

Election Systems & Software

MAINTAINING VOTER CONFIDENCE. ENHANCING THE VOTING EXPERIENCE.



Enhancing the State of Kansas Election Process ES&S Responses to Additional Questions

September 28, 2005

Enhancing the State of Kansas Election Process

Additional Questions for HAVA-Compliant Voting Equipment

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Responses to Additional Questions



Responses to Questions for Election Systems & Software

Clarification

ES&S would like to clarify our answer to the following question, previously submitted by the State, regarding the ES&S AutoMARK and whether or not it can accommodate a head stick or mouth stick.

Previous question: Can the voting equipment accommodate a head stick or mouth stick?

Clarifying answer: Yes, the ES&S AutoMARK enables voters using either a head stick or a mouth stick to vote in privacy. Additionally, the ES&S AutoMark provides voters with visual impairments, and voters using a sip and puff device, complete privacy in the voting process. As a result, the ES&S AutoMark is currently the most accessible voting device in the industry.

Questions for ES&S

1. Are the equipment installation services required or optional?

ES&S RESPONSE

Equipment installation services – also referred to as acceptance testing – are optional offerings by ES&S. Counties may elect to assume this responsibility and, if so, ES&S will provide written documentation for installation and acceptance testing of the units, and phone support if needed. If a County wants ES&S to perform the installation and acceptance testing, this service will be billed at the following rates –

- ES&S AutoMARK Voter Assist Terminal - \$85/unit
- iVotronic DRE Touch Screen Voting System - \$55/unit
- Model 100 Precinct Ballot Counter - \$90/unit
- Model 650 Central Ballot Counter (must be performed by an ES&S representative) - \$650/unit

2. Does a county need Election Data Manager (EDM) if it already uses the ELVIS VR system?**ES&S RESPONSE**

Yes, currently, EDM is needed. As an alternative, for counties relying on ES&S to provide ballot layout and programming services, Unity™ Online (UOL) is available as an election definition entry alternative resulting in an easy and efficient transfer of election information between a County and ES&S.

Unity Online is a new product in the Unity Election System software suite, and an alternative to the Election Data Manager (EDM) module offering web-enabled data entry, selection, and correction functionality.

Management of the election database is a critical task for the State and its counties. We recognize the potential opportunity to streamline this effort, and have devoted substantial resources to this component of the election process.

A summary of our *current* capabilities around election data management is as follows:

- ES&S' PowerProfile Voter Registration System – the backbone of ELVIS – has interface capability with EDM. This interface allows jurisdiction information (districts, precincts and ballots styles) to be passed electronically from PowerProfile to EDM. With an EDM license, a county can use the interface as it prepares its election database.
- As stated above, counties can license UOL from ES&S and use this web-based tool to pass election information to ES&S, which will then be used to perform ballot layout and programming services.

A summary of *future* development efforts is as follows:

- Under our Voter Registration Contract with the State of Kansas, we will be enhancing the interface between PowerProfile and EDM to include candidates and race information.
- ES&S is currently developing a statewide Unity Online software application that, among other things, lays the foundation for a statewide reporting system. This application will debut in South Carolina in 2006. We believe that our design for South Carolina has benefits for Kansas, and we welcome the opportunity to explore these in more depth with you at a later time. This capability would be a separately chargeable item to the State.

All Unity Online applications will also be federally certified.

3. How would Unity ERM (Election Reporting Manager) pass election results to ELVIS?**ES&S RESPONSE**

As part of Unity version 3.1, the Unity ERM module will be able to produce a XML file containing election results, which will enable the reporting of state and national contest results.

As it relates to statewide reporting, please see our response to Question #2.

4. When will the iVotronic DRE Touch Screen Voting System be able to support a sip and puff device?**ES&S RESPONSE**

ES&S is currently developing an upgrade to the iVotronic DRE Touch Screen Voting System that will support the sip and puff device. This functionality will require the addition of a new component on the iVotronic ADA unit, and we estimate this functionality will be available as early as May 2006. We do not anticipate firmware changes to be required; however, if any such changes are required, those upgrades can be made after delivery, at no cost to the State.

