



**ALBANY COUNTY
BOARD OF ELECTIONS**
224 S. Pearl St Albany, NY 12202
(518) 487-5060 • Fax (518) 487-5077
boardofelections@albanycounty.com
www.albanycounty.com/vote

Commissioners
ALISON MCLEAN LANE, DEMOCRATIC
RACHEL BLEDI, REPUBLICAN

Deputy Commissioners
DAVID CADY, DEMOCRATIC
MELISSA KERMANI, REPUBLICAN

MEMO

TO: Joanne Cunningham, Chairwoman of the Legislature
Dennis Feeny, Majority Leader
Frank Mauriello, Minority Leader
Dave Reilly, Commissioner of Management & Budget

FROM: Rachel Bledi, Board of Elections Republican Commissioner
Alison McLean Lane, Board of Elections Democratic Commissioner

RE: Purchase of High-Speed Ballot Scanner

DATE: 03/05/2025

Please be advised that the Albany County Board of Elections is seeking approval to purchase a high-speed central ballot scanner and tabulator to facilitate ballot canvassing in the amount of \$150,160. The DS950 is manufactured by Election Systems and Software, the same company that supplies our voting machines and ballot creation software. We currently have one ballot scanner and have determined that a second scanner is necessary to handle the volume of ballot scanned and ensure a back-up machine is available in the event maintenance is required.

The DS950 is listed on NYS OGS Contract No. PC69386, Award #23198 with a contract period of June 15, 2021 – June 14, 2026. The Board of Elections has received a reimbursable NYS Grant, Ballot By Mail Grant, in the amount of \$123,994.27 to help offset the cost.

REQUEST FOR LEGISLATIVE ACTION

Contract and Purchase Approval for Board of Elections with Elections Systems & Software

..title

Purchase of High-speed ballot scanner

..body

| | | | |
|--------------------|-------------------------------------|---------------|-----------------------------------|
| Date: | 03/05/2025 | Submitted By: | Rachel Bledi & Alison McLean Lane |
| Department: | Board of Elections | Title: | Commissioner of Elections |
| Attending Meeting: | Rachel Bledi and Alison McLean Lane | Phone: | (518) 487-5070 |

Purpose of Request: Contract Authorization

CONTRACT TERMS/CONDITIONS:

Party Names and Addresses: Election Systems & Software

| | |
|------------------------------------|--------------------------|
| Term: (Start/end date or duration) | 03/01/2025 to 12/31/2025 |
| Amount/Raise Schedule/Fee: | \$150,160 |

BUDGET INFORMATION:

| | |
|---------------------------|---|
| Is there a Fiscal Impact: | Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> |
| Anticipated in Budget: | Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> |
| Spreadsheet attached: | Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> |

Source of Funding – (Percentages)

| | | | |
|----------|-----|-------------|-----|
| Federal: | 0 | County: | 18% |
| State: | 82% | Local: | 0 |
| | | Enter text: | |

County Budget Accounts:

| | |
|---------------------------------|-------------|
| Revenue Account and Line: | A1450 03026 |
| Revenue Amount: | \$123,995 |
| Appropriation Account and Line: | A1450 22900 |
| Appropriation Amount: | \$150,160 |

ADDITIONAL INFORMATION:

| | |
|-------------------------------|---|
| Mandated Program/Service: | Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> |
| If Mandated, Cite Authority: | Election Law |
| Request for Bids / Proposals: | |
| Competitive Bidding Exempt: | Yes <input type="checkbox"/> No <input type="checkbox"/> |
| # of Response(s): | Enter text. |
| # of MWBE: | Enter text. |
| # of Veteran Business: | Enter text. |
| Bond Resolution No.: | Enter text. |
| Apprenticeship Program | Yes <input type="checkbox"/> No <input type="checkbox"/> |

Previous requests for Identical or Similar Action:

DESCRIPTION OF REQUEST:

Please be advised that the Albany County Board of Elections is seeking approval to purchase a high-speed central ballot scanner and tabulator to facilitate ballot canvassing in the amount of \$150,160. We currently have one ballot scanner and have determined that a second scanner is necessary to handle the volume of ballot scanned and ensure a back-up machine is available in the event maintenance is required. The DS950 is listed on NYS OGS Contract No. PC69386, Award #23198 with a contract period of June 15, 2021 – June 14, 2026. The Board of Elections has received a reimbursable NYS Grant, Ballot By Mail Grant, in the amount of \$123,994.27 to help offset the cost.



