Cost Table 1. Precinct Tabulators and Accessible Voting Systems

	(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)
		PURCHASE AND INITIAL SERVICE / MAINTENANCE PERIOD (ACQUISITION YEAR + 4 YEARS)				**EXTENDED SERVICE / MAINTENANCE PERIOD (ANNUAL PAYMENT – UP TO 5 ADDITIONAL YEARS)**	
Precinct Tabulators – · 1 at State level (no charge) · 1 per county (83) · 1 per precinct (4850) · AVCB Tabulators (400) · Relay (For Electronic Transmission)	5,333	$5,501	$1	$5,500	$29,331,500	$564	$3,007,812
Accessible Voting System (1 per polling place)	3,800	$4,501	$1	$4,500	$17,100,000	$515	$1,957,000
SUB-TOTAL CONTRACT COST **Tabulators/Accessible Devices** (Enter the sum of all costs in columns E and G):					**$46,431,500**		**$4,964,812**
vDrive (Memory Device) - 1 per voting device	9,133	$45	$0	$45	$410,985	N/A	N/A
Verity Key (Security Device) 1 per jurisdiction	1,603	$80	$0	$80	$128,240	N/A	N/A
6 Bay Battery Charger - 1 per County / State	84	$540	$0	$540	$45,360	N/A	N/A
TOTAL CONTRACT COST **Tabulators/Accessible Devices/Accessories** (Enter the sum of all costs in columns E and G):					**$47,016,085**		**$4,964,812**

Cost Table 1. Precinct Tabulators and Accessible Voting Systems

Hart Notes

* **Hart will offer a $1.00 trade in-discount** for current voting equipment. This is reflected in Exhibit C, Pricing. Hart will also remove old voting systems for counties
that wish to salvage their old equipment. Hart will not resell the equipment, but will have it salvaged in an environmentally responsible manner at no cost to the counties.

** **Pricing for Precinct Tabulator** includes the following: Verity Scan voting unit with Relay (electronic transmission), Ballot Box with transport bag and privacy screens. Price
includes acquisition year plus 4 years of service / maintenance (includes warranty coverage).

** **Pricing for Accessible Voting System** includes the following: Verity Touch Writer with Access ballot marking device, accessible voting booth, Okidata B431 ballot printer and printer table.
Price includes acquisition year plus 4 years of service / maintenance (includes warranty coverage)

*** **Per-Unit Annual Extended Service/Maintenance Price** (includes warranty coverage) covers years 6 through 10. Years 1 through 5 are covered with initial purchase

Hart Re-Submitted Pricing 09/29/16

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

Category	(A) Total Units	(B) EMS Initial License Fee* (price per copy)	(C) EMS Initial License Fee - Statewide EMS Cost by Category (A) * (B)
		EMS INITIAL SOFTWARE LICENSE FEE (INCLUDES SERVICE / MAINTENANCE FOR ACQUISITION YEAR + 4 ADDITIONAL YEARS)	
County Option 1: Full EMS	33	$218,920	$7,224,360
County Option 2: Accumulation Only	50	$49,750	$2,487,500
Local Jurisdiction EMS: Accumulation-Only	454	$0	$0
STATEWIDE SUB-TOTAL – EMS INITIAL LICENSE FEE (ENTER THE SUM OF COSTS IN COLUMN C)**			$9,711,860

Hart Notes

* **Full EMS** includes the following: 1 license of Verity Build (used for election definition), 1 license Verity Data
   (used for data management) and 1 license of Verity Count (used for accumulation - tabulation and reporting)
    Price includes 10 years of software licensing fees and 5 years of service / maintenance (includes warranty coverage)

* **Accumulation Only** includes the following: 1 license of Verity Count (used for accumulation - tabulation and reporting)
    Price includes 10 years of software licensing fees and 5 years of service / maintenance (includes warranty coverage)

** See Supplemental Cost Table 5 for required software accessories

Hart Re-Submitted Pricing 09/29/16

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	$49,750
ALGER		1	0	9	$49,750
ALLEGAN		1	12	19	$49,750
ALPENA		1	8	1	$49,750
ANTRIM		1	0	15	$49,750
ARENAC		1	0	15	$49,750
BARAGA		1	0	5	$49,750
BARRY		1	0	17	$49,750
BAY		1	0	18	$49,750
BENZIE	1		7	6	$218,920
BERRIEN	1		0	30	$218,920
BRANCH	1		6	12	$218,920
CALHOUN		1	1	22	$49,750
CASS	1		0	16	$218,920
CHARLEVOIX		1	5	13	$49,750
CHEBOYGAN		1	3	17	$49,750
CHIPPEWA		1	0	17	$49,750
CLARE	1		0	18	$218,920
CLINTON	1		0	19	$218,920
CRAWFORD		1	0	7	$49,750
DELTA	1		3	13	$218,920
DICKINSON	1		0	10	$218,920
EATON	1		1	20	$218,920
EMMET		1	0	18	$49,750
GENESEE	1		28	0	$218,920
GLADWIN		1	17	0	$49,750
GOGEBIC		1	0	9	$49,750
GD TRAVERSE		1	5	9	$49,750
GRATIOT	1		0	19	$218,920
HILLSDALE	1		0	22	$218,920
HOUGHTON		1	0	16	$49,750
HURON		1	31	0	$49,750
INGHAM	1		4	17	$218,920
IONIA	1		0	19	$218,920
IOSCO		1	0	14	$49,750
IRON		1	0	11	$49,750
ISABELLA	1		17	0	$218,920
JACKSON		1	20	0	$49,750
KALAMAZOO	1		2	17	$218,920
KALKASKA		1	0	12	$49,750

