

1 THE STATE OF DELAWARE  
2 DEPARTMENT OF ELECTIONS

3  
4 RE: Contract No. COE-2006-001  
5 Central Count Absentee System  
6

7 February 3, 2006, 1:00 p.m.  
8 Mandatory Pre-Bid Meeting  
9

10 BEFORE: Frank B. Calio, Commissioner of Elections  
11

12 A Mandatory Pre-Bid Meeting held on  
13 Friday, February 3, 2006 at 1:00 p.m. at the  
14 Office of the State Election Commissioner, 111 S.  
15 West Street, Suite 10, Dover, Delaware, reported by  
16 Lorena J. Hartnett, a Registered Professional Reporter  
17 and Notary Public.  
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LORENA J. HARTNETT, R.P.R.  
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1 FRANK CALIO: Okay, let's get started.  
2 Thank you very much. We are meeting this  
3 afternoon regarding request for proposal. This  
4 is a mandatory pre-bid meeting for the central  
5 count absentee system. We have two vendors here.  
6 If you will identify yourself for the record.

7 CHARLES LEMAC: Charles Lemac, Diebold  
8 Election Systems.

9 MOLLY TERRY: Molly Terry, Hart  
10 Intercinc.

11 FRANK CALIO: Just for Molly, I know she  
12 has met everybody, but let's go around the room  
13 again and introduce yourselves.

14 JOE CLARK: My name is Joe Clark. I am  
15 with the Commission of Elections Office.

16 VIRGINIA LANE: Virginia Lane,  
17 Commission of Elections Office.

18 WAYNE OSBURN: Wayne Osburn, Sussex  
19 County Department of Elections.

20 JEAN TURNER: Jean Turner, Sussex  
21 Elections.

22 STANLEY ANDERSON: Stan Anderson, New  
23 Castle County Department of Elections.

24 RANDY GOODLET: Randy Goodlet, Kent

1 County Department of Elections.

2 HOWARD SHOLL: Howard Sholl, New Castle  
3 County Department of Elections.

4 PAT MURRAY: Pat Murray, Kent County  
5 Department of Elections.

6 JOYCE WRIGHT: Joyce Wright, Kent County  
7 Department of Elections.

8 ELAINE MANLOVE: Elaine Manlove, New  
9 Castle County Elections.

10 KEN MCDOWELL: Ken McDowell, Sussex  
11 County Elections.

12 FRANK CALIO: Okay, what we do, Molly,  
13 we will open the meeting, and if you have any  
14 questions that you want to ask about the request  
15 that you received, you can ask some questions.  
16 We will interact with you and answer and ask  
17 questions back to the vendors.

18 Our current system for absentee ballots,  
19 as outlined by Title 15 in the Delaware Code, has  
20 the methods how to file for your application for  
21 absentee, how it's sent out to you, how you send  
22 it back and get your absentee ballot. None of  
23 that changes.

24 The only thing that's going to change is

1           how we count the absentees after they are  
2           returned to the three departments of elections.

3                       Currently they are sorted by ED and  
4           distributed the morning of the election, and the  
5           poll workers count the absentees during the day  
6           when possible.

7                       Because of the influx of population and  
8           the long lines that we are having, we are finding  
9           it difficult for a lot of the poll workers to  
10          take time out to count. There is the possibility  
11          of inaccurate counting and taking away people  
12          from their work and making longer lines, so we  
13          hope to have the central absentee system where  
14          the vendor will provide us with the system that  
15          will allow us to count absentee ballots in one  
16          location in each county.

17                      Do you have any questions about that so  
18          far?

19                      MOLLY TERRY: No, sir.

20                      FRANK CALIO: Okay. Any questions that  
21          you may have about the proposal? I will start  
22          with you, Charles, since you have had all morning  
23          to study it.

24                      CHARLES LEMAC: No questions. It is

1 three central plus the one for the Commissioner's  
2 office? Is that right?

3 FRANK CALIO: No, it will be just for  
4 the counties.

5 CHARLES LEMAC: Just for the three?

6 FRANK CALIO: Yeah, just the three  
7 counties. Correct? Nothing from my office.

8 KEN MCDOWELL: Statewide.

9 FRANK CALIO: Yeah. The system will go  
10 into the state's mainframe, the tally.

11 One question that was brought up this  
12 morning, Molly, on page two of the contract --

13 MOLLY TERRY: Uh-huh.

14 FRANK CALIO: -- under proposal, three,  
15 contract period, we have asked for five years and  
16 servicing for that period of time. I don't have  
17 your slip, Howard, that you had made this  
18 morning, but we will get you a copy of it.

