

EXHIBIT P VOTING SYSTEM COST PROPOSAL

TAB 1 - COST SUMMARY

Use this TAB 1 as the primary cost section. Summarize the products and services needed to meet the requirements in the Voting System Statement of Work and as described for your Voting System solution. Use TAB 6 to list optional items that may be purchased at the discretion of the IRC SOE. Itemize all products and services in TAB's 2-5. Complete TAB 7 to list Post Warranty Annual Software License and Ongoing Maintenance Costs. Add additional lines and provide backup documentation as needed for the itemization of products and services.

Election Management System Software

All relevant items listed in EXHIBIT C under ELECTION MANAGEMENT DESIGN & FUNCTIONS-Item #22 Components should be included. If the Election Management Software is listed as a package, license, etc., please use TAB 2-EMS Software Components to list each item included for your Voting System solution with the associated cost. (Add lines as needed.)

No.	Item	Version (if applicable)	# of Units	Unit cost	Extended Cost
1	ElectionWare PYO Standard (Base Package)		1	\$37,645.00	\$37,645.00
2	ExpressLink Software		1	\$4,070.00	\$4,070.00
3	Election Management System Software (See Tab 2-EMS Software Components for Details)		1	\$10,098.66	\$10,098.66
4				\$0.00	\$0.00
5				\$0.00	\$0.00
6				\$0.00	\$0.00
7				\$0.00	\$0.00
8				\$0.00	\$0.00
9	Shipping & Handling			\$0.00	\$0.00
10	Less Discounts (specify)				SEE BELOW
11	Cost Sub-Total (1)				\$51,813.66

Election Management System Hardware

All relevant items listed in EXHIBIT C under ELECTION MANAGEMENT DESIGN & FUNCTIONS-Item #22-Components and in EXHIBIT D - Election Management System Stand-alone Network Server/Client Components should be included. Indicate for each item listed if purchase from the Contractor is required or not. If any item listed includes more than one type of item (bundled pricing), please use TAB 3 - EMS Hardware Components to list each item individually with the associated cost. (Add lines as needed.)

No.	Item	Purchase from Contractor Required (YES or NO)	# of Units	Unit cost	Extended Cost
1	Election Management System Hardware and Software (See Tab 3-EMS Hardware Components for Details)	NO	1	\$39,323.98	\$39,323.98
2				\$0.00	\$0.00
3				\$0.00	\$0.00
4				\$0.00	\$0.00
5				\$0.00	\$0.00
6				\$0.00	\$0.00
7				\$0.00	\$0.00
8	Shipping & Handling			\$0.00	\$0.00
9	Less Discounts (specify)				SEE BELOW
10	Cost Sub-Total (2)				\$39,323.98

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TAB 1 - COST SUMMARY

VOTING SITE DEVICES & CENTRAL COUNT SCANNER/TABULATOR					
All anticipated deliverables for VOTING SITE DEVICES & CENTRAL COUNT SCANNER/TABULATOR shall be itemized and included. Refer to EXHIBIT A-4.1 and EXHIBIT K for guidance on quantities/type of equipment to propose. If any item listed includes more than one type of item (bundled pricing), please use TAB 4-VSD & CCST Components to list each item individually with associated costs. (Add lines as needed.)					
No.	Item	Version (if applicable)	# of Units	Unit cost	Extended Cost
1	Optical Scanner		76	\$5,840.00	\$443,840.00
2	Ballot Marking Device		42	\$3,500.00	\$147,000.00
3	Central Count Scanner/Tabulator		2	\$111,500.00	\$223,000.00
4	Peripherals (specify)				
	DS200 Wireless Modems		76	\$300.00	\$22,800.00
	DS200 Tote Bin		90	\$225.00	\$20,250.00
	4GB EQ Jump Drive		8	\$105.00	\$840.00
	8GB Jump Drive (Additional)		76	\$210.00	\$15,960.00
	ExpressLink Printer		4	\$725.00	\$2,900.00
5	Accessories (specify)			\$0.00	\$0.00
6	ADA Accessories (specify)			\$0.00	\$0.00
7	Consumables (specify)				
	DS200 Ballot Paper - 11" (500 Per Package)		5	\$60.00	\$300.00
	ExpressVote Activation Card Stock -11" (250 Per Package)		10	\$22.50	\$225.00
	ExpressVote Activation Card Stock -14" (250 Per Package)		10	\$23.75	\$237.50
	ExpressVote Activation Card Stock -19" (250 Per Package)		5	\$30.00	\$150.00
8	Shipping & Handling		N/A	\$9,602.75	\$9,602.75
9	Less Discounts (specify)				<u>SEE BELOW</u>
10	Cost Sub-Total (3)				\$887,105.25

