

Fauquier County, Virginia Procurement Division	PURCHASE ORDER Original / Payment	PURCHASE ORDER NO. 70529
Goods/Services	Fiscal Year: 2024	

Order not valid unless Purchase Order No. is shown. Purchase Order No. must appear on all packages, invoices and shipping papers.

VENDOR: (See attached Terms, Conditions & Instructions to Vendors) Company: Data Business Systems, Inc. Street Address 1: 156 Business Park Drive Street Address 2: City, State Zip: Virginia Beach, VA 23462 Phone: 757-490-1294 Contact Name: Greg Fenning Ext. 3510 <input type="checkbox"/> Fax: <input checked="" type="checkbox"/> Email: lmoesebach@1dbs.com	BILL TO: Department: School Nutrition Program Street Address 1: 124 Manor Court, Ste 10 Street Address 2: City, State Zip: Warrenton, VA 20186 ATTN: Cornelia Harris SHIP TO: <input checked="" type="checkbox"/> Same as BILL TO: Department: Street Address 1: Street Address 2: City, State Zip: ATTN:
--	---

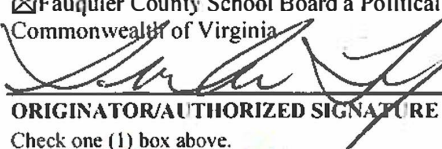
CONTRACT INFORMATION: OTHER	
Sub Source g.c. 9/25/23	

ORIGINATOR	PHONE	ORIGINATOR EMAIL
Cornelia Harris	540 422 7223	charris@fcps1.org

ISSUE DATE	DATE REQUIRED	VENDOR NUMBER	PAYMENT TERMS	F.O.B.
9/22/23	6/30/24	651841	net 45	Destination

QTY	UNIT	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
1		Software/hardware maintenance	31823.95	31823.95
		invoice 494909		0.00
				0.00
		Sept 1, 2023 - August 31, 2024		0.00
				0.00
				0.00
				0.00
				0.00
				0.00
Total:				31823.95

DO NOT PROCESS THIS ORDER IF THE PRICE IS INCORRECT. CONTACT BILL TO DEPARTMENT FOR APPROVAL.

BUDGET CODES	AMOUNT	<input type="checkbox"/> Fauquier County a Political Subdivision of the Commonwealth of Virginia
4-207-065100-3320-900-000	\$31,823.95	<input checked="" type="checkbox"/> Fauquier County School Board a Political Subdivision of the Commonwealth of Virginia
		9-22-23
Total:	\$31,823.95	ORIGINATOR/AUTHORIZED SIGNATURE DATE
COMMENTS:		Check one (1) box above.
		 PURCHASING AGENT DATE
		9/25/23

Payment: Partial Delivery Complete Delivery

AUTHORIZED TO PAY DATE Check one (1) box above.	RECEIVED & INSPECTED BY DATE I certify that the goods/services specified above have been inspected and accepted.
---	--

Data Business Systems

156 Business Park Drive

Virginia Beach VA 23462-6523
USA757-490-1294

INVOICE NO. 494909	APPLY TO	INV. DATE 09/11/23	CUST. NO. 161211-1
1 PAGE NO.	INVOICE		WORK ORDER NO. BO

Original

SOLD TO

Fauquier County Public Schools

320 Hospital Drive
Suite 40
Warrenton, VA 20186
USA

SHIP TO

Fauquier County Public Schools

124 Manor Court
Suite 10
Warrenton, VA 20186
USA

DATE SHIPPED 09/11/23	PURCHASE ORDER NO.	SALESPERSON Fenning, Greg	TERMS Net 30	BUYER SueAnn Fox
REMARKS CE POS \$1.05 per Patron; Enterprise Meal Apps-Included; SIF \$995; MSA Online-Included; MealViewer/Mobile \$200/Site. MWS, POS Terminal/Tablet \$184 each. Maintenance Coverage is for the period Sept. 1, 2023 through August 31, 2024. Based on Quote 23433.				