The cost of the Sip and Puff device is included in our Best and Final Pricing.

5. What is the status of Unity version 3.1?**ES&S RESPONSE**

ES&S is currently completing the design of Unity version 3.1. Development and certification will continue through the spring of 2006. We believe this version will be available for use by Kansas for the 2006 election year.

6. Does the iVotronic System offer Audio/Visual functionality?**ES&S RESPONSE**

Unity version 3.1 will support the simultaneous audio/visual ballot presentation on the iVotronic.

7. What counties currently use the Unity Election System software?**ES&S RESPONSE**

Douglas, Miami, Riley, and Sumner counties all use legacy ES&S software products.

8. When will ES&S be able to deliver its voting systems?**ES&S RESPONSE**

It is our understanding that the State intends to have new voting systems in place by or before May of 2006. ES&S is prepared to meet this objective.

9. What Voter Outreach tools will ES&S offer the State's counties?**ES&S RESPONSE**

ES&S will provide the following voter outreach and education tools – upon request, at no additional cost – that reach out to voters with disabilities:

- **ES&S product literature** – Educational tools providing product feature/function details, printed in Braille.
- **Community direct mailers** – Directed specifically toward voters with disabilities, printed in Braille.
- **Voting process literature** – Instructional pieces, which will help voters with disabilities use the new ES&S voting systems, printed in Braille.
- **Hands-On Demos** – Upon receipt of an order, ES&S will provide one ADA device from the order that can be used for training and public demonstrations. We will also provide media relations support to get the word out to voters about the opportunity to try the new system. We also offer, at no cost, generic media kit materials regarding ES&S' products.
- **Print Ads/Public Service Announcements (PSAs)** – ES&S will provide generic print ad and radio/television PSA templates at no cost to Kansas' counties, for use across the State (note: customization of a PSA – and the associated production and advertising expenses – would be covered by the Counties).

We will also work with any interested county to determine its outreach needs, and then assist in drafting a plan that meets its unique situation.

In addition to the above, the following outreach and education tools are available through ES&S at an additional cost –

- **How-To and Users Guides** – ES&S has developed easy-to-understand postcards, brochures, handouts, and poster templates that explain how to use the new system. This includes materials to inform members of the disabled community about how they will be able to vote in private. We have also developed generic informational materials about key aspects of the voting process (registration, absentee voting, etc) that can be customized for any given jurisdiction. Customized materials, including State and/or jurisdiction-specific election processes, can be developed at additional cost to the State and/or County.
- **Video Demos and Internet Information** – Video demonstrations that can be played “live” and/or via the Web, or development of Internet information sites.

Examples of some ES&S voter outreach and education tools are featured directly after this section.

10. What are ES&S' Model 650 Central Ballot Counter upgrade options?

ES&S RESPONSE

We have developed a trade-in credit program for counties using ES&S' legacy tabulators – so that purchasing new equipment will provide a greater benefit than upgrading legacy technology. Please see our Best and Final Pricing Response for further details.

