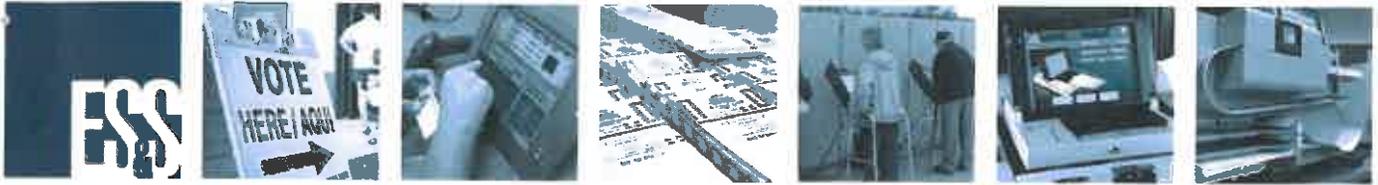


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Cochise County, Arizona
Lease Proposal Quote - Option B
Submitted by Election Systems & Software

Lease Solution Includes:

Quantity	Item Description	Unit Price	Total Price
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)	\$1,397.00	\$44,704.00
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)	\$28,312.00	\$28,312.00
1	DS850 Annual License Fee		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	\$861.00	\$103,320.00
41	ExpressLink Printer	\$156.00	\$6,396.00
32	DS200 Paper Guide	N/A	Included
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
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
Shipping & Other			
X	Shipping and Handling	N/A	\$6,540.00
X	1 Year Hardware and Software Warranty	N/A	Included
Trade-In Allowance. Equipment Being Traded-In by Customer Includes:		N/A	(\$26,850.00)
70-Model 100 Scanner			
70-Model 100 Ballot Box			
1-Model 650 Scanner - Visible Green			
56-AutoMARK			
Initial Lease Fees for Option B			\$263,090.00

Annual Lease Payments:	Payment Amount
Initial Lease Payment Due At Contract Execution	\$263,090.00
Lease Payment Due Annually Thereafter for the Five (5) Year Term	\$210,868.00
Total of the Five (5) Payments for the Five (5) Year Lease Term	\$1,106,562.00

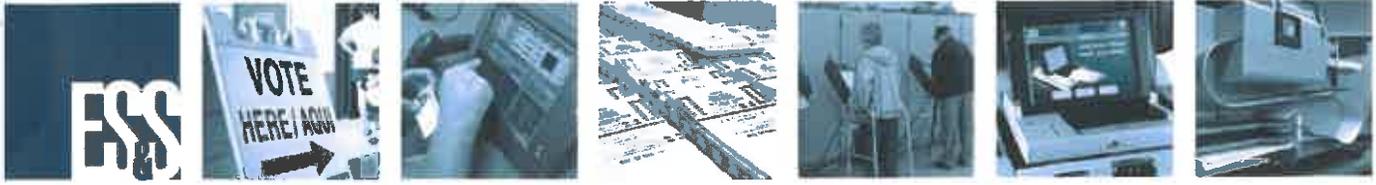


Cochise County, Arizona
Lease Proposal Quote - Option B
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Optional (O), Replacment (R), and Consumable (C) Items:	(O), (R), or (C)	Unit Price
Tabulation System:		
DS200:		
Paper Roll	C	\$1.00
Ballot Marking Pens	C	\$0.89
DS200 Back-Up Battery (Installed by Trained ES&S Personnel Only)-Price if Performed During a Scheduled Preventative Maintenance Visit Note: Average Battery Life of Five (5) Years	C	\$130.00
DS200 Coin Cell Motherboard Battery (Installed by Trained ES&S Personnel Only)-Price if Performed During a Scheduled Preventative Maintenance Visit Note: Average Battery Life of Five (5) Years	C	\$10.00
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
UPS Battery Backup Note: Average Battery Life of Three (3) to Five (5) Years depending upon usage	C	\$300.00
Motherboard Battery (Installed by Trained ES&S Personnel Only)-Price if Performed During a Scheduled Preventative Maintenance Visit Note: Six (6) to Ten (10) year life	C	\$10.00
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 Note: Average Battery Life of Five (5) Years	C	\$130.00
ExpressVote Coin Cell Battery (Installed by Trained ES&S Personnel Only)-Price if Performed During a Scheduled Preventative Maintenance Visit Note: Average Battery Life of Five (5) Years	C	\$10.00
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

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
Lease Proposal Quote - Option B
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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.