

Cost Table 1. Precinct Tabulators and Accessible Voting Systems

	PURCHASE AND INITIAL SERVICE / MAINTENANCE PERIOD (ACQUISITION YEAR + 4 YEARS)					EXTENDED SERVICE / MAINTENANCE PERIOD (ANNUAL PAYMENT – UP TO 5 ADDITIONAL YEARS)	
	(A) Total Units	(B) Per-Unit Purchase Price	(C) OPTIONAL Incentive Program (e.g, quantity discount and/or existing equipment per-unit trade-in discount) See Exhibit A Section 1.9*	(D) Per-Unit Purchase Price with Discount (B - C)	(E) Statewide Purchase Cost (A) x (D)	(F) Per-Unit Annual Extended Service/Maintenance Price	(G) Statewide Annual Cost - Extended Service/Maintenance (A) x (F)
Precinct Tabulators – <ul style="list-style-type: none"> • 1 at State level (no charge) • 1 per county (83) • 1 per precinct (4850) • AVCB Tabulators (400) ES&S DS200 Tabulator Includes: <ul style="list-style-type: none"> - Plastic Ballot Box with Steel Door and e-Bin - Internal Backup Battery - Paper Roll - 4GB USB Memory Device 	5,333	\$5,299.00	(\$1,106.00)	\$4,193.00	\$22,361,269.00	\$220.00	\$1,173,260.00
Accessible Voting System (1 per polling place)** ES&S ExpressVote Includes: <ul style="list-style-type: none"> - Soft-sided Case - Internal Backup Battery - Detachable ADA Keypad - 4GB USB Memory Device - Headphones - Privacy Screen <u>which attaches to the AutoMARK table.</u> 	3,800	\$3,260.00	(\$563.00)	\$2,697.00	\$10,248,600.00	\$175.00	\$665,000.00

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TOTAL CONTRACT COST Tabulators/Accessible Devices		\$32,609,869.00		\$1,838,260.00
(Enter the sum of all costs in columns E and G):				

*If bidder's proposal includes alternative incentive/discount programs, include additional detail describing proposed discount programs, including detailed cost figures and their applicability to per-unit and statewide cost proposals.

**Polling places with more than 2 precincts may receive an additional accessible voting system.

Note: ES&S will provide one (1) each of the DS200 Tabulator and ExpressVote Accessible Voting Terminal to each County at no charge. Additional backup units may be purchased from ES&S at a price no higher than the prices shown in Cost Table 1 above.

Cost Table 2. Election Management System (EMS) Software – INITIAL SOFTWARE LICENSE FEE; EXTENDED SERVICE / MAINTENANCE

Several clarifying notes are provided with respect to EMS Pricing. Three cost tables are included in this section (2a, 2b and 2c). Please read carefully:

- EMS costs will be applicable only to counties. Each county will select either:
 - 1) **Full EMS (“Program Your Own”)**, for counties that fully program their elections internally (without reliance on the voting system Contractor/subcontractor); or
 - 2) **Accumulation-Only EMS**, for counties that rely on the voting system Contractor/subcontractor for programming; the accumulation-only functionality for these counties shall include the capability to burn media, read media, transmit results and produce accumulation reports.
- The Accumulation-Only version of EMS will also be available to local jurisdictions statewide. While EMS will be purchased for each county (either Full EMS or Accumulation-Only), EMS purchase for the local cities and townships (local jurisdictions) will be optional, and a statewide EMS purchase for local jurisdictions is **not** anticipated. Costs for Accumulation-Only EMS for local jurisdictions will be included in the total initial EMS license fee for the respective county.
- **Table 2b** lists initial preferences by county, which shows the number of counties that may elect to purchase Full EMS, the number of counties that may elect to purchase Accumulation-Only EMS, and the number of local jurisdictions within each county that may elect to utilize Accumulation-Only EMS. Note that while counties have provided these initial preferences and estimates, these totals are not guaranteed.
- The per-copy license fee for the Accumulation-Only EMS county option should also apply to the Accumulation-Only EMS that is available to each local jurisdiction, unless the bidder proposes an alternative pricing structure. If an alternative pricing structure is proposed, it must be thoroughly described in the price proposal (including justification for the difference in price), and must be reflected in the per-county and statewide cost totals provided in **Tables 2a and 2b**.
- Bidders shall provide a per-copy license fee for the Full EMS and Accumulation-Only versions for counties, as well as the Accumulation-Only version for local jurisdictions using **Table 2a**. The total units listed in **Table 2a** reflect the initial county preference totals listed in **Table 2b**. Bidders must enter the per-copy EMS price for each category listed, and use these figures to provide a Statewide EMS initial license fee cost based on the totals listed.
- Bidders shall complete **Table 2b** to provide an EMS Initial License Fee cost estimate for each county, based on the totals listed. The statewide initial license fee cost total listed in **Table 2a** must match the statewide total listed in **Table 2b**.
- The initial EMS License fee covers the acquisition year, plus 4 years. The extended service/warranty period covers an additional 5 years, after the expiration of the initial license fee. See **Table 2c** for additional information on extended service/warranty pricing options.
- If the Full EMS and/or EMS Accumulation-Only options include multiple EMS software modules with individualized pricing, please provide an attached itemized list of modules and prices for each module; as well as a total price for both the Full EMS and Accumulation-Only options.
- Do not include EMS hardware costs; if specific hardware is required to operate the EMS, those components shall be identified in your proposal; costs for the specific hardware components may be listed in **Table 4** if necessary (with an indication as to whether the components are available via COTS sources).