Description	QTY ORDER	BACK ORD.	QTY SHIP
Auburn Middle Hardware - 1 Dell MWS & 2 Pioneer POS (customer provided)	3.000	0.000	3.000
Bradley Elementary Hardware - 1 Lenovo MWS & 2 J2 640 POS	3.000	0.000	3.000
Brumfield Elementary Hardware - 1 Dell MWS & 1 Pioneer POS (customer provided), & 2 J2 640 POS	4.000	0.000	4.000
Brumfield Elementary Hardware - 2 New Flex-10B Tablets under 2-Year Warranty to 8/31/2024	2.000	0.000	2.000
Brumfield Elementary Hardware - 3rd New Flex-10B Tablet under 2-Year Warranty to 9/30/2024	1.000	0.000	1.000
Cedar Lee Middle Hardware - 1 Lenovo MWS & 3 J2 640 POS (increased from 2 to 3 POS)	4.000	0.000	4.000
Coleman Elementary Hardware - 1 Lenovo MWS & 2 J2 640 POS	3.000	0.000	3.000
Fauquier High Hardware - 1 Lenovo MWS & 5 J2 640 POS (downsized 6 to 5 - Keeping 1 as Spare)	7.000	0.000	7.000
Greenville Elementary Hardware - 1 Lenovo MWS & 2 J2 640 POS	3.000	0.000	3.000
Kettle Run High Hardware - 1 Lenovo MWS & 4 J2 640 POS (downsized 6 to 4 - Keeping 2 as Spares)	7.000	0.000	7.000
Liberty High Hardware - 1 Lenovo MWS & 6 J2 640 POS	7.000	0.000	7.000
Marshall Middle Hardware - 1 Lenovo MWS & 2 J2 640 POS	3.000	0.000	3.000
Miller Elementary Hardware - 1 Dell MWS & 2 Pioneer POS (customer provided)	3.000	0.000	3.000
Pearson Elementary Hardware - 1 Lenovo MWS & 2 J2 640 POS	3.000	0.000	3.000
Pierce Elementary Hardware - 1 Dell MWS (customer provided) & 2 J2 640 POS	3.000	0.000	3.000
Ritchie Elementary Hardware - 1 Dell MWS & 1 Pioneer POS (customer provided), & 1 J2 640 POS	3.000	0.000	3.000
Smith Elementary Hardware - 1 Dell MWS & 1 Pioneer POS (customer provided)	2.000	0.000	2.000
Southeastern Alternative School Hardware - 1 Pioneer POS (customer provided)	1.000	0.000	1.000
Southeastern Alternative School - New Lenovo Win10 MWS under 2-Year Warranty to 10/31/2024	1.000		1.000
Taylor Middle Hardware - 1 Lenovo MWS & 2 J2 640 POS	3.000	0.000	3.000
Thompson Elementary Hardware - 1 Lenovo MWS & 1 J2 640 POS	2.000	0.000	2.000
Thompson Elementary - 1 Add-On Flex-10B Tablet 1-Year Warranty expired 9/30/2022	1.000	0.000	1.000
Walter Elementary Hardware - 1 Lenovo MWS & 2 J2 640 POS	3.000	0.000	3.000
Food Service / School Nutrition Office Hardware - 1 Computer (customer provided)	1.000	0.000	1.000
Cafe Enterprise POS with Phone Messaging & Email Alerts Software	12,000.000	0.000	12,000.000
Cafe Enterprise Meal Applications Software - Included	1.000	0.000	1.000
SIF Agent Software	1.000	0.000	1.000

Zone II Distance Charge	SUBTOTAL	Tax	\$ 31,823.95
0	\$ 31,823.95		
		INVOICE NO. 494909	PLEASE REMIT THIS AMOUNT

