

WOODBURY COUNTY BOARD OF SUPERVISORS AGENDA ITEM(S) REQUEST FORM

#12

Date: 9/13/18

Weekly Agenda Date: 9/18/18

ELECTED OFFICIAL / DEPARTMENT HEAD / CITIZEN: Patrick Gill, County Auditor & Recorder

WORDING FOR AGENDA ITEM:

Select and Accept a Proposal to Provide Voting Equipment to Woodbury County

ACTION REQUIRED:

Approve Ordinance

Approve Resolution

Approve Motion

Public Hearing

Other: Informational

Attachments

EXECUTIVE SUMMARY:

On 7/17/18, Woodbury County received proposals from two of three eligible vendors to provide voting equipment to the county for use in conducting elections for the next several years in Woodbury County. Henry M. Adkins & Son submitted a proposal with an implementation cost of \$428,781.00 and ES&S, our current provider, submitted a proposal with an implementation cost of \$414,648.88.

Steve Hofmeyer, Deputy Commissioner of Elections, reviewed the proposals, arranged demonstrations and refined both proposals. He has submitted a recommendation to select and accept the revised proposal from ES&S. I concur.

BACKGROUND:

Woodbury County sent out a request for proposal to three eligible vendors who provide election equipment in Iowa, two vendors responded. The two proposals that were received were reviewed. Both companies were offered to times provide demonstrations of their equipment, both companies accepted and their equipment was demonstrated before the entire election staff.

Based on these demonstrations, it was determined that both companies provide state of the art equipment and either solution would work for Woodbury County but the consensus was to favor the equipment proposed by ES&S. The decision was based on the familiarity of the equipment currently used, including the ability to continue the use of the high speed central count scanner currently used to count absentee ballots and the continued use of transport carts previously purchased by Woodbury County. It was determined that the Adkin's equipment would require a complete redesign of our delivery system and a potentially large cost to do so.

After reviewing the proposals, both companies were asked to refine their proposals based on what we determined would meet the needs of Woodbury County. Both companies did and Deputy Hofmeyer has provided an analysis of the refined proposals and his recommendation. I have attached this document for your review and I concur with his recommendation.

FINANCIAL IMPACT:

The implementation cost of the proposal from ES&S is \$375,655.84 and the funds will come from unobligated Capital Improvement Project dollars.

IF THERE IS A CONTRACT INVOLVED IN THE AGENDA ITEM, HAS THE CONTRACT BEEN SUBMITTED AT LEAST ONE WEEK PRIOR AND ANSWERED WITH A REVIEW BY THE COUNTY ATTORNEY'S OFFICE?

Yes No

RECOMMENDATION:

The recommendation is to accept the revised proposal from ES&S to provide voting equipment at an implementation cost of \$375,655.84 and to authorize the chairman to sign a Sales Order Agreement with ES&S that has been reviewed by the County Attorney's Office and reflects the terms that have been agreed to in the revised proposal.

ACTION REQUIRED / PROPOSED MOTION:

Move to select and accept the proposal from ES&S to provide voting equipment to Woodbury County with an implementation cost of \$375,655.84 and to authorize the chairman to sign a Sales Order Agreement reflecting those terms after a review by the county Attorney's Office.

Attachment A - (Revised qty)
Cost Quotation
Woodbury County Voting Equipment, Software and Services

Hardware	Cost per Unit	x Units	Total
Precinct Scanners	\$ 4,790.00	47	\$ 225,130.00
Precinct ADA-Compliant Devices	\$ 2,680.00	45	\$ 120,600.00
Central Scan Device (high speed)	\$ 44,750.00	1	\$ 44,750.00
Central Scan Device (lower speed) / w/laptop	\$ 10,500.00	1	\$ 10,500.00
Server w/desktop	\$ 4,995.00	1	\$ 4,995.00
Other (specify) Transport Media	\$ 95.00	45	\$ 4,275.00
Total Hardware Cost			\$ 410,250.00

Software		Cost
Ballot Management		\$ 9,206.00
Election Night Returns		\$ 7,532.00
Other (specify)	Third Party (MySQL)	\$ 1,000.00
Other (specify)		
Total Software Cost		\$ 17,738.00

