



PINAL COUNTY  
wide open opportunity

Response Form 3 – Pricing  
Sheet  
RFP PC-131219  
Elections Equipment &  
Maintenance

Pinal County  
Finance Department  
31 N. Pinal St.  
Bldg. A  
P.O. Box 1348  
Florence, AZ 85132

**Firm Fixed Rate**

Instructions:

- Vendor's cost proposal must be submitted on this form.
- Unless you specifically provide otherwise, Pinal County will consider all proposed costs to be fixed.
- Each item required by the bid must be individually priced (i.e. priced per single unit) and be able to be ordered individually.
- Vendor's cost proposal represents the not-to-exceed cost to Pinal County.
- The prices quoted must remain valid for twelve (12) months from the proposal submission deadline.
- Proposer agrees to free on board (F.O.B.) destination (i.e. no delivery charges).
- Proposer is responsible for verifying that their cost submission is accurate and complete.

**HARDWARE**

Volume Discount Provision: Under the contract, each purchase shall be made at the current quantity Unit Price. However, the total number of ADA Voting Units ordered by any Arizona governmental entities under the contract, within eighteen (18) months of the last signature date on the contract, shall determine the final quantity Unit Price. Within forty-five (45) days of the eighteenth (18th) month anniversary of the last signature date on the contract, a rebate shall be paid by vendor to Pinal County (or any other governmental entity) for the difference between the current quantity Unit Price paid to vendor and the final quantity Unit Price, which shall apply to every ADA Voting Unit ordered. The vendor will be responsible for tracking rebate eligibility.

For example, if Pinal County buys the first 100 units at the current quantity Unit Price \$X for quantity 1-100, and at the end of the eighteenth (18th) month anniversary of the last signature date on the contract the total number of ADA Voting Units ordered by all Arizona governmental entities is 150 units and the final quantity Unit Price is \$Y for quantity over 100, then vendor will rebate to Pinal County (\$X-\$Y x 100 number of units).

ADA / HAVA Compliant Voting Unit – Model: AutoMARK Voter Assist Terminal (Proposer fills in model number)

**Pricing Includes:** AutoMARK Voter Assist Terminal with Transport Case, Backup Battery, Power Cord, Ink Cartridge, Two (2) 1GB Flashcards, Headset, Two (2) Secrecy Sleeves, Firmware, Shipping & Handling, and Bonding.

**Note:** For the sake of clarity, the software included in these amounts is the firmware that resides on the unit.

Quantity	Unit Price
1-50	\$1,081.00
51-100	\$1,081.00
101-150	\$1,081.00
151-200	\$1,081.00



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Central Counter – Model: DS850 (Proposer fills in model number)

**Pricing Includes:** Model DS850 Scanner, Steel Table/Cart, Start-up Kit, Dust Cover, Reports Printer, Audit Printer, Battery Backup, Two (2) USB Cables, Three (3) 8GB Thumb drives, Firmware, Shipping & Handling, and Bonding.

**Note:** For the sake of clarity, the software included in these amounts is the firmware that resides on the unit.

Quantity	Purchase Unit Price	Extended Cost
2	\$113,607.00	\$227,214.00
5	\$108,557.00	\$542,785.00
10	\$100,967.00	\$1,009,670.00

Standalone Server and Workstation– Server Model: Dell PowerEdge T420 (Proposer fills in model number)

Workstation Model: Dell OptiPlex 7010

Quantity	Purchase Unit Price	Extended Cost
Server - 2	\$7,501.00	\$15,002.00
Workstation - 1	\$2,252.00	\$2,252.00

**Note:** On-Site installation of servers and work stations is available at the rate of \$2,300.00 per day.

**SOFTWARE**

Separate pricing for software, if hardware is purchased.

Software – Model: ElectionWare (Proposer fills in model number)

Pricing Includes: Electionware Software PYO Standard Base Package including Election Results Software, Synthesized Audio Capability for the English Language, and Synthesized Audio Capability for One Additional Language

Quantity	Unit Price
One Enterprise Wide License	\$63,335.00



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**SERVICE / MAINTENANCE AGREEMENT**

Separate pricing for software/hardware Service Agreement, if hardware is purchased.

