposed to the months or years of setup for most software on the market today, CemSites software can be up and running within weeks with the promise and commitment of our staff.

- User-based dashboard with critical support metrics and calendar
- Grave and owner management
- Work order management
- Funeral home management
- Document management
- Field highlighting
- Data migration
- Disaster prevention
- Permission-based roles
- Pyre and Customer centric
- Quick implementation



“CemSites has saved us so much time with streamlining and simplifying our processes.”

– MICHELLE ARBUCKLE
City of Cleveland



ADD-ONS

Modules to complement CRM Pro

Add-ons provide you with the ability to pick the tools you want, so you are only paying for what you'll use.

Stay organized and informed

AR FINANCE MODULE

A|R

The AR Finance Module provides an efficient and reliable way to streamline your cemetery's entire receivables process and export data to other software. Save yourself time and money by putting information in once. Solidify your board or trustees confidence in your cemetery record keeping.

INVENTORY MANAGER

I

Keep track of monuments, benches, and other sellable items right in CRM Pro — no double data entry necessary! Keep your staff informed and know what they sell and what's in stock. Never run out of the items that make you the most money.

DOC AUTOMATION MODULE

D

Saves time by automating the document workflow. Eliminate the need for handwriting and never deal with double entry by printing auto-populated templates for deeds, interment authorizations, work orders, or your specific custom documents.

PLACEMENT MODULE

P

Provides an oversight of every placement type which includes all products and services you provide. Have the ability to print and send mailers plus use mail merge processes. Pull reports for each placement type including if they have received the mailer and if item or service have taken place.

CUSTOM SOLUTIONS

+

Don't see the module you need? Ask and we will build it for you. We can create custom management software solutions to fit all deathcare organizations, such as combination cemeteries with funeral homes and crematories or pet cemeteries.

Reach out and build profit

WEBSYNC

A cemetery resource families can use, even when you're not at the cemetery. Families can find loved ones and do genealogy searches on-demand. All of the data is auto-populated from the CRM Pro.

KEEPSAFE MEMORIALS

A loved one's memory is kept alive for future generations to see. Families are able to connect no matter the distance remember their loved ones. Leads can be contacted & enhance your opportunity to increase revenue.

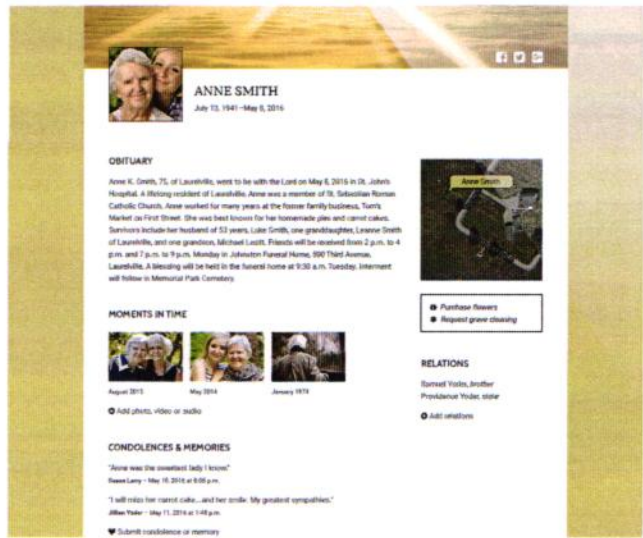
REVENUE PLUS

Drive new revenue streams by selling any product or service directly from your website, even if sales are sub-contracted through local or national vendors. Increase your revenue, never lose track of leads and fulfill sales with ease. The module also includes a drip marketing tool, allowing you to engage the community and expand opportunities.

SALES MODULE

This module allows you to keeps track of customers and aids in the development and organization of prospects, leads and sales and gives you the power to grow your pipeline. Includes live information on what each counselor has planned for their day plus monitor sales activity and give direction per lead/prospect/ customer.

KeepSafe Memorials



Revenue Plus



Visualize your cemetery

GRAVE MAPPING



Your Mapping now viewable & searchable by name or location. See what's available lots/graves by clicking "Search Nearby" on the grave. Walk your cemetery with a tablet/phone, and help families find loved ones or reserve a grave on the spot. Know where everything is at in your cemetery from available property, reserved, occupied, on hold, unavailable, etc.

WALK-TO-SITE

Empower your community to find loved ones. Save your staff time and be able to direct customers as needed. Provide a link on your website or QR code on-site for walking directions to a family's loved one.



VISUAL LOT VIEWER

Interactive view showing all the information on a lot card. Find available graves right from the lot and edit record information on the fly.

MAP PRINTING

High resolution imagery of your maps in our software. Search and print cemetery maps by section, lot, or grave to use as a reference tool for both visitors and grounds crew. Never deal with highlighting outdated maps again!