IOWA DISCOUNT AND TRADE \$ (61,537.50)

Total Hardware and Software Cost \$ **366,450.50**

Annual License Fees	All License and Maintenance Fees Begin in Year Two		Cost
OpenElect Central Suite License	\$ 16,738.00	1	\$ 16,738.00
OpenElect Scanner (OVO) Firmware	\$ 90.00	47	\$ 4,230.00
OpenElect ADA units (FVT) Firmware	\$ 60.00	45	\$ 2,700.00
OpenElect Central Scan software license	\$ 1,750.00	1	\$ 1,750.00
OpenElect Central Scan (miniOVCS)	\$ 750.00	1	\$ 750.00
Total Annual License Fees			\$ 26,168.00

Annual Maintenance Fees	First Year Included		Cost
OpenElect Scanner (OVO)	\$ 200.00	47	\$ 9,400.00
OpenElect ADA units (FVT) Firmware	\$ 155.00	45	\$ 6,975.00
OpenElect Central Scan (OVCS)	\$ 2,850.00	1	\$ 2,850.00
OpenElect Central Scan (miniOVCS)	\$ 250.00	1	\$ 250.00
Total Annual Maintenance Fees			\$ 19,475.00

Total Annual License and Maintenance \$ **45,643.00**

This proposal offers a three year payment option with NO interest charges.

Attachment A
Cost Quotation
Woodbury County Voting Equipment, Software and Services

Hardware	Cost per Unit	x Units	Total
Precinct Scanners			
Model DS200 (Includes Scanner, Internal Backup Battery, Plastic Ballot Box with Steel Door and e-Bin, Paper Roll and 4GB Jump Drive)	\$5,750.00	46	\$264,500.00
Precinct ADA-Compliant Devices			
ExpressVote BMD Terminal (Includes Terminal, Internal Backup Battery, ADA Keypad, Headphones, 4GB Flash Drive and Power Supply with AC Cord)	\$3,325.00	46	\$152,950.00
Central Scan Device	N/A	N/A	Proposed system allows Woodbury County to continue use of currently owned DS850
Server (if included)	N/A	N/A	N/A
Other - 4GB Jump Drive (Additional)	\$105.00	10	\$1,050.00
Other - Project Management and Training Days	\$1,650.00	9	\$14,850.00
Other - Election On-Site Support (One Event includes a person on-site the day before, day of, and day after election)	\$4,525.00	1	\$4,525.00
Other - Workstation with Pre-Loaded EMS Software	\$3,946.00	1	\$3,946.00
Other - Equipment Installation	\$10,120.00	1	\$10,120.00
Other - Shipping & Handling	\$3,115.00	1	\$3,115.00
Total Cost			\$455,056.00

Software	Cost
Ballot Management	
ElectionWare Software - PYO Standard (Base Package with English Language Synthesized Voice Files)	\$21,365.00
Election Night Returns	Included In Ballot Management Software Price Above
Total Cost	\$21,365.00

Equipment and Software Subtotal	\$476,421.00
Performance Bond	\$5,634.84
Trade-In Allowance for (54) M100's with Ballot Boxes and (47) AutoMARK's	(\$36,400.00)
Additional Discount Based Upon Proposed Quantities	(\$70,000.00)
Total Implementation Cost	\$375,655.84

Lease/Purchase Financing Options:	Annual Payment
Annual Payment for a Three (3) Year Term	\$134,672.82
Annual Payment for a Five (5) Year Term	\$87,577.71

Lease/Purchase Financing Notes:

1. ES&S is able to provide direct financing for the Total Purchase Price through its affiliate, Nationwide Capital.
2. First Payment due at contract execution and annually thereafter.
3. Payments do not include Annual Post-Warranty License and Maintenance and Support Fees or Value Added Items which will be invoiced separately.
4. The Lease/Purchase Annual Payment amount is valid for thirty (30) days and subject to change thereafter.

