



TOWN OF TOWNSEND
PROCUREMENT FORM – VERBAL QUOTES
C. 30B Supplies or Services valued between \$10,000 and \$34,999

DATE: 04/07/2016 DEPT. Town Clerk

Budget Line Item # 001-01-165-5870-2016-251

Purchase Description: 3 voting tabulators.

VENDOR #1 Date: 03/16/2016 Time: 3:21pm Unit Price: _____ Total: \$16,517.11

Company Name & Contract: Election Systems + Software (Todd V. Urosevich)

Address: 11208 John Galt Blvd, Omaha, NE 68154

Phone #: 402-321-3842

VENDOR #2 Date: 03/23/2016 Time: 1:30pm Unit Price: _____ Total: \$18,000.00

Company Name & Contract: LHS Associates (Ed Roberts)

Address: 10 Manor Pkwy, Salem, NH 03079

Phone #: 888-547-8683

VENDOR #3 Date: _____ Time: _____ Unit Price: _____ Total: _____

Company Name & Contract: _____

Address: _____

Phone #: _____

Purchase awarded to vendor #: _____

Comments: _____

Kathleen M. Spafford Town Clerk
Signature Department Head/Authorized
Personnel Soliciting Quotes

Signature Chief Procurement Officer

Note: Please submit this form to the Town Accountant with invoices for purchases of supplies or services between \$10,000 and \$34,999. Sound business practices are required for purchases under \$10,000.

Kathy Spofford

From: Urosevich, Todd <tvurosevich@essvote.com>
Sent: Friday, March 11, 2016 3:21 PM
To: 'Kathy Spofford'
Cc: Houck, Christopher
Subject: RE: quote for DS200 tabulator
Attachments: Town of Townsend MA - DS200 Quote - 02 25 2016.pdf; _Certification_.htm

RECEIVED
MAR 11 2016
TOWN OF TOWNSEND
TOWN CLERK
3:21 PM

Kathy

Thank you for the call today and please see the quote for your review for three ES&S DS200 tabulators. If this quote meets with your approval I will request our Contracts group to prepare a sales agreement for your review.

The attached price quote includes:

- On Site Acceptance Testing
- On Site Staff orientation
- On Site Train the Trainer for Poll Worker Training
- On Site Logic & Accuracy testing
- On site election day support
- Local full time ES&S Technicians support
- Loaner equipment availability
- 24/7 Technical Support Hotline staffed by Full time ES&S Technical Support staff

In addition to the attachments provided I have included below our three extended warranty programs you will be able to chose from once the original two year warranty has expired.

Bronze Program – \$85.00 per unit annually - essentially a break fix where you send the product to us for repairs

Silver Program - \$125.00 per unit annually – make repairs on site with a every other year on site preventative maintenance routine performed

Gold Program - \$175.00 per unit annually – make repairs on site and perform a preventive maintenance routine annually

As a reminder, MGL requires every Town purchasing new voting equipment to notify the Secretary of State, at least 120 days prior to the use of the new equipment. The Board of Selectmen must vote to discontinue use of the old equipment and vote to use the new equipment before the notification to the Sec of State.

Once you have had a chance to review the material provided I would be happy to address any questions or concerns you may have regarding the DS200. Again, thank you for your interest and I am,

Respectfully yours

Todd V. Urosevich
Election Systems & Software
Regional Sales Manager
11208 John Galt Blvd., Omaha NE 68154
Cell - 402 321 3842

From: Kathy Spofford [mailto:kspofford@townsend.ma.us]
Sent: Friday, March 11, 2016 10:55 AM
To: Urosevich, Todd
Subject: quote for DS200 tabulator

Hi Todd,

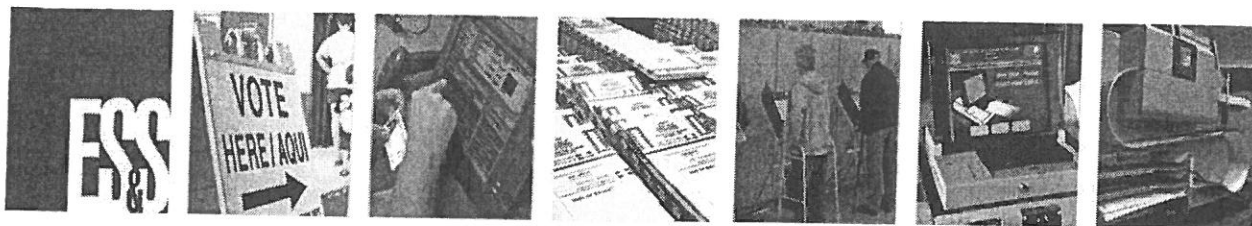
I am requesting a quote for three new tabulators, training, etc. If you could please send it to me that would be great.

Thanks,

Kathy

Kathleen M. Spofford
Town Clerk
Town of Townsend
272 Main Street
Townsend, MA 01469
978-597-1704
FAX: 978-597-8135

This message (including any attachments) contains confidential information intended for a specific individual and purpose, and is protected by law. If you are not the intended recipient, you should delete this message. In Massachusetts, the term "public record" is broadly defined to include all documentary materials or data created or received by any officer or employee of any governmental unit, regardless of physical form or characteristics unless it falls under one of the statutory exemptions to the Public Records Law MGL c. 4, s. 7(26). Consequently, email is subject to the disclosure, retention and maintenance provisions as required by law. MGL c. 66.



