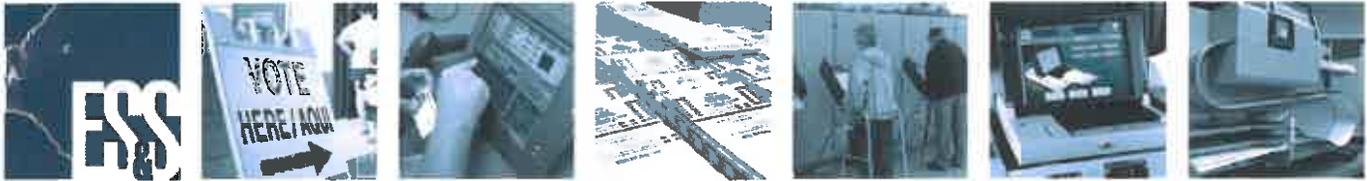


Cochise County, Arizona
Purchase, Lease/Purchase Proposal Quote - Option B
Submitted by Election Systems & Software

Purchase Solution Includes:

<u>Quantity</u>	<u>Item Description</u>	<u>Unit Price</u>	<u>Total Price</u>
Hardware			
Tabulation Hardware:			
Model DS200 Precinct Scanner:			
32	Model DS200 (Includes Scanner, Plastic Ballot Box with Steel Door and e-Bin, Reverse Wound Paper Roll and 4GB Jump Drive)	\$5,750.00	\$184,000.00
Model DS850 High Speed Digital Image Scanner:			
1	Model DS850 (Includes Scanner, Steel Table/Cart, Start-up Kit, Dust Cover, Reports Printer, Audit Printer, Battery Backup, Two (2) USB Cables, and Three (3) 8GB Thumbdrives)	\$111,500.00	\$111,500.00
1	DS850 Annual License Fee	N/A	Included
1	Installation/Training Fee (1st Unit)	\$3,500.00	\$3,500.00
ExpressVote:			
120	ExpressVote Unit Including Soft-Sided Case, Detachable ADA Keypad, 4GB Flash Drive, and Headphones	\$3,500.00	\$420,000.00
41	ExpressLink Printer	\$725.00	\$29,725.00
32	DS200 Paper Guide		Included
Poll Book Hardware:			
41	ExpressPoll Tablet with Barcode Scanning and Signature Capture Capabilities. Includes Tablet Protector Sleeve, Z-Stand, Stylus with Tether, Micro-SD Card w/SD Adapter, 16GB Thumb Drive, USB Dongle, USB Power Cable, Carrying Case, ExpressPoll Software, and Loading of Software on the Unit.	\$865.00	\$35,465.00
41	Printer with USB Cable, Paper Roll, and Battery Backup	\$412.00	\$16,892.00
41	Mobile Broadband Router with Enterprise Cloud License (CradlePoint 1200)	\$264.00	\$10,824.00
Software			
Tabulation Software:			
1	Electionware Software - PYO Standard (Base Package)	\$20,345.00	\$20,345.00
1	Synthesized Audio Capability - English Language	\$6,397.00	\$6,397.00
1	Synthesized Audio Capability - Each Additional Language	\$1,394.00	\$1,394.00
Third Party Products			
1	EMS Workstations	\$5,027.00	\$5,027.00
Poll Book Software:			
1	CentralPoint Software License and Hosting Fee. Requires Internet Explorer 10 or above.	\$5,815.00	\$5,815.00
Services			
Tabulation System Services:			
19	Implementation Services (Does not include Coding, Voice Files or Ballots)	\$1,575.00	\$29,925.00
X	Project Management		
X	Equipment Operations Training		
X	Poll Worker Train-the-Trainer		
X	Software Training		
X	Network Installation - ES&S In House & Shipped	N/A	\$1,300.00
4	First Election On-Site Support (One Event includes a person on-site the day before, day of, and day after election)	\$4,125.00	\$16,500.00
X	Installation/Acceptance Testing	N/A	\$16,280.00



Cochise County, Arizona
Purchase, Lease/Purchase Proposal Quote - Option B
 Submitted by Election Systems & Software

Poll Book System Services:

1	Project Management - Initial Kick-Off and Process Consultation	\$1,575.00	\$1,575.00
1	Project Management	\$1,575.00	\$1,575.00
1	On-Site Support (3 Consecutive Days)	\$4,125.00	\$4,125.00
1	Web-Ex Training for CentralPoint (Class Size of 10 Participants)	\$1,000.00	\$1,000.00
1	EZRoster Software Training	\$1,575.00	\$1,575.00

X	Acceptance Testing	N/A	\$2,050.00
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Shipping & Other

X	Shipping and Handling	N/A	\$7,360.00
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X	1 Year Hardware and Software Warranty	N/A	Included
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Trade-In Allowance. Equipment Being Traded-In by Customer Includes: N/A **(\$53,700.00)**

- 70-Model 100 Scanner
- 70-Model 100 Ballot Box
- 1-Model 650 Scanner - Visible Green
- 56-AutoMARK

Total Purchase Price for Option B

\$880,449.00

Lease/Purchase Financing Options:		Annual Pmt
Annual Payment for a Three (3) Year Term		\$313,604.15
Annual Payment for a Four (4) Year Term		\$243,731.32
Annual Payment for a Five (5) Year Term		\$202,188.79

Lease/Purchase Financing Notes:

- ES&S is able to provide direct financing for the Total Purchase Price through its affiliate, Nationwide Capital.
- First Payment due at contract execution and annually thereafter.
- Payments do not include Annual Post-Warranty License and Maintenance and Support Fees which will be invoiced separately.

