# EMu

## Costing Proposal

• • •

Submitted by:

## axiell

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4 November 2025

Nevada State Museum

600 N. Carson Street

Carson City, NV 89701


Dear Ms. Rachel Kaleilehua Delovio,

Thank you for the opportunity to provide preliminary costing information for the purchase and implementation of EMu for Nevada State Museum, Anthropology Department.

Axiell is the leading provider of collections management systems for museums, archives, and libraries, with over 3500 installations worldwide. Our market leading position has been achieved by people with the expertise to design, build, implement and support the very best collections management solutions for Museums, Archives and Libraries. It is further enhanced by our relationships and collaboration with our client base.

Our expertise is reflected in the products we develop, and it permeates all our services. For over thirty years we have successfully implemented and supported collections management solutions for customers of all sizes, complexity and collection type.

This makes us confident that we are able to provide the sectoral expertise and experience to provide Nevada State Museum with the best quality products and ongoing support available.

This document contains each cost element and each optional feature of a local EMu implementation and it covers the EMu software, implementation services and annual maintenance services (If applicable).

Please note that all prices are in USD and are offered under Axiell's standard service level agreement and terms and conditions.


I look forward to discussing this proposal with you.


Best regards,

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Amanda Roy
Director of Sales
Axiell

# 1   Financial overview

All the costs in this financial overview are shown in USD. The license cost is a one-time purchase, while the maintenance/support cost is an annual fee. (*Annual maintenance/support is subject to CPI.)

| Software Licensing | |
|---|---|
| **Cost Element** | **Cost (USD)** |
| Required licenses (see 2.1)<br>• 3 Concurrent NH EMu Licenses<br>  EMu Bundle includes Sapphire, Axiell GO, IMu, and API license.<br>• Note: For reference 4 concurrent licenses would be $22,582 and 5 concurrent licenses would be $27,600. | $17,563 |
| 2025 Buy 2 Get 1 Free License Promo<br>Note: To be valid contract must be signed by Dec 29, 2025. | -$5,018 |
| **Total Software Licensing Costs** | **$12,545** |

| Local Implementation Costs | |
|---|---|
| **Cost Element** | **Cost (USD)** |
| Administrative set-up (see 2.3 and 2.4)<br>• Remote Installation and Security Configuration | $3,920 |
| Staff Training (see 2.5)<br>• 4 days EMu training<br>  o 2 days How to Use EMu, 3-8 people<br>  o 2 days Registry training (admin) 1-2 people<br>• Note: On-site training, travel expenses will be charged at cost (billed separately) | $6,400 |
| Data Migration (see 2.6)<br>• Note: This is an estimate based on our experience in implementing EMu at similar institutions and the data provided<br>• Based on 4 tables and 117 fields to be migrated | $16,500 |
| Software configuration and customization (see 2.7)<br>• Note: This price includes up to 20 hours of configuration and customization. This is an estimate based on our experience in implementing EMu at similar institutions<br>• UMNH base model. | $4,900 |

Nevada State Museum, Anthropology Department

| | |
|---|---|
| Project Management<br>• Project management is based on 30% of data migration, customization and installation costs and is subject to change | $7,596 |
| **Total Implementation Costs** | **$39,316** |

| Annual Recurring Costs | |
|---|---|
| **Cost Element** | **Cost (USD)** |
| Annual Support & Maintenance fees (local installation) (see 2.9)<br>• EMu Bundle support for 3 concurrent NH users<br>• Note: For reference 4 concurrent users would be $4516/ year, 5 concurrent users would be $5,520/ year. | $3,513/ year |
| **Total Annual Recurring Costs** | **$3,513/ year** |

## 2   EMu application

This document provides indicative pricing for the Axiell EMu software and annual maintenance services. It also describes the other major components leading to a successful implementation of EMu, such as installation, training data migration and configuration, and provides pricing parameters for these services where applicable.

### 2.1 Licenses

Licensing for Axiell EMu is by concurrent users of the Axiell EMu database engine. Thus, EMu can be made accessible to a wide user base with the license only affecting the number of users who can run the system simultaneously. License packages for EMu are available as either Cultural History or Natural History, with Natural History also including Cultural History.

The Axiell EMu license applies to the server machine and so one server can service the requirements of several campuses of an institution. Alternatively, if each campus requires its own server, then separate licenses would need to be purchased. However, bulk purchase discounts are available in such cases.

### 2.2 Related Software

No other software, other than operating system software, is necessary in order to use EMu. However, many other software packages can be used in conjunction with EMu, in particular a Web Browser, email system, Microsoft Word and Excel and Crystal Reports Developer. You may want to consider licenses for these packages for at least some of your staff.

### 2.3 Installation

Installations are performed remotely if suitable Internet access is available to the server machine. Should the client require on-site installation, installation fees will also include out-of-pocket expenses. Staff from the client's institution could then install the client software (simply running a setup.exe on each client workstation).