Data Business Systems

156 Business Park Drive

Virginia Beach VA 23462-6523
USA 757-490-1294

INVOICE NO. 494909	APPLY TO	INV. DATE 09/11/23	CUST. NO. 161211-1
2 PAGE NO.	INVOICE		WORK ORDER NO. BO

Original

SOLD TO

Fauquier County Public Schools

320 Hospital Drive
Suite 40
Warrenton, VA 20186
USA

SHIP TO

Fauquier County Public Schools

124 Manor Court
Suite 10
Warrenton, VA 20186
USA

DATE SHIPPED 09/11/23	PURCHASE ORDER NO.	SALESPERSON Fenning, Greg	TERMS Net 30	BUYER SueAnn Fox
--------------------------	--------------------	------------------------------	-----------------	---------------------

REMARKS
 CE POS \$1.05 per Patron; Enterprise Meal Apps-Included; SIF \$995; MSA Online-Included; MealViewer/Mobile \$200/Site. MWS, POS Terminal/Tablet \$184 each.
 Maintenance Coverage is for the period Sept. 1, 2023 through August 31, 2024.
 Based on Quote 23433.

Description	QTY ORDER	BACK ORD.	QTY SHIP
MySchoolApps Online Subscription (3,619 F&R Students) - Included	1.000	0.000	1.000
MealViewer Digital Website and Mobile Menu App Software Subscription	20.000		20.000
Cost of Living Increase	1.000		1.000

(Removed Warrenton MS from this renewal as it closed and is now referred to as Taylor MS.)

(Customer Provided Server with Anti-virus.)

Zone II Distance Charge	SUBTOTAL	Tax	\$ 31,823.95
0	\$ 31,823.95		
		INVOICE NO. 494909	PLEASE REMIT THIS AMOUNT

Data Business Systems

156 Business Park Drive

Virginia Beach VA 23462-6523

USA757-490-1294

PROPOSAL FOR**Fauquier County Public Schools**

320 Hospital Drive, Suite 40

Warrenton, VA 20186

USA

SHIP WEEK PAGE QUOTATION NO. CANCEL DATE CUST. NO.

1 23433

161211-1

QUOTATION**LOCATION****Fauquier County Public Schools**

124 Manor Court, Suite 10

Warrenton, VA 20186

USA

ORDER DATE	BUYER	EXPIRES ON	SALESPERSON	TERMS
07/24/23	SueAnn Fox	09/08/23	Fenning, Greg	Net 30

Software:

CE POS \$1.05 per Patron; Enterprise Meal Apps-Included; SIF Agent \$995; MSA Online-Included; MealViewer/Mobile \$200/Site.
SOFTWARE MAINTENANCE ONLY TOTAL: \$17,595.00.
 Maintenance Coverage is for the period September 1, 2023 through August 31, 2024.

Hardware:

Hardware: \$184 per MWS (Manager's Computer) or POS Terminal/Tablet.
 Maintenance Coverage is for the period September 1, 2023 through August 31, 2024.
 (Customer Provided Server with Anti-virus.)

