

**Instructions for the Use of Each Worksheet Tab**

<b>Volumes of NYC Tab</b>	
1	<b>General Description</b> - Use this tab to judge the capacity and performance requirements of NYC and to right-size your proposed services and commodities in proportion to those requirements
<b>Cost Response Tab</b>	
1	<b>General Description</b> - This Tab is the primary Cost Response. Note that it is divided into two main sections: One-time Costs and On-going Costs. One-time Costs shall include all costs for the 2007 Primary. On-going Costs shall include any additional costs required for the 2007 General Election and all subsequent elections over the next 5 years (on a per election basis). Within each of these main Cost Categories, there are Services and Commodities Costs. These are further divided into sub-categories.
2	<b>Entries</b> - Entry is to be made in blue/green highlighted cells only. New rows may be inserted to add items of service or commodities that do not already exist in the worksheet. Do not alter the Grey highlighted cells.
3	<b>Service Category</b> - Specify the job functions proposed for each "Service Category" listed. For example, replace "Job Function #1" with "Managers", "Job Function #2" with "Technician" and so forth as appropriate.
4	<b># of Employees</b> - Enter the total number of employees that the Bidder proposes to utilize for each job function listed over the entire course of the project.
5	<b>Hourly Rate</b> - Enter the hourly rates for all of the employees within a job function.
6	<b># of Hours Per Employee</b> - Enter the total number of hours per Bidder's employee within a job function will work over the course of the project.
7	In order to add more Job Functions within a service category, insert as many additional rows as necessary. Place the cursor on the row titled " <i>Insert rows for each additional job function</i> " and select "Edit", "Insert", "Rows" from the menu bar.
8	Using the grouping function to the left of the spreadsheet ("+" or "-" buttons) the view of the worksheet can be updated to show all cost details or only cost summaries.
9	Enter the formal name of the Bidder's company on the line provided at the bottom of the worksheet.
10	The Bidders' authorized representatives must print and sign their names on the line provided at the bottom of the worksheet.
11	The Bidders' authorized representatives must sign their names on the line provided at the bottom of the worksheet.
12	The Bidders' authorized representatives must record the date that they signed the worksheet on the line provided at the bottom of the worksheet.
<b>Cost by Deliverable Tab</b>	
1	<b>Deliverable</b> - List and describe each deliverable on a separate line.
2	<b>Estimated Date of Delivery</b> - Provide the date that the Contractor expects to submit the deliverable.
3	<b>Payment Amount</b> - Enter the amount that the Contractor will bill the state.
<b>Warranty Tab</b>	
1	<b>General Description</b> - Fill in the requested information about the warranty of each component of your proposed voting system. Add additional columns if required.
<b>Maintenance Tab</b>	

1	<b>General Description</b> - Fill in the requested information about the maintenance of each component of your proposed voting system. Add additional columns if required.
<b>Subcontractors Tab</b>	
1	<b>Name of Subcontractor</b> - Enter the names of the subcontractors that the Bidder's proposes to use for the Voting System project.
2	<b>Address</b> - Enter the subcontractors' addresses.
3	<b>Federal ID Number</b> - Enter the subcontractors' Federal Tax Identification Numbers.
4	<b>Dollar Value Expected to Be Paid to Subcontractor</b> - Enter the total estimated amount of compensation that the Contractor will pay to each subcontractor.
5	<b>Type of Service or Commodity to Be Provided by Subcontractor</b> - Describe the service or commodity that the subcontractors will provide for the Voting System project.
6	<b>Describe Any Affiliation or Connection Between Your Organization and the Subcontractor</b> - Explain any type of relationship that the Bidder's organization has or had with the subcontractor's organization. Include affiliations or connections with key executives, managers or employees.
7	Enter the formal name of the Bidder's company on the line provided at the bottom of the worksheet.
8	The Bidders' authorized representatives must print and sign their names on the line provided at the bottom of the worksheet.
9	The Bidders' authorized representatives must sign their names on the line provided at the bottom of the worksheet.
10	The Bidders' authorized representatives must record the date they signed the worksheet on the line provided at the bottom of the worksheet.

<b>Volumetric Data Description</b>	<b>New York City Current Typical</b>	<b>New York City High-end</b>
Number of Registered Voters	3,900,000	4,300,000
Number of Board Staff	325	
Number of Voting Machine Technicians	75	
Number of Active Pollsites	1,300	
Number of Voting Machine Facilities	5	
Number of Election Districts	6,111	6,300
Number of Pollworkers Needed for Election	30,000	35,000
Number of Potential Pollworkers Scheduled for Training	67,000	
Number of Pollworkers that Attend Training	30,000	
Current Number of Training Classes per Election	1,500	
Current Length of Each Training Season (in weeks)	6	
Current Length of Training Class (in hours)	3	
Current Number of Training Locations	61	
Class Size (Current Number of Pollworker Per Class - increases as election approaches)	62	150
Ballot Styles (not including rotation or language versions)	934	6,111
Number of Parties (in Primary, parties go across columns)	12	
Number of Candidates Filed	17,000	25,000
Number of Offices	40	59
Number of Contests	2,000	6,111
Number of Proposals per Election	6	
Number of Currently Required Languages in Text	4	
Number of Currently Required Languages in Audio	5	
Voter Turn-out	30%	50%

Ballot Kinds - Machine, Standby (Emergency, Avidavit), Absentee Military /Special, Federal, and Presidential Ballots

