



Pure Harvest Software

Our Competition

The purpose of this page is to help you compare Pure Harvest with other options available on the market.

Virginia state Seed Lab

Virginia has been our customer since about 2004. Their most recent total package price was about \$7000 per year. (edits in process on this page as of 5/12/2002)

LabLynx proposal to Virginia, 2022

CONTRACT PRICING SCHEDULE

Item	Year 1 Cost	Year 2 Cost	Year 3 Cost	Total Cost
Licensing <ul style="list-style-type: none"> License pricing based on number of concurrent user logins. Annual service plan included in Year 1 license. Annual hosting fee - AWS secure cloud servers. Annual Audit 	8 total users: \$45,000 Hosting-Dedicated Server: \$6,500/year SEC 525 Annual Audit: \$50,000/year	Annual Service Plan - 20% of license costs: \$9,000/year Hosting-Dedicated Server: \$6,500/year SEC 525 Annual Audit: \$50,000/year	Annual Service Plan - 20% of license costs: \$9,000/year Hosting-Dedicated Server: \$6,500/year SEC 525 Annual Audit: \$50,000/year	\$232,500
Implementation <ul style="list-style-type: none"> One-time software costs. Followed by implementation and configuration hours. 	Software Module: \$16,000 Set up & Configuration Costs: \$47,425	Any additional configurations or interfaces. Will need scoping for hourly estimate: \$175.00/hour.	Any additional configurations or interfaces. Will need scoping for hourly estimate: \$175.00/hour.	\$63,425
Support and Maintenance <ul style="list-style-type: none"> Included in the license costs. 	Included in License costs.	Included in License costs.	Included in License costs.	
Column totals for Year 1, Year 2, Year 3, and Total Cost tabulations:	\$164,925	\$65,500	\$65,500	\$295,925

Signature Page

COMMONWEALTH OF VIRGINIA

STANDARD CONTRACT

Contract Number: 301-21-006
Seed Laboratory Management Software System

This contract entered into this 16th day of November 2021, by LabLynx, Inc., hereinafter called the "Contractor" and Commonwealth of Virginia, The Virginia Department of Agriculture and Consumer Services, called the "Purchasing Agency."

WITNESSETH that the Contractor and the Purchasing Agency, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: The Contractor shall provide the goods/services to the Purchasing Agency as set forth in the Contract Documents.

PERIOD OF PERFORMANCE: From December 1, 2021 through November 30, 2022, with four (4) one-year renewal options.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

LABLYNX, INC.:

By: 

Name: John H. Jones

Title: CEO

Date: 11/16/2021

VA DEPARTMENT OF AGRICULTURE AND CONSUMER SERVICES:

By: 

Name: Bradley Copenhaver

Title: Commissioner

Date: 11/22/2021

USA Plants

USA Plants is a Microsoft product developed in Pennsylvania. The software has a single distributor, and all development work is done by a single company in Pennsylvania. USA Plants is marketed to public agencies partly on the fact that the license to use the product is "Free", and that the licensing organization is a non-profit with a public purpose to serve the agriculture business in the US.

A single example of actual costs for implementation shows that the license cost, while free, is dwarfed by the other charges, including

- initial costs of \$135,000 for implementation,
- \$25,000 to load the data and
- recurring costs of \$19,000 per year for programming (100 hours)
- and \$29,000 per year for hosting.

USA Plants proposal to Indiana, 2013

This information was taken from publicly available sources.

Pricing Details

The accompanying table shows all costs for the implementation itself; these are non-recurring. Assumptions appear at the end of this section.

One-Time costs

One-Time Costs

ITEM	SERVICES	COST
License	License for USAPlants	zero
Base Implementation	Implement and configure USALIMS, any environment; including loading initial data values for Purdue	\$135,000
Financial Integration	Custom code to integrate with Purdue e-payment and financial systems	\$11,400
LIMS Interface	Custom code to integrate with LIMS or with lab instruments	\$5,700
Data Conversion	Load USAPlants with production data as per Q&A	\$25,000
Travel Expense	Travel for two weeks on-site	\$3,220
Optional hosting	Setup and configure environments for initial implementation	\$10,000

Application Enhancements - CAI will complete application enhancements at an hourly rate of \$125/hour under a separate statement of work (SOW). We will follow standard release management, i.e., OISC enhancements will be released as formal software upgrades available to all other licensees.

Recurring Costs

These are annual costs, due upon go-live for the upcoming year, i.e., payable in advance.

OPTION	SERVICES	COST
Option 1	100 hours + periodic updates based on software release schedule	\$19,000
Option 2	150 hours + periodic updates based on software release schedule	\$25,250
Option 3	175 hours + periodic updates based on software release schedule	\$28,375
Hosting	12 months hosting	\$29,000

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