Town of Townsend, Massachusetts
Purchase Proposal Quote
 Submitted by Election Systems & Software

RECEIVED
 MAR 11 2016

Purchase Solution Includes:

<u>Quantity</u>	<u>Item Description</u>	<u>Price</u>
Tabulation Hardware		
3	Model DS200 Precinct Scanner: Model DS200 (Includes Scanner, Plastic Ballot Box with Steel Door and e-Bin, Reverse Wound Paper Roll and 4GB Jump Drive)	\$17,250.00
Election Services		
2	Implementation Services (Does not include Coding, Voice Files or Ballots)	\$1,575.00
X	Project Management	
X	Election Site Support Day	
X	Installation/Acceptance Testing	\$345.00
X	2 Year Hardware and Software Warranty	Included
Shipping & Other		
X	Shipping and Handling	\$285.00
X	Commonwealth of Massachusetts Discount	(\$2,937.89)
Total Purchase Solution		\$16,517.11

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.



10 Manor Parkway Unit B Salem, NH
03079 Toll Free: 888-547-8683 Fax:
603-212-0028
www.lhsassociates.com

March 23, 2016

R E C E I V E D
MAR 23 2016

TOWN OF TOWNSEND
TOWN CLERK

Kathleen Spofford
Town Clerk
Town of Townsend
272 Main Street
Townsend, MA 01469

Dear Ms. Spofford,

Thank you for allowing LHS Associates, Inc. the opportunity to provide you with a quote for new Digital Scan Vote Tabulators. I am pleased to present the following quote for the purchase of three (3) ImageCast Precinct tabulator bundles. If you have any further questions, please contact me directly.

Sincerely,

Ed Roberts
Customer Relations Manager
LHS Associates, Inc.
978-851-2517
Edwardr@lhsassociates.com



Town of Townsend, Massachusetts
Purchase Proposal Quote
Submitted by LHS Associates, Inc.
February 10, 2016



Quantity	Description	TOWN OF TOWNSEND TOWN CLERK	Price
HARDWARE			
ICP Tabulator Bundle includes:			
3	<ul style="list-style-type: none"> One (1) Tabulator with a padded carrying case, two (2) memory cards, one (1) power cord, one (1) key set, two (2) thermal paper rolls, one (1) dozen sharpie markers, six (6) security seals and an internal battery back up. One (1) Plastic Ballot Box with three (3) compartments, casters and a built in power supply. Ballot boxes are able to nest for ease of storage. 		\$19,500.00
SERVICES			
Two Year Hardware & Software Warranty			
	<ul style="list-style-type: none"> All parts, labor, travel and shipping costs included. Unlimited access to the LHS Help Desk for Pre-Election, Election Day and Post-Election questions, concerns or troubleshooting. An annual maintenance visit to the Town of Townsend to inspect, calibrate and service all equipment. Any necessary repairs will take place in the Town of Townsend. If onsite repair is not possible loaner equipment will be left in the Town's possession until all equipment can be repaired and returned. An employee of LHS, not a subcontractor, will conduct all maintenance work. A locally based service center with parts and technicians trained in repairing and servicing voting equipment. 		Included
	Documentation, including but not limited to:		
	<ul style="list-style-type: none"> One (1) Pre Election Testing Guide, three (3) Poll Worker Training Guides, one (1) Voter Tutorial Video and one (1) Instruction to Voters Poster. 		Included
	Two training sessions exclusively for the Town of Townsend.		
	<ul style="list-style-type: none"> Two hours of training for Town Clerk and office staff. This training will cover basic use of the machine, pre election testing and Election Day procedures. Two hours of training for Poll workers. This training will cover Election Day procedures and basic troubleshooting. Both trainings will be conducted in the Town of Townsend and scheduled by the Town Clerk. 		Included
	On site coverage by an employee of LHS for the first election.		
	<ul style="list-style-type: none"> A member of the LHS team will work with the Town Clerk from one (1) hour prior to opening the polls until two (2) hours after the polls close on Election Day. The representative will NOT be a subcontracted employee from another company. The representative will be present during the Poll Worker Training session so all Poll Workers will be familiar with and have had interaction with the employee prior to the Election. 		Included
	On site acceptance testing of all equipment.		Included
SHIPPING & DISCOUNTS			
	Shipping & Handling		Included
	AccuVote Trade-In Credit		(\$1,500.00)
TOTAL PURCHASE			\$18,000.00
ANNUAL POST WARRANTY FEES			
3	Annual Post Warranty Maintenance Fee		
	<ul style="list-style-type: none"> LHS Top Tier Coverage (Annual Maintenance) 		\$600.00
3	Annual Post Warranty Firmware License		
	<ul style="list-style-type: none"> ICP Firmware License 		Included
TOTAL ANNUAL POST WARRANTY FEES			\$600.00

- This quote is an estimate and is subject to final approval by LHS and the Customer
- Rate valid for 90 days and thereafter may change
- This quote does not include Coding or Ballots