

**Hubbard County Board of Commissioners
Agenda for the Office of the Recorder
November 20, 2018**

Old Business:

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New Business:

*Purchase of Fidlar Monarch Document Replication and Bulk Image Sales Service

*Other items as presented

*Due to repeated public requests expressing the desire to purchase bulk images from Hubbard County, Minnesota, and our duty to provide such under statute, I recommend that we purchase the Fidlar Monarch system to fulfil these requests.

I have checked three sources. This service is not available from Tyler Technologies, our current land records management system vendor. Trimin Government Solutions does offer this service to their customers, but will not sell it to us as a third party. Fidlar is another prominent land records management systems vendor in our state that we have worked with before and offers the needed product to third parties.

Fidlar proposes to charge us a one-time set-up fee of \$7,000 and a quarterly storage maintenance fee of \$1,000, based on our document repository size. We will send our images to Fidlar on a nightly basis and they will create a secure replicated database of our recorded images. From this new database, they will market and sell our images on our behalf. Hubbard County will set the "per image" fee and Fidlar will add a \$.02 per image fee to cover their costs. Fidlar will handle all sales, marketing, billing, contracts, support, refunds, and collections and send Hubbard County a monthly check for their proceeds. Fidlar has the ability to parse and disburse our images in differing subsets as desired by the market. This product offers us a secure, offsite copy of our public images as well as a managed solution to distribute our recorded images in a secure and professional manner. The product is also capable of generating and returning revenue to the taxpayers once a subscriber base is built. This purchase will be paid for out of the Recorder's Technology Fund.

If we decide to purchase Monarch, we need to set a public hearing to set the per image fee. Our market is charging between \$0.10 and \$0.40 per image.