BEFORE THE BOARD OF COMMISSIONERS OF LANE COUNTY, OREGON

ORDER NO: 19-07-30-01

IN THE MATTER OF DELEGATING
AUTHORITY TO THE COUNTY
ADMINISTRATOR TO SIGN A CONTRACT
FOR PURCHASE OF AN APEX SORTER,
SERVER, SOFTWARE AND RELATED
ITEMS FOR ELECTIONS

WHEREAS, the Board of Commissioners approved the County's FY 19-20 budget on June 18th, 2019; and

WHEREAS, the FY 19-20 budget contains funds dedicated for a sorter system adequate for the proposed contract; and

WHEREAS, the addition of an Election's Apex Sorter, server, software and related items are essential to the operation of the election and processing of ballots; and

WHEREAS, this contract exceeds the County Administrator's authority to execute per Lane Manual Chapter 20.

NOW, THEREFORE, the Board of County Commissioners of Lane County ORDERS as follows:

1. That the County Administrator be delegated the authority to execute the necessary documents for the purchase of an elections Apex Sorter, server, software and related items as identified in Exhibit A.

ADOPTED this 30th day of July , 2019.

_____
Pete Sorenson, Chair
Lane County Board of Commissioners

Fluence Automation

New Apex Sorter

Submitted to:
Cheryl Betschart

Presented on:
July 15, 2019

Prepared by:
Craig Chapel
Fluence Automation, LLC

All information contained in this document is considered proprietary and confidential

This quote expires on October 31, 2019

July 15, 2019

Cheryl Betschart
Lane County Clerk
Lane County
275 W. 10th Ave
Eugene, OR 97401

Dear Cheryl,

Thank you again for the opportunity to present our Inbound Apex VBM Sorter to support your sorting needs. By choosing our industry leading **Apex** sorter; you will continue to establish a world class facility for processing your incoming Vote-by-Mail ballots.

Fluence Automation is committed to your success and we will accomplish our shared goals through teamwork, innovation, creativity and unparalleled support. Our goal is to continue to prove to you that we manufacture the industry's best technology, provide an unmatched service infrastructure and support plan, and possess the vision to make you successful. Even more important, we're making the personal commitment to stand behind you on all aspects of the solution and relationship, minimizing the risk that you face with any business decision. If you have any questions, please don't hesitate to call us. Your interest in using our products and services is greatly appreciated.

We appreciate you considering Fluence Automation as a part of your vision for the future.

Best Regards,

Craig Chapel

Craig Chapel
Fluence Automation
Regional Sales Director
Phone: 310-872-4747
cchapel@fluencemail.com

Apex Sorter

Counties must process significant mail volumes on and leading up to Election day. Due to the limited time in which to process the mail, these large volumes must be sorted rapidly. This requirement creates the need for sorters that can achieve greater throughputs in a shorter amount of time.

The **Fluence Automation Criterion APEX** sorter addresses this need by providing increased throughput through controlled gap feeding placing the maximum number of mail pieces on the sorter by minimizing the gap between each piece. It checks and changes the pressure on the envelopes for a maximum throughput without risking the integrity of the mail and reduces unnecessary stoppages in your process. Furthermore, the increased speed of the APEX™ makes it possible to increase productivity by at least 25% with a higher level of security compared to older sorters.

Fluence Automation's APEX sorters include the following standard features:

- A state-of-the-art controlled gap friction feeder that ensures that the increase in speed is used optimally, ensuring the largest throughput without losing the integrity of the mail processed. This reduces unnecessary stoppages and maximizes up-time.
- Greater variety of mail (postcards, self-mailers, mixed mail etc.) processed due to the feeder and the improved paper path, providing increased cost savings due to discounts from additional mail types, and reduction of manual sorting.
- Places operator closer to bins allowing him/her to more efficiently sweep the bins.
- More bins per square foot providing optimal use of the available floor space
- Flexibility to change the number of bins or add options such as WayMark.
- Optional in-line selective cutter to open the ballots
- Simple to use, meaning minimal user training required.
- Single vendor comprehensive solution providing our customers with full presort functionality
- Industry leading MLOCR technology

X - Class Bins

The X-Class Universal Sort Bin System brings unprecedented levels of modularity to sorter transports. It provides exceptional productivity and increased efficiency in a space-saving design, while offering superior investment protection. Users can easily add or subtract bins and tiers as sorting requirements change.

To maximize productivity, the X-Class System has a designated overflow bin to accommodate the spillover from a full bin. This allows the sorter to continue processing mail with a full bin instead of stopping the system. Mail in the overflow bin can later be reprocessed without affecting mail piece counts. Indicators at each bin notify operators when the bins reach 75 percent and 100 percent of capacity.