DANIEL P. McCOY
COUNTY EXECUTIVE

COUNTY OF ALBANY
DEPARTMENT OF GENERAL SERVICES
PURCHASING DIVISION
112 STATE STREET, ROOM 1000,
ALBANY, NEW YORK 12207-2021
(518) 447-7140 - FAX (518) 447-5588

DAVID M. LATINA
COMMISSIONER OF GENERAL SERVICES

PAMELA O NEILL
PURCHASING AGENT

MEMORANDUM

TO: Rachel Bledi, Commissioner
Alison McLean-Lane, Commissioner

FROM: Pamela O Neill *Pamela*
Purchasing Agent

DATE: March 5, 2025

RE: Purchase of High-Speed Scanner and Tabulator

I am in receipt of your recommendation to purchase a DS950 High-Speed Scanner and Tabulator from Election Systems and Software in the amount of \$150,160.00.

As Election Systems and Software has a current NYS Contract PC69386 and the item is available for purchase from the NYS Contract I approve your recommendation.

Please obtain the necessary contract approval of the Albany County Legislature so that we may issue a purchase order.



Office of General Services Procurement Services

Coming Tower, Empire State Plaza, Albany, NY 12242 | <https://ogs.ny.gov/procurement> | customer.services@ogs.ny.gov | 518-474-6717

Contract Award Notification Update

Subject: Price List Updates – Election Systems & Software, LLC

DATE: July 09, 2024 **AWARD #:** [23198](#) **GROUP #:** 22300

AWARD DESCRIPTION: Voting Systems and Related Services and Accessories

CONTRACT PERIOD: June 15, 2021 – June 14, 2026

CONTACT: OGS.sm.PS_AA_Voting@ogs.ny.gov

CONTRACT NO.: PC69386 **CONTRACTOR:** Election Systems & Software, LLC.

Election Systems & Software, LLC.:

An annual price list increase was approved in accordance with the Contract Sections 2.9, Price List Updates and Section 2.9.3, Maximum Price Increase for the following Products:

| Part/Stock Number | Product Name | Previous Net NYS Price | New Net NYS Price |
|----------------------------|---|------------------------|-------------------|
| 67500 | DS200 Digital Scanner | \$6,430.00 | \$6,640.00 |
| 67500-1 | DS200 Digital Scanner | \$6,050.00 | \$6,245.00 |
| 6800 | DS850 Central Scanner | \$126,510.00 | \$130,680.00 |
| EW-PYO STANDARD BASE PKG-1 | EMS Program Your Own (PYO) Software | \$21,230.00 | \$21,930.00 |
| EW-PYO STANDARD BASE PKG-2 | EMS Program Your Own (PYO) Software | \$40,430.00 | \$41,760.00 |
| EW-PYO STANDARD BASE PKG-3 | EMS Program Your Own (PYO) Software | \$67,990.00 | \$70,230.00 |
| /110091 | Hardware and Software Modifications | \$280.00 | \$285.00 |
| /213805 | AutoMARK Firmware License/Maintenance | \$73.00 | \$75.25 |
| /211711 | DS200 - Extended Warranty with Biennial Maintenance Upgrade | \$138.00 | \$142.50 |
| /211710 | DS200 - Extended Warranty with Annual Maintenance Upgrade | \$180.00 | \$185.75 |
| /211231 | DS850 - Extended Warranty with Annual Maintenance Upgrade | \$1,660.00 | \$1,710.00 |
| /110097-1 | ES&S Certified Technician Program | \$2,255.00 | \$2,325.00 |