SUPPORT SERVICES-INSTALLATION, TESTING, TRAINING					
Costs of support services that need to be provided for the successful implementation of the Voting System should be included in this section. If any item listed includes multiple sub-items, please use TAB 5-Support Services to list each item individually with associated costs. (Add lines as needed.)					
No.	Item	# of Contractor Personnel	# of Units (Indicate days or hours)	Unit cost	Extended Cost
1	On Site Project Management Support	1	18 Days	\$1,650.00	\$29,700.00
2	Installation & Acceptance Testing	N/A	All Proposed Units	\$26,925.00	\$26,925.00
3	Training	1	7 Days	\$1,650.00	\$11,550.00
4	Election On-Site Support (One Event includes a person on-site the day before, day of, and day after election)	1	3 Events	\$4,525.00	\$13,575.00
5	Less Discounts (specify)				<u>SEE BELOW</u>
6	Cost Sub-Total (4)				\$81,750.00

Customer Discount		
1	Less Customer Discount	(\$104,874.97)
2	Less Trade-In Allowance	(\$10,550.00)

TOTAL COST (1+2+3+4)		\$944,567.92
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TAB 2 - EMS SOFTWARE COMPONENTS

Use this **TAB 2** to itemize components and associated costs included in the **TAB 1-Cost Summary** under Election Management System Software for any item listed as a package, license, etc. (Add lines as needed.)

No.	<i>Item</i>	<i>Version (if applicable)</i>	<i># of Units</i>	<i>Unit cost</i>	<i>Extended Cost</i>
1	ElectionWare PYO Standard (Base Package)		1	\$37,645.00	\$37,645.00
2	ExpressLink Software		1	\$4,070.00	\$4,070.00
3	External Connector License for Modeming		2	\$2,580.00	\$5,160.00
4	Cerberus FTP Pro 6.0.7.1 (DS200 Modeming)		2	\$654.67	\$1,309.34
5	Cerberus FTP Pro 6.0.7.1 (DS850 Networking)		2	\$654.67	\$1,309.34
6	Microsoft Excel 2013		2	\$280.00	\$560.00
7	Adobe Acrobat Standard XI		4	\$401.33	\$1,605.32
8	WS_FTP Pro Ipswitch 12.4		2	\$77.33	\$154.66
9				\$0.00	\$0.00
10				\$0.00	\$0.00
11				\$0.00	\$0.00
12				\$0.00	\$0.00
13				\$0.00	\$0.00
14				\$0.00	\$0.00
15				\$0.00	\$0.00
16				\$0.00	\$0.00
TOTAL					\$51,813.66

Footnotes:

- 1 See "TAB 1-Cost Summary" for available Customer Discount.

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TAB 3 - EMS HARDWARE COMPONENTS

Use this **TAB 3** to itemize components and associated costs included in the **TAB 1-Cost Summary** under Election Management System Hardware that includes more than one type of item (bundled pricing.) (Add lines as needed.)

No.	Item	Purchase from Contractor Required (YES or NO)	# of Units	Unit cost	Extended Cost
1	Dell Poweredge R230 (Data Communication Server)	NO	2	\$3,213.33	\$6,426.66
4	Dell Poweredge R430 (EMS File Server)	NO	2	\$6,466.67	\$12,933.34
2	Dell E2215HV 22" Wide LED LCD VGA Monitor	NO	4	\$180.00	\$720.00
3	APC Smart-UPS C 1500VA 2U Rack Mountable (Servers)	NO	2	\$687.00	\$1,374.00
5	Dell Optiplex 5040 Mini (Desktop)	NO	4	\$1,620.00	\$6,480.00
6	Uninterruptible Power Supply (UPS) Battery Backup, 750 VA (For Workstations)	NO	2	\$140.00	\$280.00
7	OKI B432DN Mono Laser Duplex Printer	NO	1	\$416.00	\$416.00
8	Startech 6' USB 2.0 A-B Cable	NO	1	\$3.33	\$3.33
9	Cisco ASA 5505 10 U BDL Chas S/W 10U 3DES/AES (Cisco Smartnet F/ ASA 5505 - 1YR)	NO	1	\$581.33	\$581.33
10	D-Link Gigabit Network Switch, 8 Port	NO	1	\$62.67	\$62.67
11	Dell 24U Rack Enclosure (Does not include PDU's or Shelves)	NO	1	\$1,353.33	\$1,353.33
12	Dell Latitude E5700 (Laptop)	NO	4	\$2,173.33	\$8,693.32
13				\$0.00	\$0.00
14				\$0.00	\$0.00
15				\$0.00	\$0.00
TOTAL					\$39,323.98

Footnotes:

- 1 See "TAB 1-Cost Summary" for available Customer Discount.