New York City BOE Voting System - Cost Response

Bidder: Election Systems & Software

Cost Category			New York City	
One-Time Costs				
One-time Services (Primary 2007)	# of Employees	Hourly Rate	NYC # of Hours Per Employee	NYC Service Total
<b>System Modification Support (Pricing Footnote 1)</b>				
<b>Voting System Modification Support</b>				
Engineers (Hardware Updates)	4	\$250.00	440	\$440,000.00
Developers / QA (Software Modifications and Quality Assurance)	4	\$250.00	200	\$200,000.00
<b>Total Voting System Modification Support</b>				<b>\$640,000.00</b>
<b>Voting System Modification Testing &amp; Re-certification Support</b>				
Certification Team	4	\$250.00	80	\$80,000.00
Recertification Fees (Per Product/Event)	1	\$280,000.00	1	\$280,000.00
<b>Total Voting System Testing &amp; Re-certification Support</b>				<b>\$360,000.00</b>
<b>System Data Interface Support (Pricing Footnote 2)</b>				
<b>Voting System Interface Support</b>				
-Job Function #1 (Specify, e.g., Managers for Primary)	0	\$250.00	0	\$0.00
<b>Total Voting System Interface Support</b>				<b>\$0.00</b>
<b>Voting System Data Transfer Support</b>				
-Job Function #1 (Specify)	0	\$250.00	0	\$0.00
<b>Total Voting System Data Transfer Support</b>				<b>\$0.00</b>
<b>Pre-election Support</b>				
<b>Pre-election Pollsite System Support</b>				
Project Managers - Technical Support (1.6.1.9a) - Staff Assistance For Roll Out (1.6.1.9b) - Voting Machine Facility Feasibility Assessment (1.6.1.9c)	5	\$187.50	408	\$382,500.00
<b>Total Pre-election Pollsite System Support</b>				<b>\$382,500.00</b>
<b>Pre-election Central Support</b>				
Project Managers - Technical Support (1.6.1.9a)	2	\$187.50	80	\$30,000.00
<b>Total Pre-election Central System Support</b>				<b>\$30,000.00</b>
<b>Election Day Support</b>				
<b>Election Day Pollsite Support</b>				
Project Managers - Verify Procedures and Provide Technical Support (1.6.1.11a and 1.6.1.11b)	5	\$187.50	18	\$16,875.00
Site Support Personnel - Provide Election Day Support (1.6.1.11c)	158	\$187.50	20	\$592,500.00
<b>Total Election Day Pollsite Support</b>				<b>\$609,375.00</b>
<b>Election Day Central Support</b>				
Project Managers - Verify Procedures and Provide Technical Support (1.6.1.11a and 1.6.1.11b)	4	\$187.50	18	\$13,500.00
<b>Total Election Day Central Support</b>				<b>\$13,500.00</b>
<b>Post-election Day Support</b>				
<b>Post-election Day Pollsite Support</b>				
Included under Post-election Day Central Support	0	\$187.50	0	\$0.00
<b>Total Post-election Day Pollsite Support</b>				<b>\$0.00</b>
<b>Post-election Day Central Support</b>				
Project Managers - Post Election Technical and Tabulation Assistance (1.6.1.12)	5	\$187.50	70	\$65,625.00
Software Support - (1.6.1.12)	2	\$187.50	70	\$26,250.00
<b>Total Post-election Day Central Support</b>				<b>\$91,875.00</b>
<b>Remainder of the Year Support</b>				
<b>Remainder of the Year Pollsite Support</b>				
Included under Remainder of Year Central Support	0	\$187.50	0	\$0.00

New York City BOE Voting System - Cost Response

Bidder: Election Systems & Software

Cost Category				New York City
Total Remainder of the Year Pollsite System Support				\$0.00
Remainder of the Year Central Support				
Project Managers - Day-to-Day Central Technical Support (1.6.1.13)	7	\$187.50	520	\$682,500.00
Total Remainder of the Year Central System Support				\$682,500.00
<b>Training</b>				
Training for EMS Support Staff				
Certified ES&S Trainer(s) (1.6.1.8a)	1	\$187.50	32	\$6,000.00
Total Training for EMS Support Staff				\$6,000.00
Training for EMS End-users				
Certified ES&S Trainer(s) (1.6.1.8a)	1	\$187.50	32	\$6,000.00
Total Training for EMS End-users				\$6,000.00
Training for Voting Equipment Staff				
Certified ES&S Trainer(s) (1.6.1.8a)	1	\$187.50	64	\$12,000.00
Total Training for Voting Equipment Staff				\$12,000.00
Training Board Staff & Managers on Voting Equipment				
Certified ES&S Trainer(s) (1.6.1.8a)	4	\$187.50	64	\$48,000.00
Total Training for Board Staff & Managers on Voting Equipment				\$48,000.00
Training for Pollworker Trainers				
Certified ES&S Trainer(s) (1.6.1.8a)	2	\$187.50	240	\$90,000.00
Assistant Trainer(s) (1.6.1.8a)	2	\$187.50	240	\$90,000.00
Total Training for Pollworker Trainers				\$180,000.00
Training for Adjunct Trainers				
-Job Function #1 (Specify)	0	\$0.00	0	\$0.00
-Job Function #2 (Specify)	0	\$0.00	0	\$0.00
-Job Function #3 (Specify)	0	\$0.00	0	\$0.00
-Insert rows for each additional job function	0	\$0.00	0	\$0.00
Total Training for Adjunct Trainers				\$0.00
Training for Pollworkers				
Certified ES&S Trainer(s) (1.6.1.8b)	25	\$187.50	240	\$1,125,000.00
Assistant Trainer(s) (1.6.1.8b)	25	\$187.50	240	\$1,125,000.00
Total Training for Pollworkers				\$2,250,000.00
Other Service A (Specify):				
Project Managers, performing the following tasks:	7	\$187.50	925	\$1,214,062.50
Acceptance Testing (1.6.1.1a)				
Develop Storage Specifications (1.6.1.1b)				
Assist in Procedures Development (1.6.1.3)				
Pollsite Visits (1.6.1.5)				
Assist in Unit and Integration Testing (1.6.1.6)				
Assist in Logic and Accuracy Testing (1.6.1.6)				
Assist in Ballot Proofing (1.6.1.6)				
Develop Audio Ballot Program (1.6.1.10)				
Project Manager - BOE in NYC Related Project Tasks (1.6.2)				
Software Technician	1	\$187.50	80	\$15,000.00
Hardware Technician	1	\$187.50	80	\$15,000.00
Total Other Service A (specify)				\$1,244,062.50
Other Service B (Specify):				
-Job Function #1 (Specify)		\$0.00	0	\$0.00
Total Other Service B (specify)				\$0.00
<b>Total One-time Services</b>				<b>\$6,555,812.50</b>