Cost Table 2a – Base EMS Price (Initial Software License Fee)

		EMS INITIAL SOFTWARE LICENSE FEE (INCLUDES SERVICE / MAINTENANCE FOR ACQUISITION YEAR + 4 ADDITIONAL YEARS)	
Category	(A) Total Units	(B) EMS Initial License Fee (price per copy)	(C) EMS Initial License Fee - Statewide EMS Cost by Category (A) * (B)
County Option 1: Full EMS Includes: - ElectionWare PYO - Election Reporting Manager - ElectionWare Results Web-Based Election Night Reporting - Automated Test Deck Creation (Michigan Specific) - Text to Speech (English, Spanish, Bengali) - EXP Utility	33	\$91,432.00	\$3,017,256.00
County Option 2: Accumulation Only Includes: - Election Base Package - Reporting Only (Home, Acquire and Produce Modules) - ElectionWare Results Web-Based Election Night Reporting - Automated Test Deck Creation (Michigan Specific) - Media Burn - EXP Utility	50	\$36,635.00	\$1,831,750.00
Local Jurisdiction EMS: Accumulation-Only	454	Counties may distribute additional copies of the Accumulation Only Software Modules, as needed, to the Local Jurisdictions at No-Charge	Included
STATEWIDE TOTAL – EMS INITIAL LICENSE FEE (ENTER THE SUM OF COSTS IN COLUMN C)			\$4,849,006.00

Cost Table 2b – Initial EMS Type Preference by County

COUNTY	County = Full EMS	County = Accum Only EMS	# of Local Jurisdictions = Accum Only EMS	# of Local Jurisdictions = NO EMS	TOTAL EMS INITIAL LICENSE FEE – WHOLE COUNTY
ALCONA		1	2	10	\$36,635.00
ALGER		1	0	9	\$36,635.00
ALLEGAN		1	12	19	\$36,635.00
ALPENA		1	8	1	\$36,635.00
ANTRIM		1	0	15	\$36,635.00
ARENAC		1	0	15	\$36,635.00
BARAGA		1	0	5	\$36,635.00
BARRY		1	0	17	\$36,635.00
BAY		1	0	18	\$36,635.00
BENZIE	1		7	6	\$91,432.00
BERRIEN	1		0	30	\$91,432.00
BRANCH	1		6	12	\$91,432.00
CALHOUN		1	1	22	\$36,635.00
CASS	1		0	16	\$91,432.00
CHARLEVOIX		1	5	13	\$36,635.00
CHEBOYGAN		1	3	17	\$36,635.00
CHIPPEWA		1	0	17	\$36,635.00
CLARE	1		0	18	\$91,432.00
CLINTON	1		0	19	\$91,432.00
CRAWFORD		1	0	7	\$36,635.00
DELTA	1		3	13	\$91,432.00
DICKINSON	1		0	10	\$91,432.00
EATON	1		1	20	\$91,432.00
EMMET		1	0	18	\$36,635.00
GENESEE	1		28	0	\$91,432.00
GLADWIN		1	17	0	\$36,635.00
GOGEBIC		1	0	9	\$36,635.00
GD TRAVERSE		1	5	9	\$36,635.00
GRATIOT	1		0	19	\$91,432.00
HILLSDALE	1		0	22	\$91,432.00
HOUGHTON		1	0	16	\$36,635.00