Voter Outreach and Education Samples



Attachment C – Best and Final Offer Pricing Sheets



ATTACHMENT C
Best and Final Offer Pricing
KSS Voting Equipment

COMMODITY GROUP ONE - ES&S AutoMARK Solution

Item	Description	Model	Volume	Unit Price	Extended Price	Warranty Period (YRS)	1st Year Post Warranty Maint. \$	1-Year Warranty & 9-Years Post Warranty
HAVA Voting Device								
Type 1	ES&S AutoMARK Voter Assist Terminal with Transport Case	AutoMARK	1	\$4,850	\$4,850	1-year		
	Maintenance Options:							
	Break/Fix Maintenance Program						\$108.00	\$1,073
	Preventative Maintenance Program (Even Year Maintenance Only)						\$195.50	\$1,905
	Firmware Maintenance and Support						\$30.00	\$306
Type 2								
Other								
Results Accumulation Software	UNITY-Election Results Manager (ERM)		1	\$4,000	\$4,000	1-Year	\$800.00	\$8,640
Optional Software Modules:	UNITY- EDM OnLine		1	N/C	N/C	1-Year	\$500 Annual Access Fee	\$5,270
	UNITY-EDM OnLine Data Base Build (Waived for Customers Building Their Own Database)			\$2,000 per County		N/A	N/A	N/A
	UNITY-Election Data Manager (EDM)		1	\$7,500	\$7,500	1-Year	\$1,500.00	\$16,200
	UNITY-Ballot Image Manager (BIM)		1	\$5,000	\$5,000	1-Year	\$1,000.00	\$10,800
	UNITY-Ballot On Demand (BOD) with Ballot On Demand Printer		1	\$9,280	\$9,280	1-Year	\$1,000.00	\$10,800
	UNITY-Hardware Programming Manager (HPM)		1	\$10,000	\$10,000	1-Year	\$2,000.00	\$21,600
	UNITY-Data Acquisition Manager (DAM)		1	\$2,500	\$2,500	1-Year	\$500.00	\$5,400
	UNITY-iVotronic Image Manager (iVIM)		1	\$5,000	\$5,000	1-Year	\$1,000.00	\$10,800
Peripheral Equipment								
Headphones			1	Included	Included	N/A	N/A	N/A
Keypad	N/A							
Stylus	N/A							
Sip/Puff	N/A							
Smart cards	N/A							
PC Cards	N/A							
Storage Container	N/A							

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Best and Final Offer Pricing
KSS Voting Equipment

COMMODITY GROUP ONE - ES&S AutoMARK Solution

Item	Description	Model	Volume	Unit Price	Extended Price	Warranty Period (YRS)	1st Year Post Warranty Maint. \$	1-Year Warranty & 9-Years Post Warranty
	Model 650 High Speed Scanner w/Steel Table, Dust Cover, Start-Up Kit, and Operators Manual	M650	1	\$65,000	\$65,000	1-Year		
	Maintenance Options:							
	Break/Fix Maintenance Program						Not Available	Not Available
	Preventative Maintenance Program (Even Year Maintenance Only)						\$1,602.00	\$15,159
	Firmware Maintenance and Support						\$295.00	\$3,122
	Model 150/Model 550 Visible Light Upgrade Kit (Per Unit Cost Includes Installation.)		1	\$4,900	\$4,900			
	Maintenance Options:							
	Break/Fix Maintenance Program						Not Available	Not Available
	Preventative Maintenance Program (Even Year Maintenance Only)						\$1,900.00	\$17,856
	Firmware Maintenance and Support						\$325.00	\$3,443
SUBTOTAL COMMODITY GROUP ONE (AutoMARK Solution)								N/A

1. One (1) Year ES&S Equipment & Software Warranty: This is a "Break/Fix" program under which ES&S will repair or replace any component of our proprietary equipment or software which, while under normal use and service, (a) fails to perform in accordance with its documentation in all material respects, or (b) is defective in material or workmanship. The principle elements of this program are:

- a. Equipment requiring repairs must be sent to a location designated by ES&S.
- b. Customer is responsible for freight to and from the designated ES&S repair location.
- c. Repairs as a result of negligent care of the equipment are not covered under this program.

Post Warranty Options:

2. Post-Warranty Maintenance Program: This is a "Break/Fix" program under which ES&S will repair or replace any component of our proprietary equipment or software which, while under normal use and service, (a) fails to perform in accordance with its documentation in all material respects, or (b) is defective in material or workmanship. The principle elements of this program are:

- a. Equipment requiring repairs must be sent to a location designated by ES&S.
- b. Customer is responsible for freight to and from the designated ES&S repair location.
- c. Repairs as a result of negligent care of the equipment are not covered under this program.

The Break/Fix rates proposed assume voting equipment is used primarily in even years, and sparingly in odd years.

ATTACHMENT C
Best and Final Offer Pricing
KSS Voting Equipment

COMMODITY GROUP ONE - ES&S AutoMARK Solution

Item	Description	Model	Volume	Unit Price	Extended Price	Warranty Period (YRS)	1st Year Post Warranty Maint. \$	1-Year Warranty & 9-Years Post Warranty
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3. Preventative Maintenance Program: (Even Year Visit Only)

On-Site Routine Maintenance Services: Includes cleaning, lubrication and calibration services.

