

STATE BOARD OF ELECTIONS

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Memorandum

To: Whitney LeRoux and ITPO
From: Tracey Hartman
Date: July 3, 2019
Re: The Clear Ballot Group – Price Justification

The Clear Ballot Group’s (Clear Ballot) quote to conduct an automated ballot tabulation audit for the 2020 Primary and General Elections is \$791,000 (each election has a base price of [REDACTED], as well as additional costs for manual adjudication of unreadable ballots, and optional expanded services that were requested by SBE), and \$870,100 for an option period for 2022. The quoted price includes performing the ballot tabulation audit in all 24 counties for both elections, manual adjudication of unreadable ballots, a web-based portal providing the public with access to the audit results, and optional services of public meeting presentations expanded access of both the web-based public portal, and the Clear Ballot data portal for each election. The base price for the 2020 Primary and General Elections is the same as it was for the 2018 elections- the only cost that has increased is the cost of the manual adjudication of unreadable ballots, a service which is needed for the accuracy of the audit.

The table below shows the actual and estimated cost per ballot to audit ballots in the 2018 and 2020 Primary and General Elections, including the cost of manual adjudication and all optional expandable services.

Election	Ballots Audited	Total Cost	Cost per Ballot
2018 Primary Election	872,207 (Actual)	[REDACTED]	[REDACTED]
2018 General Election	2,335,128 (Actual)	[REDACTED]	[REDACTED]
2020 Primary Election	1,801,774 (Estimated)	[REDACTED]	[REDACTED]
2020 General Election	3,323,272 (Estimated)	[REDACTED]	[REDACTED]

The scope of work for the 2020 elections includes additional enhancements from Clear Ballot that build upon previous obligations that SBE required. These enhancements include:

1. Increasing access to the Clear Ballot data portals from 180 to 365 days;
2. Increasing access to the web-based public portal from 180 to 365 days; and
3. Increasing the ability to view ovals on the web-based portal from 100 to 1000 ovals.

During the course of the 2018 automated ballot tabulation audit, the above enhancements are those that were discussed most often amongst SBE staff as improvements to the audit that would be ideal to improve the transparency of the audit process. Because of the additional enhancements, the increased cost (total and per ballot) from the 2018 elections is justified.

The scope of work also includes an option period for the 2022 election cycle that SBE will only consider exercising if the voting system used in the 2020 elections will be used in the

2022 elections. The costs for the 2022 option period reflect a 10% markup on all costs from the 2020 cost.

SBE has now posted three Requests for Information (2015, 2017, and 2019) on the *eMaryland Marketplace*, and Clear Ballot is the only vendor to respond with software that meets our needs. In the 2019 RFI, Clear Ballot was the only vendor to respond at all. In addition, I have done my own market research outside of the RFI, with no different results. Therefore, I am confident that an option period for 2022 is in SBE's best interests.

The breakdown of costs is as follows:

Service	2020 Cost	2022 Cost
Primary Election 2020		
ClearAudit 2020 Primary Election Base Price		
Clear Ballot Manual Adjudication of Unreadable Ballots		
Total Cost without Optional Expandable Services		
Optional Expandable Services*		
Total Cost for the Primary Election Not to Exceed		
General Election 2020		
ClearAudit 2020 General Election Base Price		
Clear Ballot manual adjudication of unreadable ballots		
Total Cost without Optional Expandable Services		
Optional Expandable Services*		
Total Cost for the General Election not to exceed		
Optional Expanded Services		
Clear Ballot Data Portal Access for 365 days (per election)		
Web-based Portal for 365 days (per election)		
Expanded Web-based Portal Access to 1000 ovals (per election)		
On-site support for Public Meeting Presentation (per meeting)		
Cost for all optional services for one election		
Cost for all optional services for Primary and General Election		
Total Costs		
Primary and General Election Base Price with manual adjudication		
Cost of all Optional Expandable Services		
Total cost of all services for Primary and General Election not to exceed	\$826,000	\$870,100

The costs associated with preparing for and conducting this type of audit do not change based on the number of ballots audited for an election. As a result, the cost to audit ballots cast in a primary election will be the same as the cost to audit ballot cast in a general election – even though the number of ballots audited is significantly higher in a general election than in a primary election.

Since Clear Ballot's ballot audit solution is the only currently available software that can perform an automated post-election audit using ballot images imported from another voting system, there are no other competitors against which to compare the quoted price.

We believe Clear Ballot's proposed price is fair based on the value to the State, which is to demonstrate, independently, the accuracy of the voting system and identify technical and administrative improvements to the State's election processes. Also, the table above shows that the pricing proposal is consistent with Clear Ballot's prior per ballot costs. For the reasons stated above, I believe that we should proceed with Clear Ballot's proposal for the 2020 elections, with the option period for the 2022 elections.