

CORRECTIONS TO ES&S POWER POINT: Notice how alleged 10 year costs for Clear Ballot are overinflated to the tune of \$2,000,000 – more than double the actual costs -- on **SLIDE 4** below. See our revision report for how our correct figures were arrived at.

10 Year Legacy Cost Estimates

Additional costs to the county NOT included in outright purchase proposal

<u>ES&S</u>	<u>Clear Ballot</u>	
• Paper.....\$180,000	• Paper.....\$1,130,000	\$440,166
• Post Warranty Maintenance & Support.....\$912,910	• Post Warranty Maintenance & Support.....\$871,245	\$871,245
• Ballot Transfer Bags.....\$34,000	• Additional Scanners.....\$627,000	0
• Additional Secure Ballot Containers.....\$6,000	• Privacy Screens/Booths.....\$600,000	\$18,360 - \$88,128
• Additional On-site Election Support.....\$4,500	• Pens.....\$30,000	0 - \$12,240
	• Printer Ink (ADA).....\$160,000	\$25,245
	• Additional On-site Election Support.....\$6,000	\$6,000
• Total: \$1,137,410	• Total: \$3,424,245	Revised Total: \$1,361,016 - \$1,443,024

The ES&S power point **SLIDE 5** left off the Clear Ballot vendor discount and did some fancy, hidden calculations to arrive at their incorrect *final negotiated price. Real Clear Ballot costs are half of alleged costs portrayed in this power point. **(See back for fudged calculations).**

Estimated total 10 year cost:

<u>ES&S</u>	<u>Clear Ballot</u>	
• Vendor Proposal..... \$2,944,371	• Vendor Proposal.....\$1,921,032	\$1,921,032
• Legacy Costs.....\$1,137,410	• Legacy Costs.....\$3,424,245	\$1,361,016 -
• Federal Grant.....(-\$342,000)	• Federal Grant.....(-\$342,000)	\$1,443,024
		(-\$342,000)
• Total: \$3,739,791	• Total: \$5,003,277	(-\$455,000) Discount

* final negotiated price

***Total: \$3,375,787**

This total is WRONG.

See corrected Slide 19 for

TRUE total of \$3,717,787

Total: \$2,485,048 - \$2,567,056

SLIDE 19 (corrected) explains the hidden calculations used to disguise how their “final negotiated cost” is smaller than the true figure.

I did not have access to the ES&S proposal so don't know if their own figures are accurate.

This whole presentation—crafted to sell their system to election officials in Northampton County-- seems to go way beyond normal marketing and veers off into fraud territory. We've witnessed versions of this at the expos with attendees being told many of the things in the “pollworker concerns” and claims about competitors' costs that are exaggerations or simply untrue. One reason **VENDORS SHOULD NOT BE YOUR PRIMARY SOURCE OF INFORMATION.**

Final Negotiated Cost: (green are ES&S power point totals, blue are my comments).

ES&S

- Paper & Printing.....\$9,000
- Ballot Bags.....\$34,000
- Equipment/Software/Support....\$2,879,377
- \$2,922,377
- HAVA Grant..... (-\$342,000)

- 2019 Total proposal cost: **\$2,580,377**
- Add 10 year legacy cost 1,137,410
- Total cost over 10 years: **~~\$3,375,787~~**
- **TRUE Cost over 10 years: \$3,717,787**

They split the “new” negotiated vendor proposal from Slide 5 into three items here (to confuse what's being compared?). They only negotiated a reduction of \$22,000 from original Slide 5 price of \$2,944,371 down to \$2,922,377.

Subtract HAVA Grant. So far, so good.

To arrive at their Total cost over 10 years, the original Slide 19 does not show it but adds the 10 year legacy costs from Slide 4 to their 2019 proposal cost here. $\$2,580,377 + \$1,137,410 = \$3,717,787$ (not **~~\$3,375,787~~** as they show for their final calculation). Since they don't show any calculations at this point, how did they arrive at this? The clue is in the difference:

$\$3,717,787 - \$3,375,787 = \$342,000$. The original power point deducted the Grant again without showing any Slide 19 calculations.

BOTTOM LINE for estimated 10 YEAR COSTS for Northampton County:

ES&S **\$3,717,787**

CLEAR BALLOT **\$2,485,048 - \$2,567,056**