Description	Unit Price
Software Service Agreement	See Software Maintenance Agreement Pricing
Hardware Service Agreement (Firmware License and Maintenance & Support Services) - AutoMARK Voter Assist Terminal - DS850 Scanner	\$60.00 per year/per unit \$1,500.00 per year/per unit
Software Maintenance Agreement (ElectionWare License and Maintenance & Support Services)	\$63,335.00 per year
Hardware Maintenance Agreement: AutoMARK Voter Assist Terminal: - Gold Maintenance Program (Preventative Maintenance Service Once Every 12 Months) - Silver Maintenance Program (Preventative Maintenance Service Once Every 24 Months) - Bronze Maintenance Program (Repair Service Only with Preventative Maintenance Performed During Repair Services)	\$280.00 per year/per unit \$177.50 per year/per unit \$105.00 per year/per unit
DS850 Scanner: - Gold Maintenance Program (Preventative Maintenance Service Once Every 12 Months) - Silver Maintenance Program (Preventative Maintenance Service Once Every 24 Months)	\$3,900.00 per year/per unit \$2,440.00 per year/per unit

Annual cost of Service / Maintenance Agreement may not escalate by more than 1% per year for each year of the contract, including extensions.

Responder must include a copy of its proposed Service Level Agreement with its proposal.

**IMPLEMENTATION**

Please itemize all implementation expenses below, including planning and analysis, design and development, testing, deployment and support, and reimbursable expenses (e.g. travel). Also, itemize the total implementation hours and hourly rates per job category for implementation staff. Please include a total of implementation expenses expected to meet the May 19, 2014 implementation deadline.

Description	UOM	Qty	Rate	Total
DS850 Installation/Training Fee (1st Unit)	Unit	1	\$3,550.00	\$3,550.00



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DS850 Installation/Training Fee (Each Additional Unit)	Unit	1	\$1,015.00	\$1,015.00
DS850 Election Day On-Site Support (One Event includes a person on-site the day before, day of, and day after election)	Person per Event	1	\$4,185.00	\$4,185.00
Project Management	Day	10	\$1,600.00	\$16,000.00
Election Day On-Site Support (One Event includes a person on-site the day before, day of, and day after election)	Person per Event	2	\$4,185.00	\$8,370.00
Installation/Acceptance Testing AutoMark	Unit	100	\$107.00	\$10,700.00

Total Implementation Expense \$ 43,820.00

**Note:** Total Implementation Expense is based upon the purchase of two (2) DS850 scanners and one hundred (100) AutoMARK Voter Assist Terminals. DS850 Installation/Training Fees and AutoMARK Installation/Acceptance Testing Fees will be adjusted according to the final purchase quantities.

**TRAINING**

Please itemize all training expenses below, including reimbursable expenses (e.g. travel). Also, itemize the total expected training hours and hourly rates per job category for training staff. Please include a total of training expenses expected.

Description	UOM	Qty	Rate	Total
Equipment Operations Training	Day	1	\$1,600.00	\$1,600.00
Poll Worker Train-the-Trainer	Day	2	\$1,600.00	\$3,200.00
Software Training	Day	5	\$1,600.00	\$8,000.00

Total Training Expense \$ 12,800.00

**Note:** All Implementation and Training services include travel and per diem expenses.

**TRADE-IN AND DISCOUNT ALLOWANCES**

Description	Quantity	Unit Trade-In Allowance	Total Trade-In Allowance
AccuVote OS Scanner with Ballot Box and Memory Cards	98	\$250.00	\$24,500.00
AccuVote TSX Terminal with Printers, Stands, and Memory Cards	98	\$75.00	\$7,350.00

Total Trade-In Allowance \$ 31,850.00

Total Additional Discount \$ 15,000.00



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**CONSUMABLE SUPPLIES – As determined by vendor**

Itemize quantity and price for the following consumable supplies: thermal paper, printer ribbons, fuses, batteries, memory devices, marking pens, and other supplies necessary to operate the election equipment system. Please include a total consumable supply estimate per election.