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COUNTY	COUNTY = Full EMS	COUNTY = Accum Only EMS	# of Local Jurisdictions = Accum Only EMS	# of Local Jurisdictions = NO EMS	TOTAL EMS INITIAL LICENSE FEE – WHOLE COUNTY
HURON		1	31	0	\$36,635.00
INGHAM	1		4	17	\$91,432.00
IONIA	1		0	19	\$91,432.00
IOSCO		1	0	14	\$36,635.00
IRON		1	0	11	\$36,635.00
ISABELLA	1		17	0	\$91,432.00
JACKSON		1	20	0	\$36,635.00
KALAMAZOO	1		2	17	\$91,432.00
KALKASKA		1	0	12	\$36,635.00
KENT	1		16	14	\$91,432.00
KEWEENAW		1	0	5	\$36,635.00
LAKE		1	1	14	\$36,635.00
LAPEER	1		20	0	\$91,432.00
LEELANAU		1	1	10	\$36,635.00
LENAWEE		1	26	0	\$36,635.00
LIVINGSTON	1		0	18	\$91,432.00
LUCE		1	4	0	\$36,635.00
MACKINAC		1	8	5	\$36,635.00
MACOMB	1		20	3	\$91,432.00
MANISTEE		1	3	12	\$36,635.00
MARQUETTE		1	0	22	\$36,635.00
MASON		1	0	17	\$36,635.00
MECOSTA	1		0	17	\$91,432.00
MENOMINEE		1	0	16	\$36,635.00
MIDLAND		1	18	0	\$36,635.00
MISSAUKEE	1		10	7	\$91,432.00
MONROE		1	0	18	\$36,635.00
MONTCALM	1		0	23	\$91,432.00
MONTMORENCY		1	0	8	\$36,635.00
MUSKEGON	1		5	18	\$91,432.00
NEWAYGO		1	10	18	\$36,635.00

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COUNTY	COUNTY = Full EMS	COUNTY = Accum Only EMS	# of Local Jurisdictions = Accum Only EMS	# of Local Jurisdictions = NO EMS	TOTAL EMS INITIAL LICENSE FEE – WHOLE COUNTY
OAKLAND	1		50	2	\$91,432.00
OCEANA	1		0	17	\$91,432.00
OGEMAW		1	0	16	\$36,635.00
ONTONAGON		1	5	6	\$36,635.00
OSCEOLA		1	0	18	\$36,635.00
OSCODA		1	7	0	\$36,635.00
OTSEGO		1	4	6	\$36,635.00
OTTAWA	1		3	20	\$91,432.00
PRESQUE ISLE		1	0	16	\$36,635.00
ROSCOMMON		1	0	11	\$36,635.00
SAGINAW	1		2	28	\$91,432.00
ST CLAIR		1	12	17	\$36,635.00
ST JOSEPH	1		4	14	\$91,432.00
SANILAC	1		2	28	\$91,432.00
SCHOOLCRAFT		1	0	9	\$36,635.00
SHIAWASSEE	1		0	21	\$91,432.00
TUSCOLA		1	0	25	\$36,635.00
VAN BUREN	1		4	18	\$91,432.00
WASHTENAW	1		5	21	\$91,432.00
WAYNE		1	42	0	\$36,635.00
WEXFORD		1	0	18	\$36,635.00
STATEWIDE TOTALS	33	50	454		\$4,849,006.00

Cost Table 2c – EMS Extended Service / Maintenance Fees

NOTE: For EMS extended service / maintenance, counties have the option to choose either a flat annual rate or an hourly technical support rate. These rates shall be the same for all counties for each option (one set price for Full EMS, one set price for Accumulation-Only EMS).