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TAB 4 - VSD & CCST COMPONENTS

Use this **TAB 4** to itemize components and associated costs included in the **TAB 1-Cost Summary** under **VOTING SITE DEVICES & CENTRAL COUNT SCANNER/TABULATOR** that include more than one type of item. (Add lines as needed.)

No.	Item	Purchase from Contractor Required (YES or NO)	# of Units	Unit cost	Extended Cost
1	Model DS200 (Includes Scanner, Internal Backup Battery, Plastic Ballot Box with Steel Door and e-Bin, Paper Roll, and 8GB Jump Drive)	YES	76	\$5,840.00	\$443,840.00
2	DS200 Wireless Modem (Price does not include data transmission fees)	YES	76	\$300.00	\$22,800.00
3	DS200 Tote Bin	YES	90	\$225.00	\$20,250.00
4	4GB EQ Jump Drive	YES	8	\$105.00	\$840.00
5	8GB Jump Drive (Additional)	YES	76	\$210.00	\$15,960.00
6	DS200 Ballot Paper - 11" (500 Per Package)	YES	5	\$60.00	\$300.00
8	ExpressVote Ballot Marking Device (Includes Terminal, Soft-Sided Case, Internal Backup Battery, ADA Keypad, Headphones, and 4GB Flash Drive)	YES	42	\$3,500.00	\$147,000.00
9	ExpressLink Printer	YES	4	\$725.00	\$2,900.00
10	ExpressVote Activation Card Stock -11" (250 Per Package)	YES	10	\$22.50	\$225.00
11	ExpressVote Activation Card Stock -14" (250 Per Package)	YES	10	\$23.75	\$237.50
12	ExpressVote Activation Card Stock -19" (250 Per Package)	YES	5	\$30.00	\$150.00
6	Model DS850 (Includes Scanner, Initial Annual License Fee, Steel Table, Start-Up Kit, Dust Cover, Reports Printer, Audit Printer, Battery Backup, Two (2) USB Cables, and Three (3) 8GB Thumb Drives)	YES	2	\$111,500.00	\$223,000.00
7	Shipping & Handling (Includes Preparation, Packaging, and Palletization of Trade-In Equipment)	YES	N/A	\$9,602.75	\$9,602.75
8				\$0.00	\$0.00
9				\$0.00	\$0.00
10				\$0.00	\$0.00
TOTAL					\$887,105.25

Footnotes:

- 1 See "TAB 1-Cost Summary" for available Customer Discount.

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TAB 5 - SUPPORT SERVICES

Use this **TAB 5** to itemize components and associated costs included in the **TAB 1-Cost Summary** under SUPPORT SERVICES-INSTALLATION, TESTING, TRAINING that include more than sub-items. (Add lines as needed.)

No.	<i>Item</i>	<i># of Contractor Personnel</i>	<i># of Units (Indicate days or hours)</i>	<i>Unit cost</i>	<i>Extended Cost</i>
1	Installation - EMS at Customer Site	N/A	4 Days	\$2,300.00	\$9,200.00
2	Installation - DS200	N/A	76 Units	\$115.00	\$8,740.00
3	Installation - ExpressVote BMD	N/A	42 Units	\$105.00	\$4,410.00
4	Installation/Training Fee (1st Unit) - DS850	N/A	1 Unit	\$3,575.00	\$3,575.00
5	Installation/Training Fee (Each Additional Unit) - DS850	N/A	1 Unit	\$1,000.00	\$1,000.00
6	Equipment Operations Training Day	1	2 Days	\$1,650.00	\$3,300.00
7	Software Training Day	1	5 Days	\$1,650.00	\$8,250.00
8	ES&S Voter Education Videos and Artwork Materials in Digital Format	N/A	1	Included	Included
9	Election On-Site Support (One Event includes a person on-site the day before, day of, and day after election)	1	3 Events	\$4,525.00	\$13,575.00
10	Project Management	1	18 Days	\$1,650.00	\$29,700.00
11				\$0.00	\$0.00
12				\$0.00	\$0.00
13				\$0.00	\$0.00
14				\$0.00	\$0.00
15				\$0.00	\$0.00
16				\$0.00	\$0.00
17				\$0.00	\$0.00
TOTAL					\$81,750.00

Footnotes:

1 See "TAB 1-Cost Summary" for available Customer Discount.

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TAB 6 - OPTIONAL ITEMS & SERVICES	
Use this TAB 6 to itemize optional items and services and the associated costs that may be purchased at the discretion of the IRCSOE. (Add lines as needed.)	