Remedial Maintenance Services: If a defect or malfunction occurs in any Product while it is under normal use and service, Customer shall promptly notify ES&S, and ES&S shall use reasonable efforts to restore the Product to Normal Working Condition as soon as practicable. The Remedial Maintenance Extended Warranty provides that ES&S will repair or replace any component of our proprietary equipment or software which, while under normal use and service, (a) fails to perform in accordance with its documentation in all material respects, or (b) is defective in material or workmanship. Customer is responsible for freight to and from the designated ES&S repair location. Repairs as a result of negligent care of the equipment are not covered under this program.

4. Trade-In Allowance: ES&S will provide a trade-in allowance towards the purchase of a new Model 650 Scanner for those counties currently using ES&S Central Count Equipment. The trade-in allowances, based on a one-to-one unit basis, are as follows.

- Model 150 and Model 550 Scanners: \$49,500 (net M650 Price = \$15,500)
- Model 115 and Model 315 Scanners: \$19,500 (net M650 Price = \$45,500)

ATTACHMENT C
Best and Final Offer Pricing
KSS Voting Equipment

COMMODITY GROUP ONE - ES&S iVotronic ADA Solution

Item	Description	Model	Volume	Unit Price	Extended Price	Warranty Period (YRS)	1st Year Post Warranty Maint. \$	1-Year Warranty & 9-Years Post Warranty
HAVA Voting Device								
Type 1	iVotronic 15" ADA Terminal	iVotronic	1	\$3,020	\$3,020	1-year		
	iVotronic 15" ADA Terminal with Sip/Puff Option Factory Installed	iVotronic	1	\$3,070	\$3,070	1-year		
	Hardware Maintenance Options:							
	Break/Fix Maintenance Program						\$49.00	\$471
	Preventative Maintenance Program (Even Year Maintenance Only)						\$59.50	\$567
	Firmware Maintenance and Support						\$30.00	\$306
Type 2								
Other	Sip/Puff Option - Field Installed (Price assumes depot service.)		1	\$100	\$100		No Change to Maintenance Fees	
Results Accumulation Software	UNITY-Election Results Manager (ERM)		1	\$4,000	\$4,000	1-Year	\$800.00	\$8,640
Optional Software Modules:	UNITY- EDM OnLine		1	N/C	N/C	1-Year	\$500 Annual Access Fee	\$5,270
	UNITY-EDM OnLine Data Base Build (Waived for Customers Building Their Own Database)			\$2,000 per County		N/A	N/A	N/A
	UNITY-Election Data Manager (EDM)		1	\$7,500	\$7,500	1-Year	\$1,500.00	\$16,200
	UNITY-Ballot Image Manager (BIM)		1	\$5,000	\$5,000	1-Year	\$1,000.00	\$10,800
	UNITY-Ballot On Demand (BOD) with Ballot On Demand Printer		1	\$9,280	\$9,280	1-Year	\$1,000.00	\$10,800
	UNITY-Hardware Programming Manager (HPM)		1	\$10,000	\$10,000	1-Year	\$2,000.00	\$21,600
	UNITY-Data Acquisition Manager (DAM)		1	\$2,500	\$2,500	1-Year	\$500.00	\$5,400
	UNITY-iVotronic Image Manager (iVIM)		1	\$5,000	\$5,000	1-Year	\$1,000.00	\$10,800
Peripheral Equipment								
Headphones			1	Included	Included	N/A	N/A	N/A
Keypad	N/A							
Stylus	N/A							

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COMMODITY GROUP ONE - ES&S iVotronic ADA Solution