		EMS EXTENDED SERVICE / MAINTENANCE PERIOD (UP TO 5 ADDITIONAL YEARS)		
		OPTION 1: ANNUAL COUNTY EMS SUPPORT PAYMENT		OPTION 2: HOURLY TECHNICAL SUPPORT RATE
	(A) Total Units	(B) EMS Extended Service / Maintenance Annual Payment Option (annual price per county)	(C) EMS Extended Service / Maintenance Statewide Annual Payment Option for Counties (A) * (B)	(D) EMS Extended Service / Maintenance Hourly Technical Support Rate Option for Counties
County Option 1: Full EMS*	33	\$20,130.00	\$664,290.00	\$215.00 per hour
County Option 2: Accumulation-Only*	50	\$7,905.00	\$395,250.00	

Cost Table 3. OPTIONAL ITEM – High Speed AVCB Tabulator

	Hardware COTS? (Y/N)	Additional Hardware / Software Required? (Y/N)**	Processing Speed (Ballots per Minute)	Per-Unit Purchase Price (includes Service / Maintenance for acquisition year + 4 years)	Annual Per-Unit Extended Service / Maintenance Price (5 additional years)
High Speed AVCB Tabulator*					
List Make / Model / Version #, recommended options for Small, Medium and Large-sized local jurisdictions (attach additional lines/pages if necessary)					
Small County:			DS200:		
- ES&S DS200 Scanner	N	N	11" – 13	\$5,299.00	220.00
			14" – 12		
			17" – 11		
			19" – 10		
Medium County:			DS450:		
- ES&S DS200 Scanner	N	N	11" – 91	\$5,299.00	\$220.00
- ES&S DS450 Scanner	N	N	14" – 75	\$36,416.00	\$3,173.00
			17" – 63		
			19" – 50		
Large County (See Note 1):			DS850:		
- ES&S DS450 Scanner	N	N	11" – 365	\$36,416.00	\$3,173.00
- ES&S DS850 Scanner	N	N	14" – 300	\$98,487.00	\$4,941.00
			17" – 250		
			19" – 200		
DS450 & DS850 Scanners Include:					
- Steel Table/Cart					
- Dust Cover					
- Reports Printer					
- Audit Printer					
- UPS Battery Backup					
- Two (2) USB Cables					
- Start-Up Kit with Three (3) 8GB USB Memory Device					

- *NOTES:**
- **Bidders are encouraged to propose multiple options if they are available.** If multiple high-speed AVCB equipment options are available (to support the needs of varying sized jurisdictions), include a separate line for each option.
 - The AVCB tabulators are utilized at the local jurisdiction (city/township) level, not at the county level.
 - If proposing multiple options, also include recommended criteria for each option (e.g., minimum / maximum # of registered voters per small, medium and large-sized jurisdictions). For reference, an additional table is attached (**Exhibit C, Attachment 1**) which provides the number of registered voters for each jurisdiction in the state.

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- If additional components are required to utilize the high-speed AVCB tabulator (e.g., firmware, hardware, software), those details must be listed and itemized, including any additional costs for any additional components.

Note 1: In the event of a delay in the certification of the DS450, ES&S will provide the currently certified DS850 high speed AVCB tabulator to jurisdictions in need of a high speed AVCB tabulator. Under these circumstances, and upon certification of the DS450 in the State of Michigan, ES&S will substitute the DS450 for the DS850 at no additional charge to the jurisdiction above and beyond the quoted cost above for the DS450. Should jurisdictions elect to retain the DS850 High Speed AVCB Tabulator in lieu of the DS450, the jurisdiction shall pay ES&S a balance due for the price difference of \$62,071.00.

Cost Table 4. Component Replacement / Additional Parts

Bidders shall list all applicable and available component parts for their proposed system; for each component part, identify the source for obtaining the part and whether the part is available commercially off the shelf (COTS). NOTE: If alternative purchase sources are available, the State, counties and local jurisdictions reserve the right to purchase from those sources.

Bidders must also list all other system features available in their proposed system, if the cost for such features have not been included elsewhere in this Cost Proposal.

Product	Estimated Life (Years)	Purchase Source (Indicate if COTS)	Per-Unit Price
Memory Devices (specify make/model)	<p>Note: We have listed Optional Items, Consumable/Replacement Parts, and COTS Components of the System by Equipment Type Below.</p>		
Printer Cartridges			
Paper Rolls			
Backup Batteries			
Components specific to the Accessible Voting System (list each separately)			
Components specific to the high-speed AVCB tabulator, if offered (list each separately)			
Security Seals / Other Security items			
OTHER (list any/all other available component / replacement parts, including all COTS available systems/components):			
DS200:			
Optional Items:			
Landline Modem (Item #57601)	Life of DS200	Avnet	\$150.00 Price is based upon factory install with initial order
Wireless Modem (Select from AT&T (#57607), Sprint (#57603), or Verizon (#57605) wireless capability)	Life of DS200	Avnet	\$249.00 Price is based upon factory install with initial order
DS200 Blue Tote Bin/Ballot Storage Box (Item #00074)	N/A. Replace if damaged	Pivot International	\$175.00
UPS Battery Backup-BR24BPG (Item #7500)	Average Battery Life of Three (3) to	Varies COTS	\$205.00