Annual Fees & Maintenance	Cost
HMA DS200 - Silver Coverage (Maintenance Once Every 24-Months)	\$6,785.00
HMA ExpressVote BMD - Silver Coverage (Maintenance Once Every 24-Months)	\$4,485.00
Firmware License - DS200	\$3,680.00
Firmware License - ExpressVote	\$2,990.00
ElectionWare Software - PYO Standard (Base Package with English Language Synthesized Voice Files)	\$21,365.00
Total Cost	\$39,305.00

OR

Annual Fees & Maintenance	Cost
HMA DS200 - Gold Coverage (Annual Maintenance)	\$8,510.00
HMA ExpressVote BMD - Gold Coverage (Annual Maintenance)	\$5,520.00
Firmware License - DS200	\$3,680.00
Firmware License - ExpressVote	\$2,990.00
ElectionWare Software - PYO Standard (Base Package with English Language Synthesized Voice Files)	\$21,365.00
Total Cost	\$42,065.00

Value Added Items	Cost
Additional Thumb Drives	\$105.00 each
ExpressVote Tabletop Barcode Scanner	\$685.00 each
Additional Project Mangement Days	\$1,650.00 per day

Hardware	<u>Adkins & Son</u>			<u>ES&S</u>	
	Per Unit	X Units	Total	Per Unit	
Scanners	4,790.00	46	220,340.00	5,750.00	264,500.00
ADA devices	2,680.00	46	123,280.00	3,325.00	152,950.00
Central scan-high speed	44,750.00	1	44,750.00	0.00	0.00
Central scan-lower speed	10,500.00	1	10,500.00	0.00	0.00
server	4,995.00	1	4,995.00	3,946.00	3,946.00
other/transport media	95.00	46	4,370.00	95.00	33,660.00
Total Hardware Cost			<u>408,235.00</u>		<u>455,056.00</u>
Software			17,738.00		21,365.00
Discount & Trade			-61,537.50		-106,400.00
Performance Bond			0.00		5,634.84
Total Hardware & Software			<u>364,435.50</u>		<u>375,655.84</u>

Annual License Fees	Per Unit	X Units	Total	Silver		Gold	
				Per Unit	Total	Per Unit	Total
Suite License	16,738.00	1	16,738.00	21,365.00	21,365.00	21,365.00	21,365.00
OVO Firmware	90.00	46	4,140.00	3,680.00	3,680.00	3,680.00	3,680.00
EVT Firmware	60.00	46	2,760.00	2,990.00	2,990.00	2,990.00	2,990.00
OVCS-large	1,750.00	1	1,750.00				
OVCS-mini	750.00	1	750.00				
			<u>26,138.00</u>		<u>28,035.00</u>		<u>28,035.00</u>

Annual Maint Fees Fees	Per Unit	X Units	Total	Silver		Gold	
				Per Unit	Total	Per Unit	Total
OVO	200.00	46	9,200.00	6,785.00	6,785.00	8,510.00	8,510.00
FVT	155.00	46	7,130.00	4,485.00	4,485.00	5,520.00	5,520.00
OVCS-large	2,850.00	1	2,850.00				
OVCS-mini	250.00	1	250.00				
			<u>19,430.00</u>		<u>11,270.00</u>		<u>14,030.00</u>
Total Annual License & Maint			<u>45,568.00</u>		<u>39,305.00</u>		<u>42,065.00</u>

Total Hardware & Software-Adkins	364,435.50
Total Hardware & Software-ES&S	<u>375,655.84</u>
ES&S price is higher by	<u>11,220.34</u>

Total Annual License & Maint-Adkins	45,568.00
Total Annual License & Maint-ES&S	<u>42,065.00</u>
ES&S price is lower by	<u>-3,503.00</u>

With the lower annual license & maintenance fees, ES&S would make up the difference in hardware & software cost in less than 3 1/2 years.

My recommendation to the board would be to go with ES&S, With the cost to the county coming out ahead of Adkins in 3 1/2 years, plus we can continue to use our existing carts and covers instead of having to purchase something different for the Adkins equipment.

Steve Hofmeyer - Deputy Commisioner of Elections