| | | | |
|--------------|--|--------------|--------------|
| 97-00556 | ExpressVote XL Secure Card Container (Additional) | \$136.16 | \$140.50 |
| 67341 | ExpressVote XL Curtain (Additional) | \$99.45 | \$102.50 |
| 98-00077 | ExpressVote XL Universal Voting Console (UVC) Keypad with Headphones | \$259.88 | \$268.25 |
| 67300 | ExpressVote XL Keys for Random Locks | \$4.56 | \$4.70 |
| 290-00001-00 | ExpressVote XL Battery Backup | \$373.31 | \$385.00 |
| 4200 | ExpressVote Printer | \$815.52 | \$840.00 |
| 98-10022-00 | ExpressVote Printer Soft-Sided Carrying Case | \$50.16 | \$51.75 |
| 6101 | ExpressVote Printer Connecting Cable (Additional) | \$7.81 | \$8.05 |
| 95100 | DS950 High-Speed Scanner and Tabulator | \$145,366.57 | \$150,160.00 |
| 6833 | DS950 Keys | \$6.81 | \$7.00 |
| 70-00001 | ExpressVote Blank Ballot Card Stock - 11" (250 per pkg) | \$27.31 | \$28.20 |
| 70-00002 | ExpressVote Blank Ballot Card Stock - 14" (250 per pkg) | \$28.56 | \$29.50 |
| 70-00004 | ExpressVote Blank Ballot Card Stock - 19" (250 per pkg) | \$34.81 | \$35.90 |
| 213101 | DS300 Firmware License/Maintenance | \$104.26 | \$107.50 |
| 213140 | ExpressVote XL Firmware License/Maintenance | \$108.00 | \$111.50 |
| 213080 | DS950 Firmware License/Maintenance | \$2,154.00 | \$2,225.00 |
| 211713 | DS300 - Extended Warranty with Biennial Maintenance Upgrade - For Units Within Original Five (5) Year Warranty Period | \$133.04 | \$137.25 |
| 211714 | DS300 - Extended Warranty with Annual Maintenance Upgrade - For Units Within Original Five (5) Year Warranty Period | \$173.76 | \$179.45 |
| 211935 | ExpressVote XL - Extended Warranty with Annual Maintenance Upgrade - For Units Within | \$95.00 | \$98.00 |



DS950[®]

High-Speed Scanner and Tabulator

No rescanning

If scanning is interrupted, there's no need to rescan all the ballots. Green lights indicate a ballot has been tabulated and red lights indicate it has not been tabulated.

Less adjudication

Intelligent Mark Recognition (IMR[®]) and Positive Target Recognition & Alignment Compensation (PTRAC[®]) technologies reduce the number of ballots requiring time-consuming manual adjudication.

Easy to use

Touch-screen interface walks the user through the tabulation process step by step. Monitor position is adjustable for different heights and convenient storage.

Customizable, full-speed sorting

No scanning interruptions for damaged ballots or ballots with exceptions. Sorts ballots into:

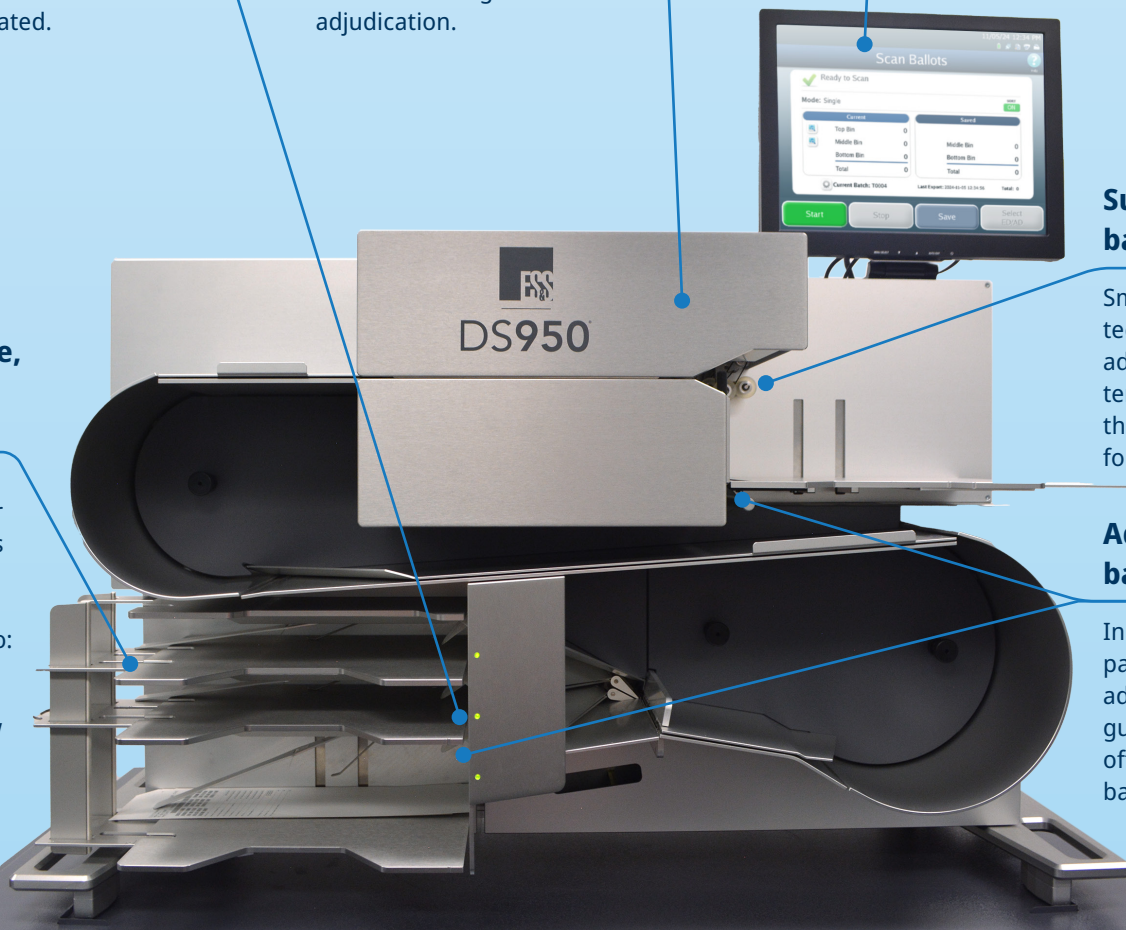
- Requires further review
- Write-ins
- Counted

Superior ballot feeding

Smart Pick technology auto-adjusts reverse belt tension, reducing the opportunity for misfeeds.

Advanced ballot control

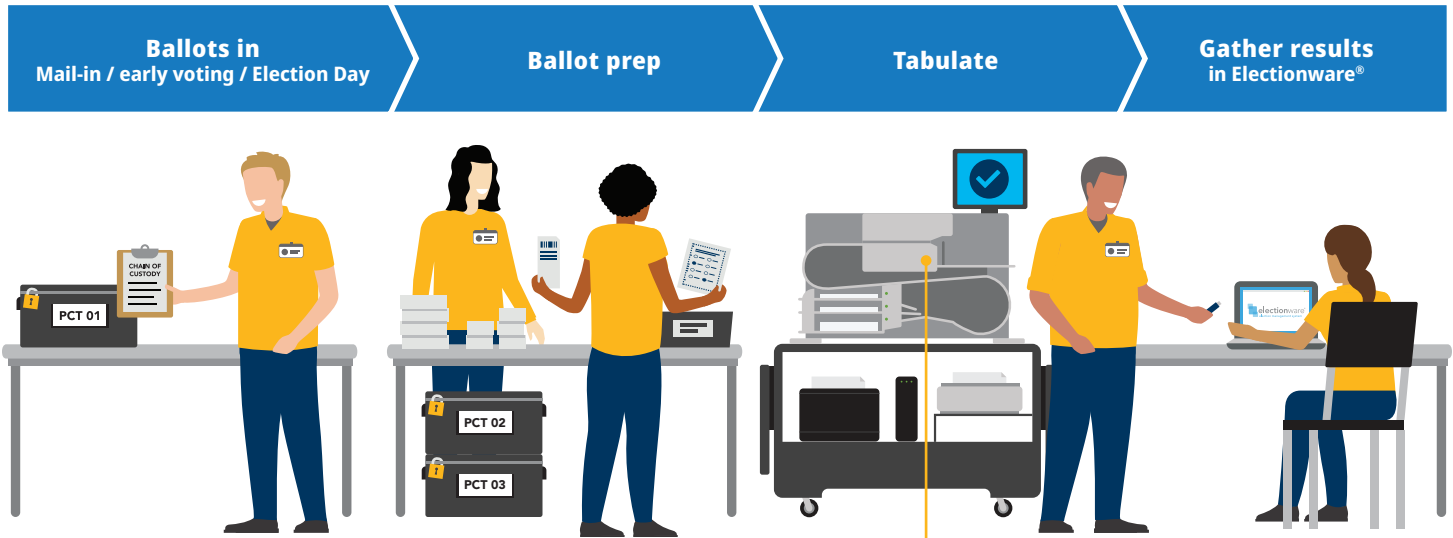
Input tray friction pad and output tray advanced ballot guide engineering offer improved ballot control.