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Product	Estimated Life (Years)	Purchase Source (Indicate if COTS)	Per-Unit Price
	Five (5) Years depending upon usage		
Consumable/Replacement Items:			
Printer Ink/Ribbon	Not Required	Not Required	Not Required
Paper Roll (Item #2320)	N/A. Replace as needed.	NCNR 9078-1514	\$1.12
Ballot Marking Pens (Item #6100)	N/A. Replace as needed.	BIC Grip Roller Ball Pen, 0.7mm, Black COTS – Custom ES&S Logo	\$0.95
Tamper Evident Seal/Label: 100 Label Roll, Barcode 1" x 3-3/8" Non-Residue Tamper Evident Labels – Blue (Item #800-0084)	As Needed	Intab COTS	\$44.95
8.4" Numbered Pull-Tite Seal-Blue (Item #RINS2)	As Needed	Rifkin COTS	\$0.31
DS200 Back-Up Battery (Installed by Trained ES&S Personnel Only)-Price if Installed During a Scheduled Preventative Maintenance Visit (Item #290-00038)	Average Life of 5-Years	Zeus Battery Products, Inc.	\$170.00
DS200 Coin Cell Motherboard Battery (Installed by Trained ES&S Personnel Only)-Price if Installed During a Scheduled Preventative Maintenance Visit	Average Life of 5-Years	Energizer Coin Cell; CR 2032 COTS	Included in Hardware Maintenance
DS200 4GB Thumb Drive (Additional) (Item #2396)	Up to 10,000 writes/erases	Delkin Devices with ES&S Logo and Special Coding	\$105.00
DS200 Ballot Box Key (Item #340-00030)	As needed if lost or broken	Varies COTS	\$0.58
DS200 Unit Key (Item #2213)	As needed if lost or broken	Varies COTS	\$4.25
DS200 AC Power Cord (Item #2288)	As needed if lost or broken	Varies COTS	\$4.00
COTS Components of the System:			
None			

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Product	Estimated Life (Years)	Purchase Source (Indicate if COTS)	Per-Unit Price
DS850:			
Consumable/Replacement Items:			
OkiData B432DN Toner	N/A. Replace as needed.	Varies COTS	\$121.50
OkiData ML420 Printer Ribbon	N/A. Replace as needed.	Varies COTS	\$8.26
1-Part Printer Paper (Item #ES-PP1)	N/A. Replace as needed.	Varies COTS	\$48.10
8 1/2" x 11" Standard Printer Paper (500 Sheets) (Item #ES-PP)	N/A. Replace as needed.	Varies COTS	\$3.55
DS850 Tool Kit (Item #ES-850TOOL)	N/A. Replace if lost.	Varies. ES&S Assembled Kit	\$140.56
DS850 Table/Cart Assy (Item #6823)	N/A. Replace if damaged.	SourceOne	\$1,465.00
UPS Battery Backup (Item #6969)	Average Battery Life of Three (3) to Five (5) Years depending upon usage	APC Power Saving Back-UPS Pro 1500 - Futureware Dist., Inc. Proprietary (Sourced from ES&S)	\$240.00
Motherboard Battery (Installed by Trained ES&S Personnel Only)-Price if Installed During a Scheduled Preventative Maintenance Visit	Average Battery Life of 6-10 Years	Energizer Coin Cell; CR 2032 COTS	Included in Hardware Maintenance
DS850 8GB Thumb Drive (Additional) (Item #2397)	Up to 10,000 writes/erases	Delkin Devices with ES&S Logo and Special Coding	\$165.00
COTS Components of the System:			
Okidata B432DN Printer	N/A. Replace if damaged or no longer functioning	Varies COTS	\$445.75
Okidata ML420 Printer	N/A. Replace if damaged or no longer functioning	Varies COTS	\$474.25