New York City BOE Voting System - Cost Response

Bidder: Election Systems & Software

Cost Category				New York City
One-time Commodities	Unit Cost	Shipping & Handling (@ 5%)	NYC # of Units	NYC Commodity Total
		5%		
<b>Pollsite Commodities</b>				
<b>Pollsite Software</b>				
Application Software (Firmware - included in hardware price)		5%	3,500	\$0.00
Operating System and Utilities		5%	0	\$0.00
DBMS		5%	0	\$0.00
Third-party Software (specify)		5%	0	\$0.00
Other Software (specify)		5%	0	\$0.00
<b>Total Pollsite Software</b>				<b>\$0.00</b>
<b>Pollsite Hardware</b>				
Model 100 Precinct-Based Paper Ballot Counter/Tabulator (Pollsite Voting System) Includes: Model 100 Precinct Scanner Hard Cover Transport/Storage Case Double Bin Steel Ballot Box PCMCIA Card Start-Up Kit Five (5) Year Hardware and Firmware Warranty Delivery Packaging Removal	\$ 6,930.00	5%	1,750	\$12,733,875.00
ES&S AutoMARK Voter Assist Terminal with Case (Pollsite Ballot Marking Device) Includes: Sip and Puff or Equal Device Voter Assist Terminal with Transport Case Ink Cartridge 256mb Flashcard Headset Two Ballot Secrecy Sleeves Battery Charger (one for every ten units ordered) Five (5) Year Hardware and Firmware Warranty Delivery Packaging Removal	\$ 6,775.00	5%	1,750	\$12,449,062.50
Telephones		5%	0	\$0.00
Fax Machines		5%	0	\$0.00
Laptops/Computers		5%	0	\$0.00
Printers		5%	0	\$0.00
Uninterruptible Power Supplies		5%	0	\$0.00
Extended Life Battery (16 hours)		5%	0	\$0.00
Hardware Needed for Modifications (if any)		5%	0	\$0.00
Power Strip and 25' Extension Cord	\$ 26.25	5%	1,605	\$44,237.81
Other Hardware (specify)		5%	0	\$0.00
<b>Total Pollsite Hardware</b>				<b>\$25,227,175.31</b>
<b>Pollsite Accessories</b>				
Head Phone (Included with ES&S AutoMARK)	\$ 16.00	5%	0	\$0.00
Accessibility Devices - Sip & Puff (Included with ES&S AutoMARK)	\$ 395.00	5%	0	\$0.00
Accessibility Devices - Paddles	\$ 157.50	5%	0	\$0.00
Tables	\$ 341.25	5%	0	\$0.00