Optional (O), Replacement (R), and Consumable (C) Items: **(O), (R), or (C)** **Unit Price**

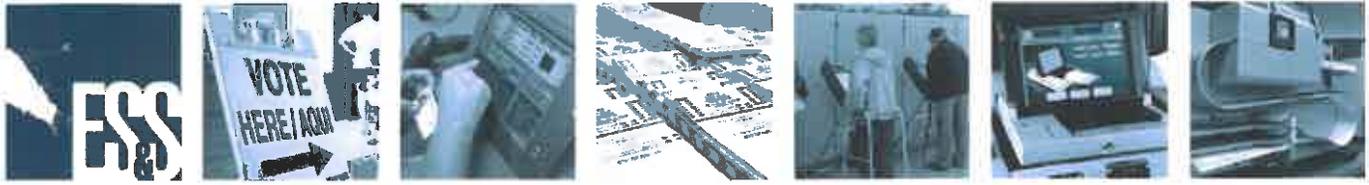
Tabulation System:

DS200:

Paper Roll	C	\$1.00
Ballot Marking Pens	C	\$0.89
DS200 Back-Up Battery (Installed by Trained ES&S Personnel Only)-Price if Performed During a Scheduled Preventative Maintenance Visit	C	\$130.00
Note: Average Battery Life of Five (5) Years		
DS200 Coin Cell Motherboard Battery (Installed by Trained ES&S Personnel Only)-Price if Performed During a Scheduled Preventative Maintenance Visit	C	\$10.00
Note: Average Battery Life of Five (5) Years		
Tote Bin for DS200 Plastic Ballot Box	O	\$225.00
DS200 4GB Thumb Drive (Additional)	O	\$105.00
DS200 Ballot Box Key	R	\$0.25
DS200 External Power Supply	O	\$80.95
DS200 Unit Key	R	\$4.25
DS200 AC Power Cord	R	\$4.00

DS850:

OkiData B430DN Toner	C	\$102.86
ML420 Printer Ribbon	C	\$14.38
1-Part Printer Paper	C	\$44.90
8 1/2" x 11" Standard Printer Paper (500 Sheets)	C	\$3.30

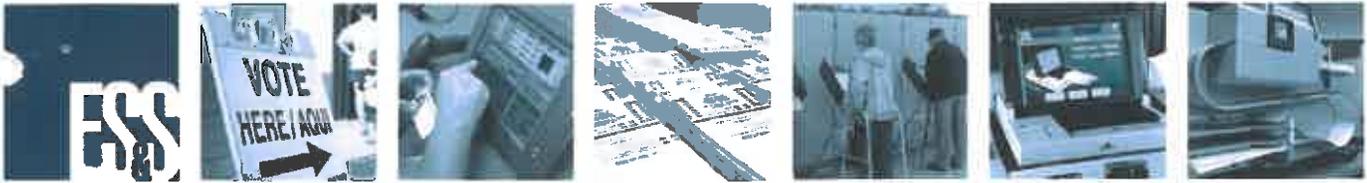


Cochise County, Arizona
Purchase, Lease/Purchase Proposal Quote - Option B
Submitted by Election Systems & Software