MARKER MANAGER

Sell markers and add all your specific details in our line-item process. Keep track of the statuses on every marker in every step. Pull your marker reports and know where they are in the cemetery. See who owns markers and where opportunities are to increase your revenue.



OBSTRUCTION MANAGER

See every obstruction clearly marked in your system. See any obstruction you want to see with our auditing tool. Know where you can sell graves around obstructions. Trust the locations of your obstructions without question.



NICHE & CRYPT VIEWER

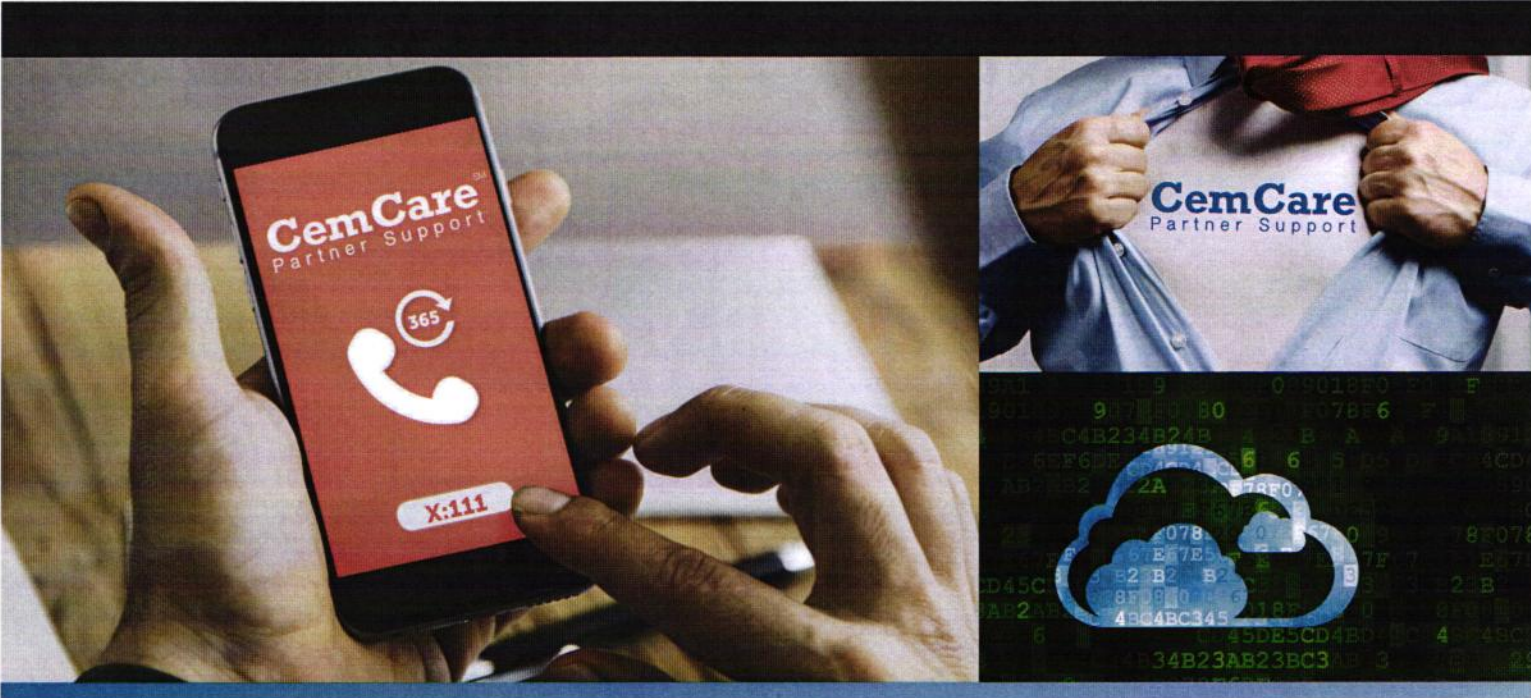
See what's available and the cost related in one spot. Visually see detailed data of your niches and crypts. Have the ability to see your information while walking the cemetery. Be able to make sales immediately.

"The CemSites software has provided us a huge return on investment. The software is like having an employee that never takes the day off, never calls off sick, and is something that I can rely on 24/7."

– TOM HEWITT
Belle Vernon Cemetery



Walk-to-Site



CemCareSM Partner Support

Unparalleled Commitment, Support, and Access for Our CemSites Partners

CemCare was developed through careful self-evaluation, partner feedback, and extensive real-world testing. Our support program is unprecedented and the best in the industry. Providing the world-class support, you deserve, all done right here in the USA.

THE HALLMARKS OF OUR PARTNER SUPPORT PROGRAM

CemCare provides a dedicated client advocate, emergency hotline, and proactive outreach. These elements represent a seismic-shift in client support and are the result of years of work in the field with our cemetery partners.

