

Dallas County, Texas Budget

Under the USE program, *BALLOTsafe* will be offered by ES&S-SCYTL as a software as a service (SaaS) model. This model has several price components: Activation and Implementation Services Fees, Annual Right-To-Use License and Service Fees during the Research Program, and ongoing Right-To-Use License Fees and Per Ballot Processing Fees after the Research Program is completed.

For the initial Research Program, which includes the 2012 Election Cycle, the following deliverables will be provided:

Activation and Implementation Services	Software License and Services - 2012
System Activation & Initial configuration	Right-to-use license of <i>BALLOTsafe</i>
Definition of specifications	Election Specific System Configuration
Customization to meet specifications	Secure Primary and Backup Hosting
Installation and deployment	Help-desk / Technical Support
Integration with existing EMS	Enhancements, New Releases & Upgrades
Integration with existing VR	Account Management
Training & Documentation	
Project management	

Budget for the participation in the USE Research Program

The budget of Dallas County, TX for the participation in the USE Research Program is \$211,715.00, as set forth in the table below. This budget includes the Activation and Implementation Services and Annual Right-To-Use License and Service Fees through the 2012 General Election Year.

Description	Fee
Activation and Implementation Services:	
Activation, Configuration, Customization, and Documentation	\$95,500.00
System Integration	\$40,000.00
Acceptance Testing	\$10,000.00
Project Management and Research Support	\$23,625.00
Training and Documentation	\$7,875.00
Total Activation and Implementation Services	\$177,000.00
Software License and Services – 2012:	
Right-to-use license of <i>BALLOTsafe</i> , Secure Primary and Backup Hosting, Help Desk/Technical Support, Software Maintenance and Support for all elections through Nov 2012	\$41,875.00
Account Management and Research Data Support	\$33,625.00
Election Specific System Configuration	\$6,300.00
Total Annual License Fees and Services - 2012	\$81,800.00
Total Fees	\$258,800.00
Less Discount	\$(51,760.00)
BallotSafe Fees, net of Discount	\$207,040.00
ES&S Okidata 9650 Ballot on Demand Printer	\$4,675.00
Total Fees, net of discount	\$211,715.00
<small>(All prices are exclusive of any applicable taxes, all of which are the responsibility of the County)</small>	

Ongoing Fees

Following the conclusion of the Research Program, *BallotSafe* is available for use in supporting UOCAVA voters, as well as disabled voters and absentee-by-mail voters. The ongoing Annual Software License and Service Fees will consist of a fixed price per year and a per ballot processing/duplication fee as follows.

Description	UOM	2013	2014	2015	2016
Annual Right-To-Use Software License	License	\$52,900.00	\$55,547.00	\$55,547.00	\$58,327.00
Outgoing Ballot Processing Fee	Each	\$1.00	\$1.05	\$1.05	\$1.10
Incoming Ballot Processing Fee	Each	\$0.25	\$0.26	\$0.26	\$0.27
Automatic Ballot Duplication Fee	Each	\$0.75	\$0.79	\$0.79	\$0.83

The above fees entitle the County to the following:

- Right-To-Use License
- Upgrades and Enhancements from Product Roadmap and Bug Fixes
- Help Desk & Troubleshooting Support
- Primary and Backup Secure Hosting
- Research Data and Support
- Account Management

Should Dallas County require additional Training, Election Specific System Configuration, or other Services not included in the Ongoing Fees table above, those services will be subject to a separate charge to be agreed to by the parties.

Total Initial and Ongoing Fees

The total fixed fees budget (excluding Ballot Processing/Duplication Fees) for Dallas County, TX for participation in the USE research program through the 2016 General Election Year is \$438,711.00, including the Ballot on Demand Printer. It is our understanding that all years through 2016 may be funded by the EASE grant program sponsored by FVAP. Should Dallas County receive 100% funding for the fixed fees of \$438,711.00 and the Ballot Processing/Duplication Fees as calculated by the Dallas County there would be no additional County Funds required for this program other than those required as a result of underestimating the Ballot Processing/Duplication Fees, or other services not included in the ongoing fees.

Return on Investment Analysis for the USE Research Program

Due to the enhancements and research being provided and conducted through the UOCAVA Systems Enhancement Research Program, cost and time savings will be realized for multiple costs items associated with the absentee voting process. Overall, the easier process and

technology of the USE Program will enfranchise more voters such that the number of ballots processed and registrations will increase.

- Return on Investment – postal mail of ballots

Currently, ballots delivered by postal mail incur per-election personnel and capital expenditures to print, package, and mail the ballots. By providing electronic ballot delivery, established in a onetime development and integration effort, there will be less costs over time as the cost to maintain the initial expenditure is much less than the per-election cost now incurred to print and mail ballots to the UOCAVA voters.

- Return on Investment – email of ballots

To support the email of ballots, it requires a significant per-election time investment from an IT official in the office to attach PDFs and address each email. Currently, Dallas County estimates that it takes 1 hour to the preparation and delivery of an emailed ballot. By providing electronic ballot delivery via an online website, established in a onetime development and integration effort, there will be fewer costs over time as the cost to maintain the initial expenditure is much less than the per-election cost now incurred to print and mail ballots to the UOCAVA voters. Once ballots are finalized, they can be provided to all voters within the same day. This was not possible before.

- Return on Investment – duplication of ballots

Currently, ballots returned by voters who receive them by email or fax must be duplicated manually. This normally takes 2 or more people at least 5 – 15 minutes to duplicate one ballot. This accounts for the time it takes to duplicate and verify correct duplication in front of witnesses. The automated ballot duplication provided by *BALLOTsafe* provides an automated work flow which reduces the number of people and time it takes to duplicate a ballot. This process also reduces the errors which are introduced and expedites the accounting which must be done. This saves time and money invested in employing many permanent and temporary election workers to perform this task.

- Return on Investment – communication with voters

The online presence of *BALLOTsafe* will provide UOCAVA voters the ability to retrieve jurisdiction specific communication in the form of messages, online chat, and help menus. This will reduce the amount of support required by dedicated personnel and, thereby, reduce per-election cost associated with providing assistance.

These cost and time savings will add up to a positive return on investment. Specifically, the jurisdiction will save more money over time, by reducing per-election costs, than the amount of the initial investment through the grant. The research and analysis conducting during the grant period will collect real statistics and provide a quantitative ROI analysis.