## 2.4 Security System Configuration

EMu comes with a default security system consisting of authority levels called groups. This security system is generally adequate for most installations and requires only that users be assigned to specific groups - a simple task.

However, clients may require a different or modified security model. Museum administrative staff can implement these changes through EMu itself. Alternatively, Axiell could implement them on behalf of the client at an additional cost.

## 2.5 Training

Axiell offers a wide variety of courses. The length of a taining course depends on the number of project team members and end users involved in the implementation.Training is organized on site, however in some instances can be performed remotely. If the institution would like ongoing training or training for more staff, it can be arranged.  Our training is very flexible, and we can work with project coordinators to tailor a training plan that will enable you to make the most of the project.

Travel Costs: If applicable, all travel costs are billed back to the organization with receipts.  We do provide travel estimates to assist with budget planning. If the institution has negotiated travel or hotel rates, we are happy to stay at recommended hotels.  All airfare is economy class.

## 2.6 Data Migration

Most clients switching to EMu have one or more sources of legacy data in various software systems. An important component of a successful implementation of EMu is the migration of those legacy data into EMu.

Based on Axiell's experience with legacy data systems, the data migration cost can be estimated to be anywhere in the range of a couple of thousand dollars to tens of thousands of dollars, depending on the number of different data sources and the complexities of each. Axiell would have to undertake a thorough investigation of a client's legacy data sources before being able to provide a more accurate figure. Alternatively, data migration can be performed on a time and materials basis.

The client is responsible for preparing and exporting the existing legacy data in a suitable format.

## 2.7 Customization

EMu is a comprehensively structured, full-featured collections management system. It includes a broad range of standard management and catalog support modules. Where possible, these conform to relevant world standards, most notably the SPECTRUM standard for museum documentation.

For the central catalog of EMu, clients can choose a pre-configured catalog from a broad range of existing designs. Should the pre-configured EMu system not completely meet the needs of a client, Axiell can customize any component of the system to the specific requirements of that client without compromising the "upgradeability" of the system. Customization of the catalog, or other EMu modules, can be performed on a time and materials basis or can be undertaken for a fixed price. In the latter case, Axiell requires a comprehensive specification of those customizations before this price can be determined.

## 2.8 Reports

EMu can be used with a host of reporting tools, including any ODBC-compliant report-writing software (e.g. Microsoft Word and Excel). EMu comes with over 100 standard reports which have been developed using Crystal Report Writer - the world's most popular report writer.

An institution can purchase Crystal Report Writer and create and modify its own EMu reports. Alternatively, Axiell could develop reports on behalf of a client at an additional cost.

## 2.9 Maintenance contract

The annual maintenance cost includes access to all new versions of the licensed software as well as unlimited access to Axiell's helpdesk service during the company's normal business hours. Helpdesk support is available via telephone, email and our customer service portal (Hornbill).

The rate of the maintenance is a percentage of the total license costs. This cost will be applied annually and may be subject to CPI.

# 3   IMu (Bundled)

Public Access Interface (Internet and Intranet)

IMu, or Internet Museum, broadly describes Axiell's software strategy and toolset for distributing data held within EMu via the Internet. Distribution includes the publishing of content on the web, but goes far beyond this to cover sharing of data via the Internet (Portals, online partnerships, etc.); publishing content to new mobile technologies.

The core of IMu is a back-end server and a set of APIs which provide access to EMu data and multimedia. Built using IMu's PHP, Java or .Net APIs, IMu Web provides a standard (out-of-the-box) but configurable set of web pages for browsing and searching EMu collections. Our IMu application is highly flexible and Axiell staff are experienced in tailoring to suit the client's needs. At a minimum, configuration is required to apply the standard IMu system to a client's customized Catalog. Beyond this, customizations can include:

- Changing the IMu interface to integrate with a client's existing website.
- Utilizing IMu's Web 2.0 capabilities (AJAX) to extract more implicit data from a client's data set (e.g. create links to related searches / records / content).
- Providing additional functionality (e.g. downloads).
- Integrating with a client's Content Management System.
- Providing a web service for integration with other applications and portals.

A site can choose to run one or more IMu web servers, depending on the expected Internet / Intranet load (because of the nature of the web, one IMu web server can service several users apparently simultaneously). Note, however, that each IMu web server is considered a concurrent user in terms of licensing.

The maintenance fee is a percentage of the total license costs. This cost will be applied annually and may be subject to CPI.

# 4   Additional Bundled Items

## 4.1 Integrated Pest Management

EMu's Integrated Pest Management records information about the types of locations of traps used by an institution to capture pests, and what was found in a trap at a given date and time. A rich suite of reports for analyzing pest trap data is provided, including a sophisticated visualization tool for identifying and tracking infestations within your institution.