New York City BOE Voting System - Cost Response

Bidder: Election Systems & Software

Cost Category				New York City
Model VI Voting Booth without Lamp	\$ 220.50	5%	11,600	\$2,685,690.00
Model VI Voting Booth without Lamp for Voters with Disabilities	\$ 246.75	5%	1,400	\$362,722.50
256mb Flashcard	\$ 80.65	5%	200	\$16,936.50
Model 100 PCMCIA Card	\$ 96.75	5%	200	\$20,317.50
14" Secrecy Ballot Sleeves, Plastic	\$ 8.80	5%	13,000	\$120,120.00
<b>Total Pollsite Accessories</b>				<b>\$3,205,786.50</b>
<b>Pollsite Consumables</b>				
Paper Ballots	\$ 0.60	5%	4,300,000	\$2,709,000.00
Paper		5%	0	\$0.00
Privacy Sleeves (Included under Pollsite Accessories)	\$ 8.80	5%	0	\$0.00
Sip & Puff straw and filter (included with ES&S AutoMARK)	\$ 26.25	5%	0	\$0.00
Smart Cards		5%	0	\$0.00
Hygienic Ear Piece Cover	\$ 0.17	5%	7,000	\$1,249.50
ES&S AutoMARK "Table Rock" Visible-Light Ink Cartridge	\$ 33.00	5%	1,800	\$62,370.00
Privacy Screens		5%	0	\$0.00
M100 Thermal Paper Roll	\$ 3.85	5%	1,800	\$7,276.50
VL Ballot Pen	\$ 1.60	5%	26,000	\$43,680.00
<b>Total Pollsite Consumables</b>				<b>\$2,823,576.00</b>
<b>Total Pollsite Commodities</b>				<b>\$31,256,538</b>
<b>Central Site Commodities</b>				
<b>Central Site Software</b>				
Unity Software Suite Includes: Unity Election Data Manager (EDM) Unity Hardware Programming Manager (HPM) Unity Election Reporting Manager (ERM) Unity Ballot Image Manager (BIM) ES&S AutoMARK Information Management Software (AIMS)	\$ 107,500.00	5%	1	\$112,875.00
Operating System and Utilities		5%	0	\$0.00
DBMS		5%	0	\$0.00
Third-party Software (specify)		5%	0	\$0.00
Other Software (specify)		5%	0	\$0.00
<b>Total Central Software</b>				<b>\$112,875.00</b>
<b>Central Site Hardware</b>				
Server: Dell PowerEdge 2900 with 5-Year Warranty	\$ 13,065.00	5%	1	\$13,718.25
Cables		5%	0	\$0.00
Printers		5%	0	\$0.00
Laptops/Computers		5%	0	\$0.00
Omni Drive	\$ 630.00	5%	5	\$3,307.50
Flashcard Reader/Writer	\$ 31.50	5%	5	\$165.38
Uninterruptible Power Supplies		5%	0	\$0.00
Server Backup Device		5%	0	\$0.00
Gang Flash Burner	\$ 10,500.00	5%	5	\$55,125.00
<b>Total Central Hardware</b>				<b>\$72,316.13</b>
<b>Central Site Accessories</b>				
Head Phone		5%	0	\$0.00
Sip & Puff Devices		5%	0	\$0.00
Rocker Paddle Devices		5%	0	\$0.00
Tables		5%	0	\$0.00
<b>Total Central Site Accessories</b>				<b>\$0.00</b>
<b>Central Site Consumables</b>				
Paper Ballots (Test ballots for L&A Testing)	\$ 0.60	5%	500,000	\$315,000.00
Paper		5%	0	\$0.00

New York City BOE Voting System - Cost Response

Bidder: Election Systems & Software

Cost Category			New York City	
Head Phone Covers		5%	0	\$0.00
Ink and Toner (standard or proprietary)		5%	0	\$0.00
Other Consumables (specify)		5%	0	\$0.00
<b>Total Central Site Consumables</b>				<b>\$315,000.00</b>
<b>Total Central Site Commodities</b>				<b>\$500,191</b>
<b>Total One-time Commodities Discount</b>	<b>\$ (1,750,000.00)</b>		<b>1</b>	<b>(\$1,750,000.00)</b>
<b>Total One-time Commodities</b>				<b>\$30,006,728.94</b>
<b>Total One-time Costs</b>				<b>\$36,562,541.44</b>

New York City BOE Voting System - Cost Response

Bidder: Election Systems & Software

Cost Category				New York City
On-going Costs (Pricing Footnote 5)				New York City
On-going Services Per Election	# of Employees	Hourly Rate		New York City # of Hours per Employee
<b>Pre-election Support Per Election</b>				
<b>Pre-election Pollsite System Support</b>				
Project Managers - Technical Support for Pre-Election Voting System Set Up (1.6.1.9a)	5	\$187.50	120	\$112,500.00
Project Managers - Provide Staff Assistance For Set-Up of Voting Systems to Pollsites (1.6.1.9b)	5	\$187.50	120	\$112,500.00
<b>Total Pre-election Pollsite System Support</b>				<b>\$225,000.00</b>
<b>Pre-election Central Support</b>				
Project Managers - Technical Support for Pre-Election Voting System Set Up (1.6.1.9a)	2	\$187.50	80	\$30,000.00
<b>Total Pre-election Central System Support</b>				<b>\$30,000.00</b>
<b>Election Day Support Per Election</b>				
<b>Election Day Pollsite Support</b>				
Project Managers - (1.6.1.11b)	5	\$187.50	18	\$16,875.00
Site Support Personnel - Provide Election Day Support – Provide one vendor support person for about every 40 Election Districts. (1.6.1.11c)	158	\$187.50	20	\$592,500.00
<b>Total Election Day Pollsite Support</b>				<b>\$609,375.00</b>
<b>Election Day Central Support</b>				
Project Managers - (1.6.1.11b)	2	\$187.50	18	\$6,750.00
<b>Total Election Day Central Support</b>				<b>\$6,750.00</b>
<b>Post-election Day Support Per Election</b>				
<b>Post-election Day Pollsite Support</b>				
Included under Post-election Day Central Support	0	\$187.50	0	\$0.00
<b>Total Post-election Day Pollsite Support</b>				<b>\$0.00</b>
<b>Post-election Day Central Support</b>				
Project Managers - (1.6.1.12b 1.6.1.12c)	5	\$187.50	70	\$65,625.00
Software Support - (1.6.1.12b 1.6.1.12c)	2	\$187.50	70	\$26,250.00
<b>Total Post-election Day Central Support</b>				<b>\$91,875.00</b>
<b>Remainder of the Year Support</b>				
<b>Remainder of the Year Pollsite Support</b>				
Included under Remainder of Year Central Support	0	\$187.50	0	\$0.00
<b>Total Remainder of the Year Pollsite System Support</b>				<b>\$0.00</b>
<b>Remainder of the Year Central Support</b>				
Project Managers - Day-to-Day Central Technical Support (1.6.1.13) (this is an annual cost rather than per election)	2	\$187.50	320	\$120,000.00
<b>Total Remainder of the Year Central System Support</b>				<b>\$120,000.00</b>
<b>Training Services</b>				
<b>Training for EMS Support Staff</b>				
Certified ES&S Trainer(s) (1.6.1.8a) (this is an annual cost rather than per election)	1	\$187.50	24	\$4,500.00
<b>Total Training for EMS Support Staff</b>				<b>\$4,500.00</b>
<b>Training for EMS End-users</b>				
Certified ES&S Trainer(s) (1.6.1.8a) (this is an annual cost rather than per election)	1	\$187.50	24	\$4,500.00
<b>Total Training for EMS End-users</b>				<b>\$4,500.00</b>
<b>Training for Voting Equipment Staff</b>				