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Product	Estimated Life (Years)	Purchase Source (Indicate if COTS)	Per-Unit Price
DS450:			
Consumable/Replacement Items:			
OkiData ML420 Printer Ribbon	N/A. Replace as needed.	Varies COTS	\$8.26
Dell 2810 Toner	N/A. Replace as needed.	Varies COTS	\$69.10
1-Part Printer Paper (Item #ES-PP1)	N/A. Replace as needed.	Varies COTS	\$48.10
8 1/2" x 11" Standard Printer Paper (500 Sheets) (Item #ES-PP)	N/A. Replace as needed.	Varies COTS	\$3.55
UPS Battery Backup (Item #6969)	Average Battery Life of Three (3) to Five (5) Years depending upon usage	APC Power Saving Back-UPS Pro 1500 - Futureware Dist., Inc. Proprietary (Sourced from ES&S)	\$240.00
Motherboard Battery (Installed by Trained ES&S Personnel Only)-Price if Performed During a Scheduled Preventative Maintenance Visit	Average Battery Life of 6-10 Years	Energizer Coin Cell; CR 2032 COTS	Included in Hardware Maintenance
DS450 8GB Thumb Drive (Additional) (Item #2397)	Up to 10,000 writes/erases	Delkin Devices with ES&S Logo and Special Coding	\$165.00
COTS Components of the System:			
Dell 2810 Printer	N/A. Replace if damaged or no longer functioning	Varies COTS	\$198.50
Okidata ML420 Printer	N/A. Replace if damaged or no longer functioning	Varies COTS	\$474.25
ExpressVote:			
Optional Items:			
ExpressLink Activation Card Printer (Item #4200)	N/A. Replace if damaged or no longer functioning	Microcom Corporation	\$725.00

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Product	Estimated Life (Years)	Purchase Source (Indicate if COTS)	Per-Unit Price
Consumable/Replacement Items:			
Printer Ink/Ribbon	Not Required	Not Required	Not Required
Tamper Evident Seal/Label: 100 Label Roll, Barcode 1" x 3-3/8" Non-Residue Tamper Evident Labels – Blue (Item #800-0084)	As Needed	Intab COTS	\$44.95
8.4" Numbered Pull-Tite Seal-Blue (Item #RINS2)	As Needed	Rifkin COTS	\$0.31
Privacy Screen for ExpressVote Unit (Attaches to existing AutoMARK Table) (Item #59-00003-01)	N/A. Replace if damaged	Election Data Corporation	\$25.00
Thermal Activation Cards- <u>Numbered and Stubbed (Sold in packages of 250)</u>	One use per Voter		
ExpressVote Thermal Activation Card-11 inch	One use per Voter	Varies COTS (Must Meet ES&S Specifications)	\$28.10/pkg
ExpressVote Thermal Activation Card-14 inch	One use per Voter	Varies COTS (Must Meet ES&S Specifications)	\$34.00/pkg
ExpressVote Thermal Activation Card-17 inch	One use per Voter	Varies COTS (Must Meet ES&S Specifications)	\$40.35/pkg
ExpressVote Thermal Activation Card-19 inch	One use per Voter	Varies COTS (Must Meet ES&S Specifications)	\$43.65/pkg
Thermal Activation Cards- <u>Blank (Sold in packages of 250)</u>	One use per Voter		
ExpressVote Thermal Activation Card-11 inch (Item #70-00001)	One use per Voter	Varies COTS (Must Meet ES&S Specifications)	\$22.50/pkg
ExpressVote Thermal Activation Card-14 inch (Item #70-00002)	One use per Voter	Varies COTS	\$23.75/pkg

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Product	Estimated Life (Years)	Purchase Source (Indicate if COTS)	Per-Unit Price
		(Must Meet ES&S Specifications)	
ExpressVote Thermal Activation Card-17 inch (Item #70-00003)	One use per Voter	Varies COTS (Must Meet ES&S Specifications)	\$26.25/pkg
ExpressVote Thermal Activation Card-19 inch (Item #70-00004)	One use per Voter	Varies COTS (Must Meet ES&S Specifications)	\$30.00/pkg
Headphone/Headset (Item #86002)	N/A. Replace as headphones become damaged or excessively dirty	Avid COTS (Must Meet ES&S Specifications)	\$3.95
Headphone Sanitary Ear Cover (Item #ES-EARCOVER)	One use per Voter	Avid COTS (Must Meet ES&S Specifications)	\$0.15
ExpressVote 4GB Thumb Drive (Additional) (Item #2396)	Up to 10,000 writes/erases	Delkin Devices with ES&S Logo and Special Coding	\$105.00
ExpressVote Back-Up Battery (Installed by Trained ES&S Personnel Only)-Price if Installed During a Scheduled Preventative Maintenance Visit (Item #290-00038)	Average Battery Life of Five (5) Years	5S2PESS1	\$170.00
ExpressVote Coin Cell Battery (Installed by Trained ES&S Personnel Only)-Price if Installed During a Scheduled Preventative Maintenance Visit	Average Battery Life of Five (5) Years	Energizer Coin Cell; CR 2032 COTS	Included in Hardware Maintenance
COTS Components of the System:			
None			
General Supplies:			
Touch Screen Cleaning Kit (Item #6500)	N/A. Replace as needed.	Varies COTS	\$8.05
Wire Roto 8" Tooless Seal (Used if	N/A. Replace as	Varies	\$0.89