OPTIONAL EMS SOFTWARE COMPONENTS (including web-based applications)					
<i>No.</i>	<i>Item</i>	<i>Version (if applicable)</i>	<i># of Units</i>	<i>Unit cost</i>	<i>Extended Cost</i>
1				\$0.00	\$0.00
2				\$0.00	\$0.00
3				\$0.00	\$0.00
4				\$0.00	\$0.00
5				\$0.00	\$0.00
6				\$0.00	\$0.00

OPTIONAL EMS HARDWARE COMPONENTS					
<i>No.</i>	<i>Item</i>	<i>Model (if applicable)</i>	<i># of Units</i>	<i>Unit cost</i>	<i>Extended Cost</i>
1				\$0.00	\$0.00
2				\$0.00	\$0.00
3				\$0.00	\$0.00
4				\$0.00	\$0.00
5				\$0.00	\$0.00
6				\$0.00	\$0.00

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TAB 6 - OPTIONAL ITEMS & SERVICES

VOTING SITE DEVICES & CENTRAL COUNT SCANNER/TABULATOR Accessories-Peripherals-Consumables-Modems-Media, etc.					
<i>No.</i>	<i>Item</i>	<i>Model (if applicable)</i>	<i># of Units</i>	<i>Unit cost</i>	<i>Extended Cost</i>
1				\$0.00	\$0.00
2				\$0.00	\$0.00
3				\$0.00	\$0.00
4				\$0.00	\$0.00
5				\$0.00	\$0.00
6				\$0.00	\$0.00
7				\$0.00	\$0.00
8				\$0.00	\$0.00

OPTIONAL SERVICES & TRAINING (Including web-based services & training)					
<i>No.</i>	<i>Item</i>	<i># of Contractor Personnel</i>	<i># of Units (Indicate days or hours)</i>	<i>Unit cost</i>	<i>Extended Cost</i>
1				\$0.00	\$0.00
2				\$0.00	\$0.00
3				\$0.00	\$0.00
4				\$0.00	\$0.00
5				\$0.00	\$0.00
6				\$0.00	\$0.00

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TAB 7 - Post Warranty Annual Software License and Ongoing Maintenance Costs

Contractor shall ensure that all associated costs are included in the below annual maintenance cost.

No.	Item	Year										Total Cost	
		1	2	3	4	5	6	7	8	9	10		
1	Election Management System Software	Warranty Period	\$43,369.00	\$43,369.00	\$43,369.00	\$43,369.00	\$43,369.00	\$43,369.00	\$43,369.00	\$43,369.00	\$43,369.00	\$43,369.00	\$390,321.00
2	Optical Scanner-Firmware	Warranty Period	\$6,992.00	\$6,992.00	\$6,992.00	\$6,992.00	\$6,992.00	\$6,992.00	\$6,992.00	\$6,992.00	\$6,992.00	\$6,992.00	\$62,928.00
3	Optical Scanner-Hardware	Warranty Period	\$16,188.00	\$16,188.00	\$16,188.00	\$16,188.00	\$16,188.00	\$16,188.00	\$16,188.00	\$16,188.00	\$16,188.00	\$16,188.00	\$145,692.00
4	Ballot Marking Device-Firmware	Warranty Period	\$3,150.00	\$3,150.00	\$3,150.00	\$3,150.00	\$3,150.00	\$3,150.00	\$3,150.00	\$3,150.00	\$3,150.00	\$3,150.00	\$28,350.00
5	Ballot Marking Device-Hardware	Warranty Period	\$5,796.00	\$5,796.00	\$5,796.00	\$5,796.00	\$5,796.00	\$5,796.00	\$5,796.00	\$5,796.00	\$5,796.00	\$5,796.00	\$52,164.00
6	Central Count Scanner/Tabulator-Firmware	Warranty Period	\$3,628.00	\$3,628.00	\$3,628.00	\$3,628.00	\$3,628.00	\$3,628.00	\$3,628.00	\$3,628.00	\$3,628.00	\$3,628.00	\$32,652.00
7	Central Count Scanner/Tabulator-Hardware	Warranty Period	\$9,204.00	\$9,204.00	\$9,204.00	\$9,204.00	\$9,204.00	\$9,204.00	\$9,204.00	\$9,204.00	\$9,204.00	\$9,204.00	\$82,836.00
8	Peripherals	Warranty Period	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$0.00
9	ExpressLink Software	Warranty Period	\$4,689.00	\$4,689.00	\$4,689.00	\$4,689.00	\$4,689.00	\$4,689.00	\$4,689.00	\$4,689.00	\$4,689.00	\$4,689.00	\$42,201.00
10	Total Costs Years 1 - 10											\$837,144.00	