New York City BOE Voting System - Cost Response

Bidder: Election Systems & Software

Cost Category				New York City
Certified ES&S Trainer(s) (1.6.1.8a) (this is an annual cost rather than per election)	2	\$187.50	32	\$12,000.00
<b>Total Training for Voting Equipment Staff</b>				<b>\$12,000.00</b>
<b>Training Board Staff &amp; Managers on Voting Equipment</b>				
Certified ES&S Trainer(s) (1.6.1.8a) (this is an annual cost rather than per election)	4	\$187.50	64	\$48,000.00
<b>Total Training for Staff &amp; Managers on Voting Equipment</b>				<b>\$48,000.00</b>
<b>Training for Pollworker Trainers</b>				
Certified ES&S Trainer(s) (1.6.1.8a) (this is an annual cost rather than per election)	2	\$187.50	120	\$45,000.00
Assistant Trainer(s) (1.6.1.8a)	0	\$187.50	0	\$0.00
<b>Total Training for Pollworker Trainers</b>				<b>\$45,000.00</b>
<b>Training for Adjunct Trainers</b>				
-Job Function #1 (Specify)	0	\$0.00	0	\$0.00
-Job Function #2 (Specify)	0	\$0.00	0	\$0.00
-Job Function #3 (Specify)	0	\$0.00	0	\$0.00
<b>Total Training for Adjunct Trainers</b>				<b>\$0.00</b>
<b>Training for Pollworkers</b>				
Certified ES&S Trainer(s) (1.6.1.8b) (this may be an annual cost rather than per election)	25	\$187.50	240	\$1,125,000.00
Assistant Trainer(s) (1.6.1.8b) (this may be an annual cost rather than per election)	25	\$187.50	240	\$1,125,000.00
<b>Total Training for Pollworkers</b>				<b>\$2,250,000.00</b>
<b>Total Training Services</b>				
<b>Other Services</b>				
<b>Other Other Services (Specify):</b>				
Project Managers - Logic and Accuracy Testing (1.6.1.6)	5	\$187.50	32	\$30,000.00
Project Managers - Ballot Proofing (1.6.1.6)	5	\$187.50	32	\$30,000.00
Software Technician	1	\$187.50	80	\$15,000.00
Hardware Technician	1	\$187.50	80	\$15,000.00
<b>Total Other Service A (specify)</b>				<b>\$90,000.00</b>
<b>Other Service B (Specify):</b>				
-Job Function #1 (Specify)	0	\$0.00	0	\$0.00
<b>Total Other Service B (specify)</b>				<b>\$0.00</b>
<b>Total Other Services</b>				
<b>Total On-going Services Per Election</b>				<b>\$3,537,000.00</b>
<b>On-going Commodities Costs (Pricing Footnote 5)</b>	<b>Unit Cost</b>		<b>New York City # of Units</b>	<b>New York City Commodity Total</b>
<b>Pollsite Commodities Maintenance &amp; Estimates (Pricing Footnote 6)</b>				
<b>Pollsite Software Annual Maintenance</b>				
Application Software Annual Maintenance - included in 5 yr warranty		5%	3,500	\$0.00
Operating System and Utilities Annual Maintenance		5%	0	\$0.00
DBMS Annual Maintenance		5%	0	\$0.00
Third-party Software Annual Maintenance (specify)		5%	0	\$0.00
Other Software Annual Maintenance (specify)		5%	0	\$0.00
<b>Total Pollsite Software Annual Maintenance</b>				<b>\$0.00</b>
<b>Pollsite Hardware</b>				
Pollsite Voting Systems Annual Maintenance (included in 5 yr warranty)		5%	1,750	\$0.00
Pollsite Ballot Marking Devices Annual Maintenance (included in 5 year warranty)		5%	1,750	\$0.00