Complete ballot control from start to finish

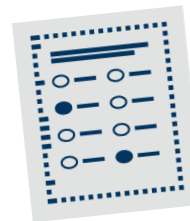
Let the DS950 handle scanning, separating and sorting ballots all without missing a beat. All ES&S tabulators scan ballots in any orientation – no need to make sure ballots are face-up and top-edge first before scanning.

Process more ballots in less time



What you *don't* get with commercial-off-the-shelf (COTS) tabulators:

- **Purpose-built equipment.** Election experts designed ES&S tabulators specifically for elections.
- **Fewer scanning interruptions.** ES&S tabulators scan and tabulate previously folded and damaged ballots.
- **Customizable sorting.** ES&S tabulators allow for user-definable, real-time sorting, including both physical and digital ballot management.
- **Longer product life.** ES&S products are engineered with industrial-grade components, ensuring a 5-7 year production and service parts supply. Our parts manufacturers are dedicated to maintaining form, fit and functional equivalents when an inevitable change comes. This allows ES&S to support our products typically 10+ years.



280

14-inch flat ballots
processed per minute

Security you can count on®



The DS950 offers so many security features, we couldn't include them all here. To learn more about the great lengths we go to protect our systems and data, visit essvote.com/feature/security.

Albany County, New York - Board of Elections **Quote Date:** 2/10/2025
Purchase Proposal Quote - NY OGS Contract No. PC69386 **Quote Valid Through:** 3/12/2025
 Submitted by Election Systems & Software

Purchase Solution Includes:

| Quantity | Item Description | Unit Price | Extended Price |
|----------|------------------|------------|----------------|
|----------|------------------|------------|----------------|

Voting System

| | | | |
|---|--|--------------|--------------|
| 1 | DS950 High-Speed Scanner and Tabulator: DS950 (Includes Steel Table/Cart, Start-Up Kit, Dust Cover, Reports Printer, Battery Backup, USB Cable, Two (2) Standard 8GB Memory Devices, Installation, Shipping and Five (5) Year Hardware Warranty with Biennial Maintenance) | \$150,160.00 | \$150,160.00 |
|---|--|--------------|--------------|

Total Purchase Solution \$150,160.00

Payment Terms

| | |
|--|-------------|
| Amount due within thirty (30) calendar days of contract execution: | \$75,080.00 |
| Amount due within thirty (30) calendar days of delivery of Hardware and/or Software: | \$75,080.00 |

Annual License and Maintenance and Support Fees After Year 1

| | | | |
|---|--|------------|------------|
| 1 | Annual Post-Warranty Firmware License and Maintenance and Support Fees: Firmware License - DS950 | \$2,225.00 | \$2,225.00 |
|---|--|------------|------------|

Total Annual Post-Warranty License and Maintenance and Support Fees After Year 1 \$2,225.00

Footnotes:

1. This quote is an estimate and is subject to final review and approval by both ES&S and the Customer.
2. Any applicable (City & State) sales taxes have not been included in pricing and are the responsibility of the customer.
3. Subject to state, municipal, jurisdictional, provincial or territory laws to the contrary, the above pricing information is confidential, proprietary and trade secret information of ES&S and is intended only for the use of the individual or entity to which the document is directed to. This information may not be disclosed or reproduced either publicly or to any other individual or entity without the prior written authorization of ES&S.