LOCATIONS COVERED

	QUANTITY	TOTAL
Auburn Middle Hardware - 1 Dell MWS & 2 Pioneer POS (customer provided)	3	552.00
Bradley Elementary Hardware - 1 Lenovo MWS & 2 J2 640 POS	3	552.00
Brumfield Elementary Hardware - 1 Dell MWS & 1 Pioneer POS (customer provided), & 2 J2 640 POS	4	736.00
Brumfield Elementary Hardware - 2 New Flex-10B Tablets under 2-Year Warranty to 8/31/2024	2	0.00
Brumfield Elementary Hardware - 3rd New Flex-10B Tablet under 2-Year Warranty to 9/30/2024	1	0.00
Cedar Lee Middle Hardware - 1 Lenovo MWS & 3 J2 640 POS (increased from 2 to 3 POS)	4	736.00
Coleman Elementary Hardware - 1 Lenovo MWS & 2 J2 640 POS	3	552.00
Fauquier High Hardware - 1 Lenovo MWS & 5 J2 640 POS (downsized 6 to 5 - Keeping 1 as Spare)	7	1,288.00
Greenville Elementary Hardware - 1 Lenovo MWS & 2 J2 640 POS	3	552.00
Kettle Run High Hardware - 1 Lenovo MWS & 4 J2 640 POS (downsized 6 to 4 - Keeping 2 as Spares)	7	1,288.00
Liberty High Hardware - 1 Lenovo MWS & 6 J2 640 POS	7	1,288.00
Marshall Middle Hardware - 1 Lenovo MWS & 2 J2 640 POS	3	552.00
Miller Elementary Hardware - 1 Dell MWS & 2 Pioneer POS (customer provided)	3	552.00
Pearson Elementary Hardware - 1 Lenovo MWS & 2 J2 640 POS	3	552.00
Pierce Elementary Hardware - 1 Dell MWS (customer provided) & 2 J2 640 POS	3	552.00
Ritchie Elementary Hardware - 1 Dell MWS & 1 Pioneer POS (customer provided), & 1 J2 640 POS	3	552.00
Smith Elementary Hardware - 1 Dell MWS & 1 Pioneer POS (customer provided)	2	368.00
Southeastern Alternative School Hardware - 1 Pioneer POS (customer provided)	1	184.00
Southeastern Alternative School - New Lenovo Win10 MWS under 2-Year Warranty to 10/31/2024	1	0.00
Taylor Middle Hardware - 1 Lenovo MWS & 2 J2 640 POS	3	552.00
Thompson Elementary Hardware - 1 Lenovo MWS & 1 J2 640 POS	2	368.00
Thompson Elementary - 1 Add-On Flex-10B Tablet 1-Year Warranty expired 9/30/2022	1	184.00
Walter Elementary Hardware - 1 Lenovo MWS & 2 J2 640 POS	3	552.00
Food Service / School Nutrition Office Hardware - 1 Computer (customer provided)	1	184.00
Cafe Enterprise POS with Phone Messaging & Email Alerts Software	12,000	12,600.00
Cafe Enterprise Meal Applications Software - Included	1	0.00
SIF Agent Software	1	995.00
MySchoolApps Online Subscription (3,619 F&R Students) - Included	1	0.00
MealViewer Digital Website and Mobile Menu App Software Subscription	20	4,000.00
Cost of Living Increase	1	1,532.95

Data Business Systems

156 Business Park Drive

Virginia Beach VA 23462-6523

USA757-490-1294

PROPOSAL FOR

Fauquier County Public Schools

320 Hospital Drive, Suite 40

Warrenton, VA 20186

USA

QUOTATION

LOCATION

Fauquier County Public Schools

124 Manor Court, Suite 10

Warrenton, VA 20186

USA

ORDER DATE	BUYER	EXPIRES ON	SALESPERSON	TERMS
07/24/23	SueAnn Fox	09/08/23	Fenning, Greg	Net 30

Software:

CE POS \$1.05 per Patron; Enterprise Meal
 Apps-Included; SIF Agent \$995; MSA Online-Included;
 MealViewer/Mobile \$200/Site.
SOFTWARE MAINTENANCE ONLY TOTAL: \$17,595.00.
 Maintenance Coverage is for the period September 1,
 2023 through August 31, 2024.

Hardware:

Hardware: \$184 per MWS (Manager's Computer) or POS
 Terminal/Tablet.
 Maintenance Coverage is for the period September 1,
 2023 through August 31, 2024.
 (Customer Provided Server with Anti-virus.)

LOCATIONS COVERED

(Removed Warrenton MS from this renewal as it closed and is now referred to as Taylor MS.)

	QUANTITY	TOTAL
Subtotal		\$ 31,823.95
Zone II Distance Charge		0
Total before Tax		\$ 31,823.95

TOTAL CONTRACT VALUE \$ 31,823.95

9-8-23

Customer's Signature of Acceptance and Date Signed

Data Business Systems' Acceptance by Manager of Order and Date Signed



1620 W. Fountainhead Parkway, Suite 501 • Tempe, AZ 85282
P: 800.423.2113
heartlandschoolsolutions.com

March 13, 2024

Mrs. SueAnn Fox
Director of School Nutrition
Fauquier County Public Schools
124 Manor Court, Suite 10
Warrenton, VA 20186

Dear Mrs. Fox:

Heartland School Solutions, in January 2011, purchased Café Enterprise Point of Sale and Meal Applications Software. Heartland also purchased in the same year, Café Prepay, Barr Securities and MySchoolBucks electronic website.