New York City BOE Voting System - Cost Response

Bidder: Election Systems & Software

Cost Category				New York City
Telephones Annual Maintenance		5%	0	\$0.00
Fax Machines Annual Maintenance		5%	0	\$0.00
Laptops/Computers Annual Maintenance		5%	0	\$0.00
Printers Annual Maintenance		5%	0	\$0.00
Uninterruptible Power Supplies Annual Maintenance		5%	0	\$0.00
Cables		5%	0	\$0.00
Other Hardware (specify)		5%	0	\$0.00
<b>Total Pollsite Hardware Annual Maintenance</b>				<b>\$0.00</b>
<b>Pollsite Accessories New Per Election Estimate</b>				
Head Phone New Per Election Estimate	\$ 15.75	5%	130	\$2,149.88
256mb Flashcard	\$ 80.65	5%	130	\$11,008.73
Model 100 PCMCIA Card	\$ 96.75	5%	130	\$13,206.38
14" Secrecy Ballot Sleeves, Plastic	\$ 8.80	5%	130	\$1,201.20
Sip & Puff Devices New Per Election Estimate	\$ 395.00	5%	50	\$20,737.50
Paddles Devices New Per Election Estimate		5%	0	\$0.00
Other Accessibility Device New Per Election Estimate (specify)		5%	0	\$0.00
Tables New Per Election Estimate		5%	0	\$0.00
Other Accessories New Per Election Estimate (specify)		5%	0	\$0.00
<b>Total Pollsite Accessories New Per Election Estimate</b>				<b>\$48,303.68</b>
<b>Pollsite Consumables Per Election Estimate</b>				
Smart Cards		5%	0	\$0.00
Paper Ballots Per Election Estimate	\$ 0.60	5%	4,300,000	\$2,709,000.00
Paper Per Election Estimate		5%	0	\$0.00
Privacy Sleeves Per Election Estimate		5%	0	\$0.00
Sip & Puff straw and filter Per Election Estimate	\$ 26.25	5%	1,300	\$35,831.25
Smart Cards Per Election Estimate		5%	0	\$0.00
Hygienic Ear Piece Cover	\$ 0.17	5%	7,000	\$1,249.50
ES&S AutoMARK "Table Rock" Visible-Light Ink Cartridge	\$ 33.00	5%	1,800	\$62,370.00
Privacy Screens Per Election Estimate		5%	0	\$0.00
M100 Thermal Paper Roll	\$ 3.85	5%	1,800	\$7,276.50
VL Ballot Pen	\$ 1.60	5%	13,000	\$21,840.00
<b>Total Pollsite Consumables Per Election Estimate</b>				<b>\$2,837,567.25</b>
<b>Total Pollsite Commodities Maintenance &amp; Estimates</b>				<b>\$2,885,871</b>
<b>Central Site Commodities Maintenance &amp; Estimates</b>				
<b>Central Site Software</b>				
UNITY Software Maintenance and Support (Annual Fee)	\$ 21,500.00	5%	1	\$22,575.00
Operating System and Utilities Annual Maintenance		5%	0	\$0.00
DBMS Annual Maintenance		5%	0	\$0.00
Third-party Software Annual Maintenance (specify)		5%	0	\$0.00
Other Software Annual Maintenance (specify)		5%	0	\$0.00
<b>Total Central Software Annual Maintenance</b>				<b>\$22,575.00</b>
<b>Central Site Hardware</b>				
Servers Annual Maintenance	Included in 5-Year Warranty	5%	1	\$0.00
Cables		5%	0	\$0.00
Printers Annual Maintenance		5%	0	\$0.00
Laptops/Computers Annual Maintenance		5%	0	\$0.00
Smart Card Read/Writers Annual Maintenance		5%	0	\$0.00
PMD Read/Writers Annual Maintenance		5%	0	\$0.00
Uninterruptible Power Supplies Annual Maintenance		5%	0	\$0.00
Server Backup Device Annual Maintenance		5%	0	\$0.00
Other Hardware Annual Maintenance (specify)		5%	0	\$0.00
<b>Total Central Hardware Annual Maintenance</b>				<b>\$0.00</b>

New York City BOE Voting System - Cost Response

Bidder: Election Systems & Software

Cost Category			New York City	
<b>Central Site Accessories</b>				
Head Phone New Per Election Estimate		5%	0	\$0.00
Sip & Puff Devices New Per Election Estimate		5%	0	\$0.00
Rocker Paddle Devices New Per Election Estimate		5%	0	\$0.00
Tables New Per Election Estimate		5%	0	\$0.00
Other Accessories New Per Election Estimate (specify)		5%	0	\$0.00
<b>Total Central Site Accessories New Per Election Estimate</b>				<b>\$0.00</b>
<b>Central Site Consumables</b>				
Paper Ballots Per Election Estimate	\$ 0.60	5%	500,000	\$315,000.00
Paper New Per Election Estimate		5%	0	\$0.00
Head Phone Covers Per Election Estimate		5%	0	\$0.00
Ink and Toner Per Election Estimate		5%	0	\$0.00
Other Consumables Per Election Estimate (specify)		5%	0	\$0.00
<b>Total Central Site Consumables Per Election Estimate</b>				<b>\$315,000.00</b>
<b>Total Central Site Commodities Maintenance &amp; Estimates</b>				<b>\$337,575</b>
<b>Total On-going Commodities Costs</b>				<b>\$3,223,445.93</b>
<b>Total On-going Costs</b>				<b>\$6,760,445.93</b>
<b>Total Proposed Costs</b>				<b>\$43,322,987.36</b>

<b>Bidder Company Name:</b>	Election Systems & Software
<b>Bidder Authorized Representative Name:</b>	Thomas F. O'Brien
<b>Bidder Authorized Representative Signature:</b>	
<b>Date:</b>	