Item	Description	Model	Volume	Unit Price	Extended Price	Warranty Period (YRS)	1st Year Post Warranty Maint. \$	1-Year Warranty & 9-Years Post Warranty
Sip/Puff	See Above							
Smart cards	N/A							
PC Cards	N/A							
Storage Container	N/A							
Table/Stand	N/A							
Encoder	N/A							
Touchscreen	N/A							
Printer	iVotronic Printer Pack		1	\$800	\$800	1-Year	N/A	N/A
Other:								
128mb Flashcard			1	Included	Included	1-Year	N/A	N/A
Booth			1	Included	Included	1-Year	N/A	N/A
Operator Manual			1	Included	Included	N/A	N/A	N/A
PEB	Personal Electronic Ballot Activator		1	Included	Included	1-Year	N/A	N/A
RTAL Printer (Optional)	Real Time Audit Log (RTAL) Printer (Price assumes depot service)		1	\$700	\$700	1-Year	\$5.00	\$64
Non HAVA Voting Device								
Type 1	iVotronic 15" Supervisor Terminal		1	\$2,420	\$2,420	1-Year		
	Hardware Maintenance Options:							
	Break/Fix Maintenance Program						\$49.00	\$471
	Preventative Maintenance Program (Even Year Maintenance Visit Only)						\$59.50	\$567
	Firmware Maintenance and Support						\$30.00	\$306
Type 2	N/A							
Other	N/A							
Peripheral Equipment								
Keypad	N/A							
Stylus	N/A							
Smart cards	N/A							
PC Cards	N/A							
Storage Container	N/A							
Table/Stand	N/A							
Encoder	N/A							
Touchscreen	N/A							

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KSS Voting Equipment

COMMODITY GROUP ONE - ES&S iVotronic ADA Solution

Item	Description	Model	Volume	Unit Price	Extended Price	Warranty Period (YRS)	1st Year Post Warranty Maint. \$	1-Year Warranty & 9-Years Post Warranty
Printer	N/A							
Other:								
128mb Flashcard			1	Included	Included	1-Year	N/A	N/A
Booth			1	Included	Included	1-Year	N/A	N/A
Operator Manual			1	Included	Included	N/A	N/A	N/A
PEB	Personal Electronic Ballot Activator		1	Included	Included	1-Year	N/A	N/A
PEB Reader			1	\$350	\$350	1-Year	N/A	N/A
Tabulation Equipment								
Type 1	N/A							
Type 2	N/A							
Other	iVotronic 15" Voter Terminal w/Booth, 128mb Flashcard, and PEB	iVotronic	1	\$2,820	\$2,820	1-Year		
	Hardware Maintenance Options:							
	Break/Fix Maintenance Program						\$47.10	\$471
	Preventative Maintenance Program (Even Year Maintenance Only)						\$56.70	\$567
	Firmware Maintenance and Support						\$30.00	\$306
	Model 100 Precinct Scanner w/Steel Double Bin Ballot Box, PCMCIA Card, Start-Up Kit, and Operators Manual	M100	1	\$5,025	\$5,025	1-Year		
	Hardware Maintenance Options:							
	Break/Fix Maintenance Program						\$107.50	\$1,072
	Preventative Maintenance Program (Even Year Maintenance Only)						\$139.00	\$1,360
	Firmware Maintenance and Support						\$30.00	\$306
	Model 650 High Speed Scanner w/Steel Table, Dust Cover, Start-Up Kit, and Operators Manual	M650	1	\$65,000	\$65,000	1-Year		
	Hardware Maintenance Options:							
	Break/Fix Maintenance Program						Not Available	Not Available

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	Preventative Maintenance Program (Even Year Maintenance Only)						\$1,602.00	\$15,159
	Firmware Maintenance and Support						\$295.00	\$3,122
	Model 150/Model 550 Visible Light Upgrade Kit (Per Unit Cost Includes Installation.)		1	\$4,900	\$4,900			
	Hardware Maintenance Options:							
	Break/Fix Maintenance Program						Not Available	Not Available
	Preventative Maintenance Program (Even Year Maintenance Only)						\$1,900.00	\$17,856
	Firmware Maintenance and Support						\$325.00	\$3,443
SUBTOTAL COMMODITY GROUP ONE (iVotronic ADA Solution)							N/A	N/A

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