



Volume 2 | Issue 1

## NOTABLE CONTRACTS AND ANNOUNCEMENTS

### Notable Contracts\*

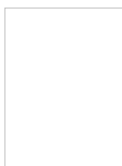
- Marion County, FL – Munis
- City of Tallahassee Police Dept., FL – New World (public safety)
- City of Austin, TX – Brazos
- City of Wilmington, NC – EnerGov
- Farmington Municipal Schools, NM – Infinite Visions
- Fresno County, CA – Eagle Recorder



Tyler and our president, Lynn Moore, were recently featured in a [cover story](#) by the *Dallas Business Journal*. Lynn discusses the “three stages” of Tyler’s history and explains how Tyler is uniquely positioned to build connected communities.

### Additional Highlights

- Accolade: Tyler was recently named to the [GovTech 100](#) list for 2018, a collection of 100 companies focused on and making a difference in state and local governments.
- Milestone: February 19, 2018, marks the 20th anniversary of Tyler’s decision to focus exclusively on the public sector. Initial acquisitions related to the entry into the public sector software market were completed on that date.



The Northern Territory of Australia goes live with Odyssey.  
Read [more](#).



Tyler named to Fortune’s 100 Fastest-Growing Companies list.  
Read [more](#).

San Diego

## INVESTOR INSIGHTS

*Tyler CFO Brian Miller highlights the impact of the recently signed tax reform bill.*

- The tax reform bill, which lowered the federal statutory rate from 35% to 21%, will have a significant positive impact on Tyler:
  - We currently expect that our GAAP effective tax rate before discrete items will be reduced by about 10 percentage points to approximately 27%, and that our non-GAAP effective tax rate will be approximately 25%. Those rates would then be further



courts to use  
Tyler's  
Odyssey for all  
case types.  
Read [more](#).

\*The above list shows a selection, not a comprehensive list, of Tyler's recent contract signings to demonstrate the variety of Tyler's solutions.

reduced by the excess tax benefits from stock option exercises, just as they were previously.

- In addition to the reduction in our book tax rate, we expect that our cash taxes will be similarly reduced.
- Of course, there are a number of variables involved in the calculations and our actual tax rate in the future may vary from these estimates.
- We will provide more information on our expected tax rates when we give our 2018 guidance in conjunction with our fourth quarter 2017 earnings report.

## MANAGEMENT ROADSHOW

4Q 2017 Earnings  
Call & Webcast  
February 22

JMP Securities  
Technology Conference  
San Francisco, CA  
February 27

Morgan Stanley Technology,  
Media & Telecom Conference  
San Francisco, CA  
February 28

\*Note on [Connect 2018](#): Due to the timing of the user conference (April 22-25) coinciding with Tyler's first quarter 2018 earnings report, management will not be hosting an investor session. We still invite you to attend the conference to continue to learn about Tyler's long-term growth strategy and its Connected Communities initiative. For information on free registration, please email Valerie Robertson at [Valerie.Robertson@tylertech.com](mailto:Valerie.Robertson@tylertech.com).



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