Bidder: Election Systems & Software

Proposed Warranty Services	Response for EMS Software	Response for Systems Software	Response for Pollsite Voting System Software	Response for Other Application Software (Specify)	Response for Hardware
Length of the warranty (months)	12 Months After Acceptance	N/A	60 Months After Acceptance	N/A	60 Months After Acceptance
Does warranty begin from installation or acceptance?	Per RFI Requirements	N/A	Per RFI Requirements	N/A	Per RFI Requirements
What are the hours of warranty coverage (e.g., Mon-Fri 7:30 a.m. to 5:30 p.m. Eastern Time)?	Mon-Fri 8:00 a.m. to 5:00 p.m. Eastern Time	N/A	Mon-Fri 8:00 a.m. to 5:00 p.m. Eastern Time	N/A	Mon-Fri 8:00 a.m. to 5:00 p.m. Eastern Time
<b>Warranty Services:</b>					
<ul style="list-style-type: none"> <li>On-site warranty team. Identify the roles and personnel.</li> </ul>	On-site warranty team will consist of the Project Manager(s) and a software support technical resource as required. These resources will be supplemented on an as-needed basis based on the facts and circumstances.	N/A	On-site warranty team will consist of the Project Manager(s) and a software support technical resource as required. These resources will be supplemented on an as-needed basis based on the facts and circumstances.	N/A	On-site warranty team will consist of the Project Manager(s) and a hardware support technical resource as required. These resources will be supplemented on an as-needed basis based on the facts and circumstances.
<ul style="list-style-type: none"> <li>Telephone Support (Y/N)</li> </ul>	Y	N/A	Y	N/A	Y
<ul style="list-style-type: none"> <li>Normal hours of telephone warranty operations (EST)</li> </ul>	Mon-Fri 8:00 a.m. to 5:00 p.m. Eastern Time	N/A	Mon-Fri 8:00 a.m. to 5:00 p.m. Eastern Time	N/A	Mon-Fri 8:00 a.m. to 5:00 p.m. Eastern Time
<ul style="list-style-type: none"> <li>Extended hours of telephone warranty operations (EST)</li> </ul>	Mon-Fri 8:00 a.m. to 8:00 p.m. Eastern Time	N/A	Mon-Fri 8:00 a.m. to 8:00 p.m. Eastern Time	N/A	Mon-Fri 8:00 a.m. to 8:00 p.m. Eastern Time
<ul style="list-style-type: none"> <li>Toll Free "800" number (Y/N)</li> </ul>	Y	N/A	Y	N/A	Y
<ul style="list-style-type: none"> <li>Remote Internet software diagnostics (Y/N)</li> </ul>	Y	N/A	N	N/A	N
<ul style="list-style-type: none"> <li>Remote Internet software update (Y/N)</li> </ul>	Y	N/A	N	N/A	N
<ul style="list-style-type: none"> <li>Updates and enhancements included (Y/N)</li> </ul>	Yes, subject to our responses to Section 5.1.1	N/A	Yes, subject to our responses to Section 5.1.1	N/A	Yes, subject to our responses to Section 5.1.1
<ul style="list-style-type: none"> <li>How often are enhancements provided?</li> </ul>	Delivered via CD	N/A	Delivered via flashcard or PCMCIA card	N/A	Any such enhancements are normally installed in conjunction with a preventative maintenance event.
Service/support response time (hours)					
<ul style="list-style-type: none"> <li>Via telephone/modem</li> </ul>					
<ul style="list-style-type: none"> <li>-Average</li> </ul>	30 minutes *	N/A	30 minutes *	N/A	1 hour *
<ul style="list-style-type: none"> <li>-Guaranteed</li> </ul>	none	N/A	none	N/A	none

**Bidder: Election Systems & Software**

<b>Proposed Warranty Services</b>	<b>Response for EMS Software</b>	<b>Response for Systems Software</b>	<b>Response for Pollsite Voting System Software</b>	<b>Response for Other Application Software (Specify)</b>	<b>Response for Hardware</b>
<ul style="list-style-type: none"> <li>On-site</li> </ul>	A software technical resource will be on-site in the days leading up to the September election, election day itself, and a period of time following the election. During other periods, a software technical resource can arrive on-site usually within 72 hours of receipt of such request.	N/A	A software technical resource will be on-site in the days leading up to the September election, election day itself, and a period of time following the election. During other periods, a software technical resource can arrive on-site usually within 72 hours of receipt of such request.	N/A	A hardware technical resource will be on-site in the days leading up to the September election, election day itself, and a period of time following the election. During other periods, a hardware technical resource, if someone other than the project manager, can arrive on-site usually within 72 hours of receipt of such request.
-Average	See above	N/A	See above	N/A	See above
-Guaranteed	See above	N/A	See above	N/A	See above

**Bidder Company Name:** Election Systems & Software

**Bidder Authorized Representative Name:** Thomas F. O'Brien

**Bidder Authorized Representative Signature:** \_\_\_\_\_

**Date:** \_\_\_\_\_

\* During normal business hours of 8 a.m.-5 p.m. (EST) Mon.-Fri. and extended hours as well.