Data Business Systems represents Heartland for these and other Heartland School Solutions products in the States of Virginia and Maryland. Before the Heartland acquisition and today, Data Business Systems was our exclusive sales, service and support provider for our Café Enterprise Point of Sale and Meal Application products and our plan is for them to continue in this role in the future.

Concerning Electronic Payment Products:

Heartland School Solutions owns the following electronic payment products:

- MyLunchMoney
- Café Prepay
- MySchoolBucks

These products are sold exclusively in the K-12 education marketplace. Data Business Systems only sells and supports electronic products that fully integrate with the Café Enterprise Point of Sale solution. Those products are Café Prepay and MySchoolBucks. There are no other products by us or any other vendor that integrate with Café Enterprise.

Café Prepay Discontinuance:

All of Heartland's electronic payments must be 100 percent PCI compliant. Every year the rules and requirements to maintain PCI Compliance become tougher and tougher. Heartland completed its audit and certification requirements for the coming year. Based on the new regulations, Café Prepay could not meet the upcoming regulations so we could not offer continued use of Café Prepay for our customers. Therefore, we had two choices: Modify the software or discontinue the product.

Heartland took the approach to offer a no-charge software upgrade to all of the Café Prepay users. Most customers are overwhelmingly happy with the upgraded program. The upgrade includes labor, installation and consultation with any costs to be absorbed by Heartland. In return, the customer would get the new generation MySchoolBucks software upgrade, which would offer the school divisions many, many new features and advantages. Additionally, from a business management or IT Department point of view, it was a seamless upgrade of the software.

The electronic payment data coming out of the Café Enterprise system is exactly the same and there are no technical changes that would need to be made on the business side or the IT side of the business at all. This is a seamless upgrade to Café Prepay.

Contract Changes:

Heartland is offering the MySchoolBucks electronic payment product as a seamless software upgrade. Heartland is not asking any customer to change any language in their current Agreement.

When ready to make the conversion, all Heartland needs is an email authorization to do the software upgrade.

Sincerely,

A handwritten signature in black ink, appearing to read "Terry Roberts", with a long horizontal flourish extending to the right.

Terry Roberts
Executive Director, Heartland School Solutions



Data Business Systems
SCHOOL SOLUTIONS

April 15, 2024

To Whom It May Concern:

Data Business Systems, Inc., is the exclusive supplier for the following products in the states of Virginia, District of Columbia and Maryland for the K-12 marketplace:

- Café Enterprise K-12 Point of Sale and Meal Application product-line
- Heartland 5954 CE Optical Scanner/Pinpad
- Mosaic Cloud (Café Enterprise cloud based upgrade to point of sale and meal applications)
- Mosaic Back Of House (Menu Planning, Nutrient Analysis, Inventory, Production and Purchasing)
- Mealviewer (online menu system, mobile menu app, digital menu boards)
- MySchool Bucks (online payment portal)
- MySchoolApps (online meal application portal)
- J2 Point of Sale hardware and manager workstation hardware.
- Genovation 904-RJ Pin Pad with Mosaic Cloud integration.
- DBS Flex10B Point of Sale hardware.
- DBS All-in-One Point of Sale hardware and manager workstation hardware.

Our exclusivity includes the sale, implementation and support for the hardware and software products provided.

Sincerely,

DATA BUSINESS SYSTEMS, INC.

Larry P. Harmon
President

LPH/lm



April 15, 2024

To Whom It May Concern:

Please be advised that Data Business Systems, Inc., is the exclusive supplier of J2 hardware products and related implementation and support services for J2 hardware with Café Enterprise software in Virginia, Maryland and the District of Columbia for the K-12 educational marketplace.

Sincerely,

A handwritten signature in black ink that reads "Kurt Ericson". The signature is written in a cursive, flowing style.

Kurt Ericson
Vice President
J2 Retail Systems, Inc.