<b>Consumables Description</b>	<b>Unit Price</b>	<b>Estimated Price per Election (See Note)</b>
<b>DS850 Consumables:</b>		
Okidata B430DN Toner (Item #6826) - One (1) toner will last multiple elections. Recommend one (1) spare on-hand.	Included in DS850 Start-Up Kit. Replacement price: \$75.00	\$37.50 based upon 2 units
ML420 Printer Ribbon (Item #RI-420) - One (1) ribbon will last multiple elections. Recommend one (1) spare on-hand.	Included in DS850 Start-Up Kit. Replacement price: \$15.00	\$7.50 based upon 2 units
1-Part Printer Paper (Item #ES-PP1) - One (1) box will last multiple elections.	Included in DS850 Start-Up Kit. Replacement price: \$43.00	\$21.50 based upon 2 units
8 1/2" x 11" Standard Printer Paper (500 sheets) - Two (2) reams of paper per election	One Ream Included in DS850 Start-Up Kit. Replacement price: \$5.00	\$20.00 based upon 2 units
Touch Screen Cleaning Kit (Item #6500) - Will last multiple elections. Replace when cleaning rag is dirty.	Included in DS850 Start-Up Kit. Replacement price: \$7.75	\$3.90 based upon 2 units
Alcohol Isopropyl (Item #ES-AL) - One (1) bottle will last multiple elections. Recommended one (1) spare on-hand.	Included in DS850 Start-Up Kit. Replacement price: \$4.25	\$2.10 based upon 2 units
Compressed Air (Item #ES-AR) - Two (2) cans should last multiple elections. Recommend one (1) spare on-hand.	Included in DS850 Start-Up Kit. Replacement price: \$9.50	\$4.70 based upon 2 units
UPS Battery Backup (Item #4779) - 3 to 5 year life depending upon usage	Included with DS850 unit. Replacement price: \$410.00	\$102.50
Motherboard Battery - 6 to 10 year life depending upon usage	Included with DS850 unit. Replacement price if done during a preventative maintenance visit: \$10.00	\$2.50



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<b>Consumables Description</b>	<b>Unit Price</b>	<b>Estimated Price per Election (See Note)</b>
<b>AutoMARK Consumables:</b>		
Touch Screen Cleaning Kit (Item #6500) - Will last multiple elections. Replace when cleaning rag is dirty.	\$7.75	\$1.95
Ink Cartridge (Item #87002) - Minimum of one (1) per unit/per election. Dependent upon, among other factors, number of voters using the AutoMARK, size of ballot, number of marks per ballot, etc.	\$30.00	\$3,000.00 based upon 100 units
Ink Pad (Item #86016) - Can last multiple elections. Dependent upon, among other factors, number of voters using the AutoMARK, size of ballot, number of marks per ballot, etc.	\$0.27	\$27.00 based upon 100 units
Wire Roto 8" Seal (Item #86022) - Required if sealing the flashcard door. One (1) per election but recommend spares should access to the flashcard be required during the election.	\$0.40	\$40.00 based upon 100 units
Headset Ear Cover (Item #86003) - Dependent upon number of voters using the AutoMARK headset to cast their ballot.	\$0.15	\$132.00 based upon 2% of early voters using headphones
Backup Battery- 3 to 5 year life depending upon usage	Included with unit. Replacement price if done during a preventative maintenance visit: \$112.90	\$1,161.13 based upon 100 units
Motherboard Coin Cell Battery- 3 to 5 year life depending upon usage	Included with unit. Replacement price if done during a preventative maintenance visit: \$10.00	\$125.00 based upon 100 units
<b>Total Consumable Supply Estimate per Election</b>		<b>\$4,689.28</b>

**Note:** ES&S has included many of the consumable items listed above in the start-up kits that ship with the unit or, are included with the unit. The total Consumable Supply Estimate per Election is based upon an estimated average usage, per election, and is subject to change based upon actual usage. Total price reflects a combination of the price of consumables that require replacement each election plus the estimated average usage per election if the consumable item description designates it will last over multiple elections.



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**CONTINGENCY PLAN PRICING**

(used only in the event solution is not operational by May 19, 2014 deadline)

Description:	Unit Price:
Ballot programming and design	ES&S will provide ballot programming and design to the customer at no-charge for the May 2014 Election should the ElectionWare Software solution not be operational for Pinal County to perform their own Ballot Programming and Design.

