

# Project Summary

## **DLNR – Division of Forestry and Wildlife**



**Project Name:** Tree Seedling Online Payments

**Business Model:** Hybrid

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### **Project Overview**

State tree nurseries provide high-quality native, endangered, and windbreak trees and plants for both the public and DLNR out-plantings and reforestation projects as part of DOFAW's State Tree Nursery Program.

Orders for tree seedlings and plants are either phoned, e-mailed, or mailed into the DLNR DOFAW office. Cash and check are accepted as payment methods.

### **Scope**

Develop an online system to allow customers to pay their seedling orders online via credit card or eCheck (electronic debit from a bank account). Tyler Hawaii's centralized payment portal, Payment Platform, will be utilized.



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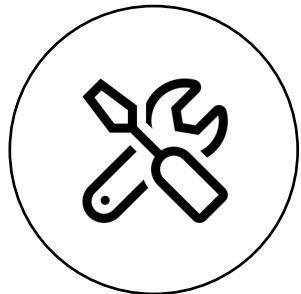
Project Name: Tree Seedling Online Payments

Business Model: Hybrid



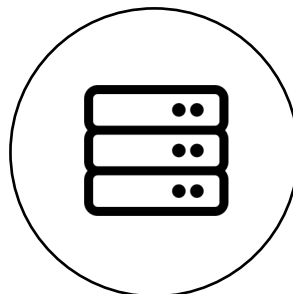
## Fees & Cost Structure

\$24,785.33



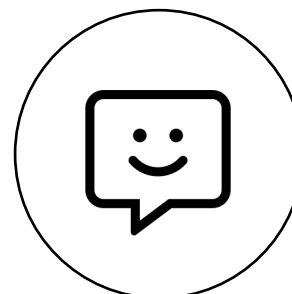
**Development**

\$0



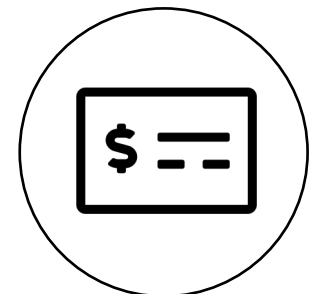
**Hosting**  
(Annual)

\$0



**Maintenance/Support**  
(Annual)

\$2.50\*



**Transaction Fees**

\* For all transactions completed, there will be a Transaction Fee of \$2.50 plus additional fee for credit card payments. Details on the following page. The transaction fees will cover the annual hosting and maintenance/support fees.

Typical base tier annual hosting fee is \$800. Typical base tier annual maintenance and support fee is \$12,000.

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### Transaction Fees Breakdown

- Transaction fee of **\$2.50** plus
- Credit/debit card or eCheck fee:
  - **2.5%** Credit/debit card fee; or
  - **\$1.00** eCheck fee

### Statutory Fee(s)

Pricing may vary by island and by species.

Price per plant \$2-\$6 with minimum order amount of \$30

### Revenue

- Current transactions: ~ 6000/year
- DLNR revenue for FY2020: \$39,000
- Predicted Tyler Hawaii revenue range based on adoption rate:
  - 20% adoption rate x 6000 transactions x \$2.50 transaction fee = \$3,000
  - 100% adoption rate x 6000 transactions x \$2.50 transaction fee = \$15,000
- Annual Tyler Hawaii revenue from transactions will cover cost of Hosting and Maintenance