UPS Battery Backup	C	\$300.00
Note: Average Battery Life of Three (3) to Five (5) Years depending upon usage		
Motherboard Battery (Installed by Trained ES&S Personnel Only)-Price if Performed During a Scheduled Preventative Maintenance Visit	C	\$10.00
Note: Six (6) to Ten (10) year life		
DS850 8GB Thumb Drive (Additional)	O	\$152.34
ExpressVote:		
Therman Activation Cards (Sold in packages of 250)		
ExpressVote Thermal Activation Card-11 inch	C	\$22.50
ExpressVote Thermal Activation Card-14 inch	C	\$23.75
ExpressVote Thermal Activation Card-17 inch	C	\$26.25
ExpressVote Thermal Activation Card-19 inch	C	\$30.00
Headphone	C	\$5.00
Headphone Sanitary Ear Cover	C	\$0.18
ExpressVote 4GB Thumb Drive (Additional)	O	\$105.00
ExpressVote Back-Up Battery (Installed by Trained ES&S Personnel Only)-Price if Performed During a Scheduled Preventative Maintenance Visit	C	\$130.00
Note: Average Battery Life of Five (5) Years		
ExpressVote Coin Cell Battery (Installed by Trained ES&S Personnel Only)-Price if Performed During a Scheduled Preventative Maintenance Visit	C	\$10.00
Note: Average Battery Life of Five (5) Years		
General Supplies:		
Touch Screen Cleaning Kit	C	\$7.75
Wire Roto 8" Tooless Seal (Used if sealing the flashcard door)	C	\$0.49
ADA Stylus-Ball Gripper w/tip	R	\$5.30
Alcohol Isopropyl	C	\$3.65
Canned Air	C	\$4.75
Poll Book System:		
16GB Micro-SD Card w/SD Adapter (Additional)	O	\$12.00
16GB Thumb Drive (Additional)	O	\$10.00
Printer Battery Charging Station (1 unit)	O	\$95.00
Printer Battery Charging Station (4 unit)	O	\$190.00
Replacement Battery for Printer	C	\$55.30
Printer Paper Roll	C	\$3.45
Replacement Stylus	R	\$6.00
Replacement Tether	R	\$11.00
Mag-Stripe Reader	O	\$62.00
4-Port USB Hub (Required if using any peripheral item with the tablet)	O	\$18.00
8-Port Switch (Required if more than one poll book in a location and no router)	O	\$56.00
PLB Coil Tether Adapter w/Detach	R	\$4.80
Anti-Glare Screen Protector	O/C	\$10.65
Power Strip	R	\$31.25
Micro SD Card Security Seal	O/C	\$0.35
Tablet Protector Sleeve	O/R	\$2.85

Notes:

1. Unit Price does not include shipping and handling which will be billed separately.
2. 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 County may want to purchase that are not listed above. Should the County decide to order any product not listed in our above pricing, ES&S will invoice the County at the then current price.
3. Pricing is subject to change without notice.



Cochise County, Arizona
Purchase, Lease/Purchase Proposal Quote - Option B
 Submitted by Election Systems & Software

Initial Post-Warranty License and Maintenance and Support Fees

Description	Unit Price	Total Price
Annual Post-Warranty Hardware Maintenance and Support Fees:		
32 HMA DS200 - Silver Coverage (Maintenance Once Every 24-Months)	\$125.00	\$4,000.00
1 HMA DS850 - Gold Coverage (Annual Maintenance)	\$3,900.00	\$3,900.00
120 HMA ExpressVote - Silver Coverage (Maintenance Once Every 24-Months)	\$75.00	\$9,000.00
Annual Post-Warranty Firmware License and Maintenance and Support Fees:		
32 Firmware License - DS200	\$75.00	\$2,400.00
1 Firmware License - DS850	\$1,500.00	\$1,500.00
120 Firmware License - ExpressVote	\$60.00	\$7,200.00
41 ExpressPoll Software License and Maintenance and Support Fee	\$99.00	\$4,059.00
Annual Post-Warranty Software License and Maintenance and Support Fees:		
Electionware Software - PYO Standard (Base Package)	\$20,345.00	\$20,345.00
Synthesized Audio Capability - English Language	\$6,397.00	\$6,397.00
Synthesized Audio Capability - Each Additional Language	\$1,394.00	\$1,394.00
CentralPoint Software License Fee and Hosting Services	\$5,815.00	\$5,815.00
Total Initial Post-Warranty License and Maintenance and Support Fees		\$66,010.00

Poll Book Data Conversion Fees

Description	Unit Price
Set-Up/Configuration Fee	\$500.00
Includes Data Analysis, Delivery of Sample Data, and Delivery of Final Data	
Configuration File Customization	
- Screen Customization	
- Options Setting	
Testing/Validation	
- Validation of Final Record Counts	
- Baseline Validation of Application Workflows & Active Functions	
- Testing of Special Configuration or Customer Options	
Processing Fee Per Registered Voter	\$0.0125
Signature File Processing	\$0.0050
Voter Images Processing	\$0.0050
Pollbook Database Update (fee per update)	\$225.00
Post-Election Voter History Update (fee per update)	\$225.00
Custom Report Creation	Per Quote
Custom VR Voter History Import File Creation	\$300.00
Reconversion Fee	\$250.00
Pollbook Screen Revision	\$125.00
Poll Location Map Display	\$150.00
Custom Conversion per Hour	\$150.00

Footnotes:

1. This quote is an estimate and is subject to final review and approval by both ES&S and the Customer.
2. Rates valid for 60 days and thereafter may change.
3. Any applicable (City & State) sales taxes have not been included in pricing and are the responsibility of the customer.
4. The quantity of service days reflects a reasonable estimate for implementation and selected ongoing election services. Quantities may change depending on specific Customer needs.
5. Customer is responsible for packaging the trade-in equipment for shipment as well as coordination and cost associated with shipping such equipment to ES&S's designated location, unless otherwise agreed to by the parties.