## 4.2 Sapphire

Sapphire is a rapid data entry and editing interface to your EMu data. Create attractive web forms that integrate seamlessly with EMu from desktop or mobile device that are tailored to the workflow and collections of each department. Build a web-based form to search your EMu data and edit the results. The simplified design is perfect for part time or occasional staff who may not be familiar with EMu.

## 4.3 Axiell Go

Axiell Go is a responsive web-based interface that enables users to access their collections from any modern device. User experience is at the heart of the design, allowing staff with little to no training to be able to complete tasks remotely. You are now able to streamline operations and increase the overall efficiency of your workforce. The Client will receive the same number of GO Licenses that they receive for Emu Concurrent Licenses.
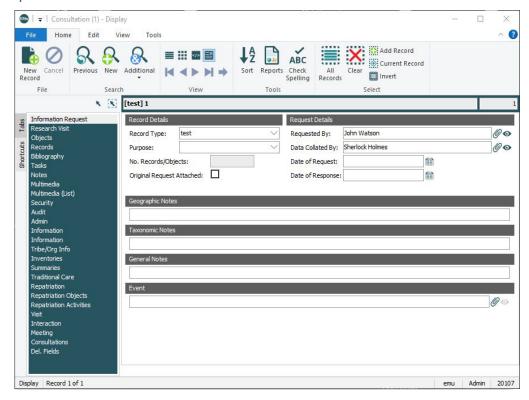
## 4.4 REST API

The emurestapi project is a shim providing an EMu REST API implementation to the Emu database. The API comprises an HTTP / HTTPS based server accepting requests conformant with the EMu REST API endpoints. It accepts all compliant EMu endpoints and produces responses consistent with EMu based responses, that is Mason based JSON markup.
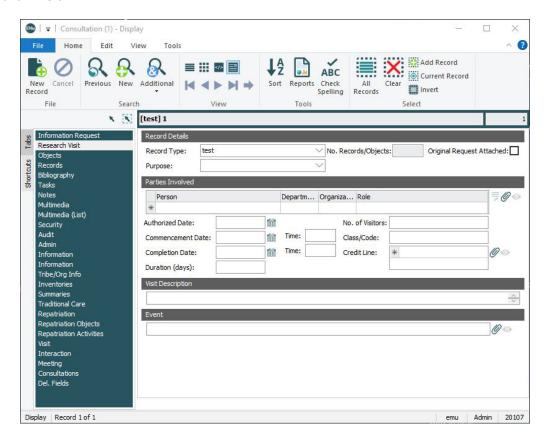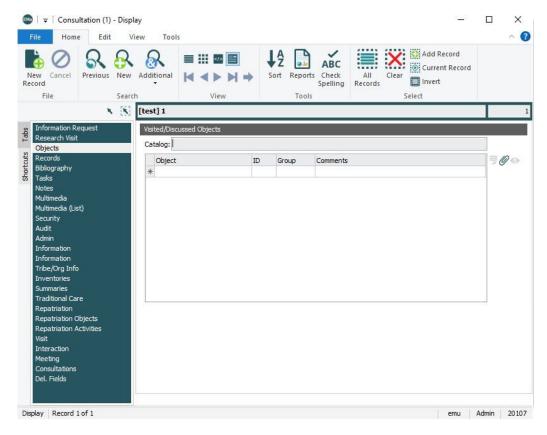
# FMNH – Consultation Module – Display Screen

## Info Request



## Research Visit

## Objects



## Records

# axiell

Info #1



Info #2

axiell
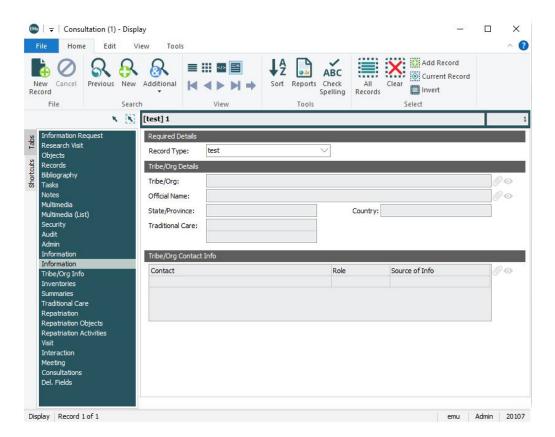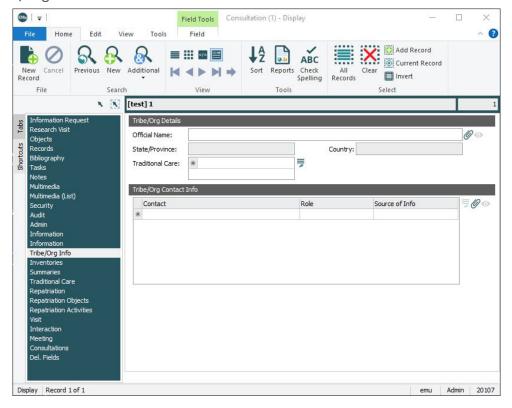
## Tribe/Org.