Total Price of Hardware and Software for Tax Calculation (Based upon two (2) DS850's: \$369,053.00 one hundred (100) AutoMARK Terminals, two (2) servers, one (1) workstation, and applicable discounts.

Total Services: \$ 56,620.00

Add: Taxes on Hardware and Software @ 8.70%: \$ 32,107.61

Total Purchase Price Including Applicable Taxes: \$457,780.61

**Note:** Taxes are calculated using a tax rate of 8.70% of the total purchase price of \$369,053.00 for hardware and software (services are not taxable if stated separately) and assumes delivery within the city limits of Florence, AZ. Amount is subject to change based upon any changes in quantities and/or tax rates.



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**OPTIONAL ADA/HAVA COMPLIANT VOTING SYSTEM UPGRADE:** Upon Arizona certification of the ExpressVote Unit the County could upgrade from the AutoMARK Voter Assist Terminal to the ExpressVote System. The ExpressVote System would include the ExpressVote Unit, Backup Battery, Soft-Sided Case, Detachable ADA Keypad, Two (2) 4GB Flash Drives, Headphones, Firmware, Shipping & Handling, and Bonding.

**Note:** For the sake of clarity, the software included in these amounts is the firmware that resides on the unit.

Quantity	Unit Price
1-50	\$3,681.00
51-100	\$3,691.00
101-150	\$3,691.00
151-200	\$3,691.00

**Optional ExpressVote Items:**

**ExpressPass Printer:**

Quantity	Unit Price (If Ordered at Time of ExpressVote Terminal Purchase)
1-50	\$735.00
51-100	\$735.00
101-150	\$735.00
151-200	\$735.00

**ExpressVote Booth:**

Quantity	Unit Price (If Ordered at Time of ExpressVote Terminal Purchase)
1-50	\$430.00
51-100	\$430.00
101-150	\$430.00
151-200	\$430.00



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**ExpressVote Consumable Items:**

<b>Consumables Description</b>	<b>Unit Price</b>	<b>Estimated Price per Election (See Note)</b>
<b>ExpressVote Consumables:</b>		
Touch Screen Cleaning Kit (Item #6500) - Will last multiple elections. Replace when cleaning rag is dirty.	\$7.75	\$1.95
ExpressVote Ballot Card Stock (250/pkg) 11" (Item #70-00001) 14" (Item #70-00002) 17" (Item #70-00003) 19" (Item #70-00004)	\$20.00 \$22.50 \$25.00 \$30.00	\$80.00 based upon 1,000 11" ballot cards per election
Wire Roto 8" Seal (Item #86022) - Required if sealing the flashcard door. One (1) per election but recommend spares should access to the flashcard be required during the election.	\$0.40	\$40.00 based upon 100 units
Security Tag Seals (Item #RISBL) – One (1) per election but recommend spares should access to the unit be required during the election.	\$0.41	\$41.00 based upon 100 units
Headset Ear Cover (Item #86003) - Dependent upon number of voters using the ExpressVote headset to cast their ballot.	\$0.15	\$132.00 based upon 2% of early voters using headphones
Backup Battery (Item #290-00038) - 3 to 5 year life depending upon usage	Included with unit. Replacement price if done during a preventative maintenance visit: \$112.90	\$1,411.13 based upon 40 units
Motherboard Coin Cell Battery (Item #2283) - 3 to 5 year life depending upon usage	Included with unit. Replacement price if done during a preventative maintenance visit: \$10.00	\$125.00 based upon 40 units
<b>Total Consumable Supply Estimate per Election</b>		<b>\$1,831.08</b>

**Note:** The total Consumable Supply Estimate per Election is based upon an estimated average usage, per election, and is subject to change based upon actual usage. Total price reflects a combination of the price of consumables that require replacement each election plus the estimated average usage per election if the consumable item description designates it will last over multiple elections.



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Election Systems & Software, LLC/Richard J. Jablonski

Firm/Individual

*Richard Jablonski* 4/8/14

Authorized Signature and Date

**END OF PRICING SHEET**