

FISCAL IMPACT STATEMENT

DATE: 01-24-2025
FROM (Dept.): CONTROLLER
CONTACT: DR. KRISTY SAMPIERI PHONE 203.946.8360

SUBMISSION ITEM (Title of Legislation):

ORDER OF THE BOARD OF ALDERS OF THE CITY OF NEW HAVEN AUTHORIZING
THE MAYOR/CONTROLLER TO ENTER INTO A MULTI-YEAR AGREEMENT WITH
PAYMENTUS CORPORATION WORTH IN ORDER TO PROVIDE THE CITY OF NEW
HAVEN A UNIFIED PAYMENT SYSTEM FOR BOTH RESIDENTS AND CITY AGENCIES

List Cost: Describe in as much detail as possible both personnel and non-personnel costs; general, capital or special funds; and source of funds currently budgeted for this purpose.

	GENERAL FUND	SPECIAL FUNDS	BOND FUNDING	CAPITAL/LINE ITEM/DEPT/ACT/OBJ CODE
A. Personnel	\$0	\$0	\$0	
1. Initial start up	\$30,000	\$0	\$0	
2. One-time	\$0	\$0	\$0	
3. Annual	\$0	\$0	\$0	
B. Non-personnel	\$0	\$0	\$0	
1. Initial start up	\$0	\$0	\$0	
2. One-time	\$0	\$0	\$0	
3. Annual	\$0	\$0	\$0	

List Revenues: Will this item result in any revenues for the City? If Yes, please list amount and type.

NO ☐
YES ☒

1. One-time
2. Annual: \$1MM TO
\$20MM+

Other Comments: In alignment with the City of New Haven's goals to modernize financial operations, improve cash management, and enhance the payment experience for all stakeholders, I am seeking your approval for a multi-year agreement with **Paymentus**, a premier payment platform. This agreement will establish Paymentus as the unified payment system across all City departments, creating a streamlined and technologically advanced approach to cash management.

City Savings							
Departments and Divisions	Software/Billing	Annual Sales Volume	Current Rates	Paymentus Rates	Savings		
Fire Department	Clover	\$72,000	2.60%	2.45%	\$108		\$1,872.00
Parking Meters	Parkeon/IPS	\$1,300,000	4.00%	2.45%	\$20,150		\$52,000.00
Parks and Rec (2 Dept's)	Rec Trac	\$72,000	2.60%	2.45%	\$108		\$1,872.00
Parking Apps	Passport/Pmobile	\$1,300,000	4.00%	2.45%	\$20,150		\$52,000.00
Boat House	EMV Terminal	\$75,000	9.90%	2.45%	\$5,588		\$7,425.00
Light House	Square	\$635,000	2.90%	2.45%	\$2,858		\$18,415.00
Residential licensing	Municipity	\$275,000	2.95%	2.45%	\$1,375		\$8,112.50
Youth Services	Rec Trac	\$40,000	2.99%	2.45%	\$216		\$1,196.00
Health Dept	Municipity	\$36,000	2.75%	2.45%	\$108		\$990.00
Accounts Receivable	UpSafety/T2	\$120,000	2.50%	2.45%	\$60		\$3,000.00
Vital Statistics	EMV Terminal	\$250,000	3.90%	2.45%	\$3,625		\$9,750.00
Animal Shelter	EMV Terminal	\$0	0.00%	2.45%	\$0		\$0.00
City Clerks Office	EMV Terminal	\$0	0.00%	2.45%	\$0		\$0.00
Building Dept	Municipity	\$15,000,000	2.80%	2.45%	\$52,500		\$126,000.00
		Simple Average Rate	3.66%	2.45%	\$106,845		\$282,632.50
Customer Savings							
Departments and Divisions	Software/Billing	Sales Volume	Current Rates	Processor	Fees - Absorb/Pass		
Taxes	QDS		2.50%	2.45%	\$70,000		
Value-Added Services							
Product / Service	Approximate Cost						
Cashiering	\$75,000/yr.						
Training & Project Management	\$25,000						
Integrations	\$30,000						
Tax Portal	\$15,000/yr.						
5-Year VAS	\$505,000						
City Costs							
Product / Service	Quantity	\$ Per Unit	Total				
Cashiering Training	40	\$250	\$10,000				
EMV Devices	5	\$460	\$2,300				
Cashiering Hardware	6	\$1,000	\$6,000				
			\$18,300				

ACH/eCheck	Parking, Taxes, Traffic Violations	\$0.70 per Payment	User Fee
	Fire Department, Parks/Rec, Youth Services, Boat House, Light House, Residential Licensing, Health Department, Building Department, Accounts Receivable, Vital Statistics, Animal Shelter, City Clerk's Office	\$0.70 per Payment	Client Fee
Chargeback and Return Check Fee		\$9.95 per item	Client Fee
Enterprise Communications Manager (ECM) Outbound Messaging (SMS, Email, IVR)		25,000 messages included at no cost. Additional messages will be billed at \$0.20 per message.	Client Fee