## Inventories

## Summaries



## Traditional Care

![axiell logo]

## Repatriation



## Repatriation Objects

## Repatriation Activities



## Visit

## Interaction



## Meeting

Consultations



Del. Fields

Archive Tools

File | Home | Edit | View | Tools | Catalogue | Archives

**File**
New Record | Save Record | Cancel | New Prep Record

**Search**
Previous | New | Additional

**View**

**Tools**
Sort | Reports | Check Spelling

Tabs | Shortcuts

Anth. Summary
Catalog 1 (Anth)
Catalog 2 (Anth)
Object Culture
Bio Anthro
Edu. Coll.
Analysis
Dates
Site/Loc. 1
Site/Loc. 2
Archives 1
Archives 2
Repatriation
Genetics
Tissue
Vouchers
Primary Cat.
Catalog (Bot)
Determination
Tax (Current)
Collection (Bot)
Ecology
Verbatim Label
DwC 1.2 (1)
DwC 1.2 (2)
DwC (1.3)
DwC MaNIS (1)
DwC MaNIS (2)
DwC OBIS (1)
DwC OBIS (2)
DwC Geo

**Repatriation**

Rep. Category: | TOC Date:
Request Date: | Transferred To: *
Request Tribe: * | Description:
Tribal Affiliation: * | Basis for Assessment:
Reports & Notices: *
Claim Summary:
Projects:
Narratives:

New | Object 1 of 1 | emu | Admin | 20224

Archive Tools

| File | Home | Edit | View | Tools | Catalogue | Archives |

**File**
New Record | Save Record | Cancel | New Prep Record

**Search**
Previous | New | Additional

**View**
(navigation icons)

**Tools**
Sort | Reports | Check Spelling

**Tabs / Shortcuts**

- Verbatim Label
- DwC 1.2 (1)
- DwC 1.2 (2)
- DwC (1.3)
- DwC MaNIS (1)
- DwC MaNIS (2)
- DwC OBIS (1)
- DwC OBIS (2)
- DwC Geo
- Catalog (IP)
- Catalog 2 (IP)
- Catalog (MN)
- Catalog 2 (MN)
- Catalog 3 (MN)
- Catalog (PB)
- Catalog 2 (PB)
- Production
- Slide
- Catalog (VP)
- Catalog 2 (VP)
- Catalogue 2
- Source
- Provenience
- Insc./Text
- References
- Measurements
- Organic Material
- CT Scan
- Bone Desc.
- Cultural Care
- Access

**Culturally Sensitve Care**

Request Date:
Request Tribe:
Care Guidelines:
Storage Preferences:
Indigenous Knowledge:

**Culturally Sensitive Care**

Requestor:
Handling Request:
Image Request:
Related Narratives:

**CSO Entries**

| Request Date | Requestor | Request Tribe |
|---|---|---|
| | | |

PastPerfect

File    Edit    Uninstall

## Objects Catalog

[Navigation: First | Previous | Next | Last] | Add | Browse | Edit | Spell | Find | Query | Delete | Print | Media | Exit

Sort by Object ID

### Screen View

- Archaeology
- Art
- Geology
- History
- Natural History ●
- Custom

### Other Views

- Appraisal
- Condition
- Dimensions ●
- Lexicon
- Location
- Notes & Legal
- People - Subjects
  Classification ●
  Search Terms
- Relations
- Repatriation
- Source ●
- Inscription
  Maker's Mark
- Lists ●
- Virtual Exhibit

| Collection | Nevada State Museum - Anthropology | | Date | |
|---|---|---|---|---|
| Object ID | CM-5678-G-004 | | Year Range | 1909 thru 1918 |
| Object Name | Basket | | Catalog Date | 04/09/2007 |
| Other Name | | | Cataloged by | O'Connor, James C. |
| Other# | | | Status Date | / / |
| Old# | | | Status by | |
| Accession# | CM-5678-G | Harcourt, Margaret C. | Status | |
| Home Location | NSM Anthro | | | |

Image Management -no image

### Repatriation Information

○ Archaeology  ○ Art  ○ Geology  ● History  ○ Natural History  ○ Custom

Repatriation Type [                    ▼]      Date of Notice in Federal Register  / /

Authorized by [                    ]        Authorized Date  / /

Claimant/s

Disposition

Handling Requirements

Notes

Record 13168 of 33780    ☐ Include in Web Export    View Web      Updated by  Covington, Mary W.      Updated  06/04/2019 03:02 PM    Update History