The X-Class system process the entire range of USPS letter-class mail, including postcards and self-mailers ranging in size from 3 ½" X 5" to 6 1/8" X 11 ½" and from 0.007" to 0.250" in thickness*.* High-capacity bins on the bottom tier that hold a full tray (23 inches) of mail.

Less Downtime with Quick Change Bins

In the event of a malfunction, the X-Class sort bins can individually be replaced in less than two minutes. Once replaced, the bins may be repaired offline and kept as spares. The removable bins also provide easy access to electronic components for routine and emergency maintenance.
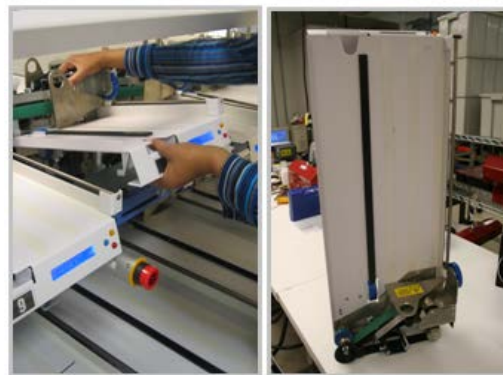
Key Features

- Print-on-Demand Tray Tags
- Bin Displays
- Below-Bin Tray Drawers
- Above-Bin Tray Racks
- Integrated Tray Management System

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Operator Efficiency & Accuracy– The height of the top tier and bottom tier are ideally suited to enable persons of any height to comfortably access the bins with minimal fatigue. Also, when using the built-in tray racks above the top tier and pull out drawers below the bottom tier, the sweepers are always facing the machine and never have to turn their bodies to stage mail on shelving beside the machine. Mistakes are virtually eliminated, as is the fatigue associated with twisting their bodies while carrying a heavy mail tray.

More Effective Scheming – One of the biggest problems with most sort bins on the market is that the storage capacity is limited to approximately half of a USPS mail tray. This means that any zip codes that have levels of mail schemed to them require frequent sweeping and more steps for the sweepers themselves. The X-Class bin system features two sizes of bins, standard and high capacity.

The standard capacity bins are used for the top tier, and by design are already longer than any other competitive bin on the market. The high capacity bins located on the bottom tier are capable of holding a full USPS mail tray of work before they require sweeping. This dramatically decreases the steps sweepers make to keep up with high density bins, and eliminates the practice of using as many overflow bins so you can keep your machine running at optimal efficiency.

Second Sorter Investment (New Apex)

Apex Sorter # 2-Tier (Front End and LDU Only - No Bins)

- Including Level Divert Unit (LDU)
- Sabre NW Camera
- Selective In-line Opener
- Integrity Package (Thickness and Double Detection)
- 37 PC VideoJet Endorsement
- Vote by Mail Software and Server RTU
- Image Review RTU
- Laser Report Printer
- Spare Parts Kit
- Note: Bins are required - option is quoted below

System Total   **$279,086***

16 2-Tier Bins for New Sorter

- With tray slides and overhead racks   **$ 36,000***

Back-up Server   **$ 12,500**

Software Pricing (In addition to the current contract of Apex)

Vote by Mail Software (Apex)   **$ 13,860**

- Does not include Automated Signature Verification (ASV)

Total Hardware & Software   **$341,446**

Note*: Shipping and any applicable sales tax are the responsibility of the customer and are not included in this quote.

STANDARD TERMS & CONDITIONS

This is a preliminary proposal that is meant only to give an estimate of possible costs and to advance further discussions regarding your requirements. As such, this proposal does not constitute a binding offer by Fluence Automation to sell the equipment, software and/or services identified herein. Fluence Automation reserves the right to modify or amend this proposal at any time. Consummation of any transaction resulting from this non-binding proposal is subject to execution of a definitive agreement signed by both parties.

Shipping
Shipping is F.O.B. Point of Origin and actual shipping cost will be determined at time of shipment and invoiced at actual cost.

Payment Terms
The following payment terms apply:
- Per the PO provided by the County for this order

Delivery and Acceptance
Firm delivery dates will be provided after the order is received and processed. During the interim time between order and installation, Fluence Automation will provide a project manager to develop a site readiness, installation and training plan.

Installation and Training
The pricing specified includes installation as will be defined in the Product Agreement. Also included is Basic Operator Training for 1 to 4 users and is performed on the customer's site during normal working hours directly after installation is complete. Additional training courses are available at an additional cost.