DEDICATED CLIENT ADVOCATE

- Assigned to your cemetery
- Addresses issues in real-time
- Assistance with full adoption

EMERGENCY HOTLINE

- LIVE response
- 365 days-a-year
- You call, we answer

-
- Preemptive check-ups
 - Software training and adoption
 - Quarterly evaluations and maintenance

"CemSites had everythig we were looking for, and more!"
-Cemetery Customer

CEMSITES
318 East 7th St.
Auburn, Indiana 46706
(877) 783-9626

QUOTE #
049481

BILLED TO City of Dublin
Northview Cemetery
2986 W Highway 80
Dublin, GA 31021

PRODUCT	QUANTITY	PRICE	TOTAL
CORE SOFTWARE	1	\$0.00	\$0.00
Project Summary	1	\$0.00	\$0.00
-# of Cems: 3 -Acres: 24 -# of Records: 10K -# of Graves: N/A -Docs: N/A -Software: Excel			
Additional modules, hours, or change orders will be billed at \$200.00 per hour. Up to (50) hours are allocated.			
CRM Pro	1	\$5,000.00	\$5,000.00
Cloud Cemetery Record Management software designed to elevate your customer experience. -Dashboard, calendar, tasks, reminders, & work orders -Set restrictions & permissions by user -Easy searching & reporting with no double entry			
Core Data Migration	1	\$3,500.00	\$3,500.00
Economical solution to migrate your data into CemSites. -Excel template provided for conversion -Financial data separate			
Grave Level Mapping	1	\$3,000.00	\$3,000.00
Your maps online, always up to date with live information. Walk with families & sell graves. -ARCGIS Integration			
Visual Lot Viewer	1	\$2,500.00	\$2,500.00
Have your lot cards come to life. Everything is connected through this visual launchpad. 3 Cemeteries -Quick Add - A simple way to enter a new record -Drag & Drop - Make changes to your lot with ease -Inventory Status			
Marker Manager	1	\$0.00	\$0.00
Track your processes from order to install. Generate revenue with the unsold marker report. Discount of \$1500 -Report on manufacturer, order & install date -See each marker within the Visual Lot Viewer -Displays pictures of monuments			

ANNUAL LICENSE	1	\$2,695.00	\$2,695.00
<i>Annual License. Includes access up to (2) user profile(s).</i>			
<i>Breakdown per module:</i>			
<i>-CRM Pro up to (2) user profile(s)</i>			
<i>-ARCGIS Integration</i>			
CemCare - Partner Support	1	\$0.00	\$0.00
<i>Dedicated client advocate assigned to support you. They become part of your team.</i>			
<i>-Proactive outreach</i>			
<i>-Evaluations with report cards</i>			
<i>-Software training</i>			
<i>-Helps with adoption</i>			
<i>-Emergency hotline 365</i>			
Optional Add-On Modules - Not Included	1	\$0.00	\$0.00
<i>Enhanced Map, Niche/Crypt Viewer, Obstruction Mngr, FH, Pyre, AR, Financial Migr/Integr, Sales, Merchant Integration, Rev+, KeepSafe, Doc Auto, WebSync, Walk-to-Site, Florals, Vendor Portal, Website</i>			
TOTAL			\$16,695.00
This quote is valid for 30 days and is based on the information, project scope, data quality, and mapping detail available at the time of quoting. Actual project requirements and data quality may affect final pricing. If the project exceeds the estimated development or design hours, CemSites will provide a quote for additional work or change orders prior to continuing. Approved additional work will be billed at \$200.00 per hour. Annual licensing begins upon receipt of the initial deposit or first payment. By approving this quote, requesting an invoice, or submitting payment, Customer agrees to the CemSites License Agreement located at https://cemsites.com/licenseagreement/. Pricing does not include applicable taxes, transaction fees, processing fees, or bank fees. Customer is responsible for any applicable local, state, or federal taxes. This document is a quote only and not a finalized invoice.			

Our commitment

Our promise to you

We will provide easy-to-use, custom-fit solutions for your cemetery. Our team will work to rapidly deploy and implement those solutions. We will train you and your staff to adopt and use our software. We will provide industry-leading customer support to you, our partner. Our dedicated team will work daily to earn your business.

100% satisfaction

Your complete satisfaction is paramount to us. If you are unsatisfied, we request 30 days to attempt to find a resolution. If you are not 100% satisfied after 30 days, we will cancel your agreement upon request. In the event you cancel your agreement, we will not withhold your data. It is yours and will be given to you to use as you please.

You Own Your Data

Cemsites company bylaws ensure protection of your data (and your rights to it) regardless of any circumstances within or related to the company and/or its leadership. As our partner, you will always have access to our software. You will always own your data regardless if you are a CemSites partner or not.

Agreed: _____
Your company name

Agreed: _____
Our company name

By: _____
Your signature

By: _____
Our representative's signature

Your name

Our representative's name

Your title

Our representative's title

Date: _____

Date: _____