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
KENT	1		16	14	$218,920
KEWEENAW		1	0	5	$49,750
LAKE		1	1	14	$49,750
LAPEER	1		20	0	$218,920
LEELANAU		1	1	10	$49,750
LENAWEE		1	26	0	$49,750
LIVINGSTON	1		0	18	$218,920
LUCE		1	4	0	$49,750
MACKINAC		1	8	5	$49,750
MACOMB	1		20	3	$218,920
MANISTEE		1	3	12	$49,750
MARQUETTE		1	0	22	$49,750
MASON		1	0	17	$49,750
MECOSTA	1		0	17	$218,920
MENOMINEE		1	0	16	$49,750
MIDLAND		1	18	0	$49,750
MISSAUKEE	1		10	7	$218,920
MONROE		1	0	18	$49,750
MONTCALM	1		0	23	$218,920
MONTMORENCY		1	0	8	$49,750
MUSKEGON	1		5	18	$218,920
NEWAYGO		1	10	18	$49,750
OAKLAND	1		50	2	$218,920
OCEANA	1		0	17	$218,920
OGEMAW		1	0	16	$49,750
ONTONAGON		1	5	6	$49,750
OSCEOLA		1	0	18	$49,750
OSCODA		1	7	0	$49,750
OTSEGO		1	4	6	$49,750
OTTAWA	1		3	20	$218,920
PRESQUE ISLE		1	0	16	$49,750
ROSCOMMON		1	0	11	$49,750
SAGINAW	1		2	28	$218,920
ST CLAIR		1	12	17	$49,750
ST JOSEPH	1		4	14	$218,920
SANILAC	1		2	28	$218,920
SCHOOLCRAFT		1	0	9	$49,750
SHIAWASSEE	1		0	21	$218,920
TUSCOLA		1	0	25	$49,750
VAN BUREN	1		4	18	$218,920
WASHTENAW	1		5	21	$218,920
WAYNE		1	42	0	$49,750
WEXFORD		1	0	18	$49,750
STATEWIDE TOTALS	**33**	**50**	**454**	**1068**	**$9,711,860**

Hart Re-Submitted Pricing 09/29/16

Hart Intercivic

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	$2,000	$66,000	$375
County Option 2: Accumulation-Only*	50	$1,000	$50,000	$375

* **Per-County Annual Extended Service/Maintenance Price** (includes warranty coverage) covers years 6 through 10. Years 1 through 5 are covered with initial purchase

Hart Re-Submitted Pricing 09/29/16

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)*
High Speed AVCB Tabulator	Y	N	130	$121,295

Hart Notes

* The bundled solution includes 1 Canon DRG 1130 scanner, 1 HPZ230 workstation PC w/ monitor and 1 license of Verity Central software. Price includes acquisition year plus 4 years of service / maintenance and warranty coverage

* The above configuration is recommended for jurisdictions with more than 100K registered voters. Jurisdictions with between 50K and 99K voters can select a lower-priced scanner and software package. If the jurisdiction has fewer than 49K registered voters, we recommend the use of the precinct scanner to process by-mail ballots.

Recommended AVCB Configuration Options

Per-Unit Purchase Price (includes Service / Maintenance for acquisition year + 4 years)

Description	Ballots Scan Per Min	Large Jurisdiction (100K + RV)**	Medium Jurisdiction (99K - 50K RV)**	Small Jurisdiction (49K and Less RV)
Central Scan Unit (Canon DRG 1130)	130	$13,000		
Central Scan Unit (Canon DRG 1100)	100		$11,190	
Verity Workstation with Monitor		$4,000	$4,000	**Use existing precinct scanner**
Verity Central Software License		$104,170	$72,920	
vDrive		$45	$45	
Verity Key		$80	$80	
AVCB Grand Total		**$121,295**	**$88,235**	**$0**