Maintenance

Bidder: Election Systems & Software

Proposed Maintenance Services	Response for EMS Software	Response for Systems Software	Response for Pollsite Voting System Software	Response for Other Application Software (Specify)	Response for Hardware
Length of the Maintenance (in months)	12	N/A	12	N/A	12
Does Maintenance begin from warranty expiration?	Yes	N/A	Yes	N/A	Yes
What are the hours of maintenance coverage (e.g., Mon-Fri 7:30 a.m. to 5:30 p.m. Eastern Time)?	Mon-Fri 8:00 a.m. to 5:00 p.m. Eastern Time	N/A	Mon-Fri 8:00 a.m. to 5:00 p.m. Eastern Time	N/A	Mon-Fri 8:00 a.m. to 5:00 p.m. Eastern Time
<b>Maintenance Services:</b>					
	On-site warranty team will consist of the Project Manager(s) and a software support technical resource as required. These resources will be supplemented on an as-needed basis based on the facts and circumstances.	N/A	On-site warranty team will consist of the Project Manager(s) and a software support technical resource as required. These resources will be supplemented on an as-needed basis based on the facts and circumstances.	N/A	On-site warranty team will consist of the Project Manager(s) and a hardware support technical resource as required. These resources will be supplemented on an as-needed basis based on the facts and circumstances.
<ul style="list-style-type: none"> <li>Identify the roles and personnel.</li> <li>Telephone Support (Y/N)</li> </ul>	Y	N/A	Y	N/A	Y
<ul style="list-style-type: none"> <li>Normal hours of telephone support (EST)</li> </ul>	Mon-Fri 8:00 a.m. to 5:00 p.m. Eastern Time	N/A	Mon-Fri 8:00 a.m. to 5:00 p.m. Eastern Time	N/A	Mon-Fri 8:00 a.m. to 5:00 p.m. Eastern Time
<ul style="list-style-type: none"> <li>Extended hours of telephone support (EST)</li> </ul>	Mon-Fri 8:00 a.m. to 8:00 p.m. Eastern Time	N/A	Mon-Fri 8:00 a.m. to 8:00 p.m. Eastern Time	N/A	Mon-Fri 8:00 a.m. to 8:00 p.m. Eastern Time
<ul style="list-style-type: none"> <li>Toll Free "800" number (Y/N)</li> </ul>	Y	N/A	Y	N/A	Y
<ul style="list-style-type: none"> <li>Remote Internet software diagnostics (Y/N)</li> </ul>	Y	N/A	Y	N/A	N
<ul style="list-style-type: none"> <li>Remote Internet software update (Y/N)</li> </ul>	Y	N/A	N	N/A	N
<ul style="list-style-type: none"> <li>Updates and enhancements included (Y/N)</li> </ul>	Yes, subject to our responses to Section 5.1.1	N/A	Yes, subject to our responses to Section 5.1.1	N/A	Yes, subject to our responses to Section 5.1.1
<ul style="list-style-type: none"> <li>How often are enhancements provided?</li> </ul>	Delivered via CD	N/A	Delivered via flashcard or PCMCIA card	N/A	Any such enhancements are normally installed in conjunction with a preventative maintenance event.
Maintenance support response time (hours)					
<ul style="list-style-type: none"> <li>Via telephone/modem</li> </ul>					
-Average	30 minutes *	N/A	30 minutes *	N/A	1 hour *
-Guaranteed	none	N/A	none	N/A	none
<ul style="list-style-type: none"> <li>On-site</li> </ul>	A software technical resource will be on-site in the days leading up to the September election, election day itself, and a period of time following the election. During other periods, a software technical resource can arrive on-site usually within 72 hours of receipt of such request	N/A	A software technical resource will be on-site in the days leading up to the September election, election day itself, and a period of time following the election. During other periods, a software technical resource can arrive on-site usually within 72 hours of receipt of such request	N/A	A hardware technical resource will be on-site in the days leading up to the September election, election day itself, and a period of time following the election. During other periods, a hardware technical resource, if someone other than the project manager, can arrive on-site usually within 72 hours of receipt of such request
-Average	See above	N/A	See above	N/A	See above
-Guaranteed	See above	N/A	See above	N/A	See above

Bidder Company Name: Election Systems & Software

Bidder Authorized Representative Name: Thomas F. O'Brien

Bidder Authorized Representative Signature:

Date:

\* During normal business hours of 8 a.m.-5 p.m. (EST) Mon.-Fri.



## New York City BOE Voting System - Cost Response

### Bidder: Election Systems & Software

**Pricing Footnotes:**

1. **System Modification Support:** The number of employees, hours, and service total dollars provided in our pricing response for System Modification Support reflects a pool of dollars that the NYC BOE may use for system modifications. The ultimate allocation of these dollars towards modifications to ES&S equipment or software will be subject to mutual agreement between NYC BOE and ES&S.
2. **System Data Interface Support:** ES&S' proposed solution does not include development for automated interfaces with the referenced BOE systems. Unity software outputs data in several formats, including flat ASCII, which can easily be converted to any desired spreadsheet format and, therefore, will support a manual interface approach. ES&S will work with the City of New York to determine whether automated interfaces are necessary, the extent of modification required to implement the interface, and the cost of modifications to the ES&S Unity software.
3. **Training Materials:** Training materials are provided to each classroom attendee as follows:
  - Train the Trainer: Includes Train-the-Trainer Manual.
  - Pollworker Training: Includes equipment specific pre-election day and election day checklist.
4. **Optional Items:**

	<u>UOM</u>	<u>Price</u>
ES&S AutoMARK Table with Privacy Screen	each	\$341.25
5. **Ongoing Costs:** The ongoing costs estimated by ES&S reflect our continuing involvement in election preparation and support. The costs associated with our ongoing involvement are subject to reduction based on the ability of the NYC BOE to assume responsibility for certain training and election support tasks and the need for ongoing training by ES&S.

In addition to this, certain of the costs we have estimated in the Ongoing Costs category (services and commodities) are annual costs rather than per election costs. This should be taken into consideration by the NYC BOE when estimating the 5-year recurring costs.

6. **Post Warranty Maintenance Fees:** Post warranty hardware and firmware maintenance fees shall be at ES&S's then current rates. Such fees will apply after the initial five year warranty period.