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Product	Estimated Life (Years)	Purchase Source (Indicate if COTS)	Per-Unit Price
sealing the flashcard door) (Item #10002)	needed.	COTS	
ADA Stylus-Ball Gripper w/tip (Item #91706)	N/A. Replace as needed.	Varies COTS	\$5.31
Alcohol Isopropyl (Item #ES-AL)	N/A. Replace as needed.	Varies COTS	\$3.95
Canned Air (Item #ES-AR)	N/A. Replace as needed.	Varies COTS	\$5.25
Optional Services:			
Initial EMS Software Installation	N/A	ES&S Service	\$2,300.00/day
Firmware/Software Update Installation	N/A	ES&S Service	No-Charge (See Note 4)
Additional Training	N/A	ES&S Service	\$1,250.00/day
Optional Software:			
Regional Results Transmission (5-Year Initial License Fee)	N/A	ES&S Software	\$22,700.00
ExpressLink (5-Year Initial License Fee)	N/A	ES&S Software	\$15,250.00
Ballot On Demand Items:			
Balotar Ballot-On-Demand System Includes: <ul style="list-style-type: none"> - Compact Printer w/Firmware - Laptop Computer - Printer/Software Training - Installation - Single Request Software (SRS) - eBalotar for Automated eMail Software - Multiple Request Software (MRS) - Shipping and Handling to Customer Loading Dock 	5+ Years depending upon usage	OkiData Device with Special ES&S Features and Firmware	\$13,995.00
Additional Printer for Balotar BOD	5+ Years depending	OkiData Device with	\$2,975.00

Election Systems & Software, LLC

Product	Estimated Life (Years)	Purchase Source (Indicate if COTS)	Per-Unit Price
System (Includes Shipping and Handling to Customer Loading Dock)	upon usage	Special ES&S Features and Firmware	
Balotar Ballot Processing Fee (Black Ink Only) See Note 2	N/A	ES&S Service Fee	\$0.45 per ballot
Balotar Ballot Processing Fee (Color Ink) See Note 2	N/A	ES&S Service Fee	\$0.55 per ballot
Election Set-Up Fee per Election Event	N/A	ES&S Service Fee	Remote Access: \$250.00 per election set-up + \$1.00 per unique PDF (up to 4 computers) \$40.00 per computer over 4 units On-Site: \$1,575.00 per day per person

Cost Table 4 Notes:

Note 1: We have included pricing for the most commonly requested optional items and consumable items purchased from ES&S in support of the specific equipment offerings. There may be other items the Jurisdictions may want to purchase that are not listed above. Should a Jurisdiction decide to order any product not listed in our above pricing, ES&S will invoice the Jurisdiction at the then current price.

Note 2: Balotar Ballot Processing Fees include toner, waster toner boxes, drums, transfer belts, fusers, blank ballot stock, hardware break/fix maintenance, and consumables and blank ballot stock shipping and handling.

Note 3: Shipping and Handling is not including in pricing in Cost Table 4 unless specifically stated and will be billed as a separate line item on the invoice.

Note 4: Firmware/Software updates will be installed as part of a preventative maintenance visit. Should circumstances warrant installation prior to the next scheduled preventative maintenance service date, the updates will be installed on a date mutually agreed upon between ES&S and the County.

Note 5: Buy one get one FREE. For those Counties selecting ES&S as their vendor, and making a buying decision before December 31, 2016; ES&S will provide one free DS200 Blue Tote Bin/Ballot Storage Box for every DS200 Blue Tote Bin/Ballot Storage Box purchased at regular price (\$175.00 per unit).