** Price includes acquisition year plus 4 years of service/maintenance and warranty coverage

Hart Re-Submitted Pricing 09/29/16

Cost Table 4. Component Replacement / Additional Parts

Product	Estimated Life (Years)	Purchase Source (Indicate if COTS)	Per-Unit Price
Consumable Items			
Thermal Printer Rolls (Archival Grade)	2	Hart	$0.66
Toner Cartridge, Okidata B431D, Black	2	COTS	$165.00
Toner Cartridge, Okidata C831, Black	2	COTS	$130.00
Toner Cartridge, Okidata C831, CYAN	2	COTS	$300.00
Toner Cartridge, Okidata C831, Magenta	2	COTS	$300.00
Toner Cartridge, Okidata C831, Yellow	2	COTS	$300.00
Toner Cartridge, Okidata C911, Black	2	COTS	$130.00
Toner Cartridge, Okidata C911, CYAN	2	COTS	$515.00
Toner Cartridge, Okidata C911, Magenta	2	COTS	$515.00
Toner Cartridge, Okidata C911, Yellow	2	COTS	$515.00
Printer Drum Kit, Okidata C911, Black	2	COTS	$370.00
Printer Drum Kit, Okidata C831, Black	2	COTS	$175.00
Printer Drum Kit, Okidata B431D. Black	2	COTS	$175.00
Headphone Covers (Box of 100)	0	COTS	$31.50
Okidata B431D Printer w/ Cartridge	2	Hart	$325.00
Okidata C831 Ballot Printer with Starter Cartridges	5	Hart	$4,000.00
Okidata C911 Ballot Printer with Starter Cartridges	5	Hart	$6,000.00
Optional and Replacement Items			
Ballot Overlay Templates	10	Hart	$110.00
vDrive (Memory Device)	5	Hart	$45.00
Verity Key	5	Hart	$80.00
Verity Workstation	7	Hart	$3,650.00
Accessible Booth Transport Bag	10	Hart	$85.00
Accessible Voting Unit Printer Stand	10	Hart	$50.00
Ballot Box Transport Bag	10	Hart	$60.00
1 Bay Battery Charger	10	Hart	$185.00
6 Bay Battery Charger	10	Hart	$540.00
23" Flat Panel Monitor	7	Hart	$350.00
Okidata B431D Printer w/ Cartridge	2	Hart	$325.00
Canon DR-G1130 Central Scanner	5	Hart	$10,000.00

Cost Table 4. Component Replacement / Additional Parts

Product	Estimated Life (Years)	Purchase Source (Indicate if COTS)	Per-Unit Price
Canon DR-G1100 Central Scanner	5	Hart	$7,500.00
Corrugated Plastic Transport Case for Printer	10	Hart	$70.00
Corrugated Plastic Transport Case for Verity Voting Device	10	Hart	$70.00
Relay Modem Kit	10	Hart	$500.00
Ethernet Cable	10	Hart or COTS	$20.00
Hard Drive, 1 TB	10	Hart	$450.00
Jelly Switches	10	COTS	$183.70
Network Switch	10	Hart	$80.00
Verity Voting Device Battery	5	Hart	$102.00
Privacy Screen (Black)	10	Hart	$15.00
Verity AC Power Cord	10	Hart	$4.60
Verity AC/DC Power Supply	10	Hart	$100.00
Verity Access Custom USB Printer Cable	10	Hart	$10.00
Verity Accessible Booth w/ Transport Bag and Privacy Screens	10	Hart	$430.00
Verity Ballot Box w/ Transport Bag and Privacy Screens	10	Hart	$535.00
Verity Caddy Cover	10	Hart	$250.00
Verity Caddy with Casters	10	Hart	$740.00
Verity Headphones for Access Device	5	Hart	$20.00
USB Extension Cable	5	COTS	$21.50
Verity Headset (Headphones with Microphone)	5	Hart	$40.00

Hart Re-Submitted Pricing 09/29/16

Supplemental Cost Table 5

Additional Software Requirements

Description	Unit Price
Verity Key (Security Device, 1 per 25 workstations)	$80
Verity Workstation (Without Monitor, Includes 10 Years of Warranty and Maintenance, 1 per software license)	$4,000
Verity Relay Software (For Electronic Transmission, Includes 10 Years of Licensing Fees), County Level*	$17,180

*Hart will work with each county to determine final quantity of Relay Software based on county specifications

Voting System Implementation Service (Estimated)

Description	Small County (49K and Less RV)	Medium County (50K - 99K RV)	Large County (100K+ RV)
Total Days (Estimated)*	12	18	30
Daily Rate	$2,000	$2,000	$2,000
Total Cost	**$24,000**	**$36,000**	**$60,000**

* Total days are subject to change based on specific county requirements

 Typical activities included in Implementation Services: Comprehensive training on all hardware
and software, Election Day Support (1st Election),

 Logic and Accuracy Testing and other services needed to implement a full scope election system

Hart Re-Submitted Pricing 09/29/16