19 MOLLY TERRY: Okay.

20 FRANK CALIO: Yeah, here it is. Same  
21 thing for this, Howard? On number three for the  
22 contract period, election day support is required  
23 as follows on site.

24 HOWARD SHOLL: What do we say in here?

1 I forget what we said about election day support.  
2 I know we had it for the first year.

3 PAT MURRAY: On site 2006 and 2008 and  
4 telephone support for --

5 FRANK CALIO: No.

6 JOYCE WRIGHT: That's the pollbook.

7 PAT MURRAY: Oh.

8 HOWARD SHOLL: I don't remember.

9 On-site technical for 2006 election. We could go  
10 beyond that for the on site.

11 FRANK CALIO: Okay.

12 HOWARD SHOLL: If we want to change  
13 that, we could, but we have to put it in the  
14 addendum.

15 FRANK CALIO: Okay, so right now that  
16 would be for the 2006 cycle unless we change  
17 that. We would notify you.

18 MOLLY TERRY: And, by outside, would you  
19 want a Hart technical person in each of the three  
20 counties?

21 HOWARD SHOLL: Yes.

22 MOLLY TERRY: Okay, not here, obviously.  
23 Well, we do have some questions, and all these  
24 questions will also be submitted in writing --

1 FRANK CALIO: Yes.

2 MOLLY TERRY: -- before the eighth, I  
3 believe, but this is a preliminary list and  
4 there is a couple that are pretty general  
5 information that it's probably on the website  
6 somewhere but, since I have you all here, I will  
7 go ahead and ask it.

8 FRANK CALIO: Sure.

9 MOLLY TERRY: From previous data I have  
10 the absentee-by-mail volume for New Castle as  
11 10,000, Sussex 6,000, and Kent 4,000. Would you  
12 say that's still accurate for your absentee?

13 ELAINE MANLOVE: In a residential year.

14 MOLLY TERRY: In a residential year,  
15 okay. And what is the number of registered  
16 voters for each of those counties, registered  
17 voters, an estimate?

18 HOWARD SHOLL: 350 at the present time.

19 KEN MCDOWELL: Sussex about 112?

20 ELAINE MANLOVE: New Castle County  
21 350,000.

22 FRANK CALIO: Try to speak up and speak  
23 to her so she can see you.

24 RANDY GOODLET: Kent is 84,000 to

1 86,000.

2 MOLLY TERRY: And also how many  
3 full-time employees for each office will you be  
4 training? How many full-time employees in your  
5 office that would need training?

6 KEN MCDOWELL: That's probably about,  
7 for Sussex County, probably about eight or ten  
8 would be total. They won't all be full time.

9 ELAINE MANLOVE: Probably same for New  
10 Castle.

11 MOLLY TERRY: This is easy.

12 JOYCE WRIGHT: I am going to say the  
13 same, because then I can get --

14 HOWARD SHOLL: Yeah, those are kind of  
15 like high numbers.

16 MOLLY TERRY: Okay. On the RP page one,  
17 number four, proposal reply section, it says  
18 please define, see proposal summary. Is there a  
19 form to complete other than in the list, other  
20 items in the lists that are forms? So this one  
21 wouldn't be an actual form, I guess.

22 HOWARD SHOLL: Okay, we had that  
23 question with our contract people.

24 MOLLY TERRY: Oh, did you? Okay.

1           HOWARD SHOLL: And that is your couch.

2           MOLLY TERRY: Okay, so that's our  
3 charge, that's our response is the summary.

4           HOWARD SHOLL: Yeah. They are probably  
5 laughing because we had the same question. We  
6 couldn't find it in any of the examples.

7           MOLLY TERRY: Okay, and here is another  
8 detailed question. RFP Page 14, item eight,  
9 economy and preparation, prohibiting ring binder.  
10 If this is true, what is the recommendation? How  
11 would they like it bound, considering the number  
12 of pages we are submitting? If we can't use a  
13 three-ring binder, would you prefer some other  
14 kind of binding?

15           HOWARD SHOLL: You know, punch a hole in  
16 the side and put a little plastic thing on it.

17           MOLLY TERRY: The little binding?

18           FRANK CALIO: Spiral binding?

19           MOLLY TERRY: Spiral binding?

20           HOWARD SHOLL: Yeah, this is what our  
21 contract people recommended. They say you just  
22 don't want all those big binders hanging around.

23           MOLLY TERRY: No problem. On the RFP,  
24 Page 18, number 5. --

1           PAT MURRAY: No, I was just -- I  
2 couldn't hear you.

3           MOLLY TERRY: Okay, I will try to speak  
4 a little more clearly. RFP Page 18, Number 5.2  
5 slash B and C, the question is refer to opening  
6 and closing poll unit. How does that fit with  
7 the central count system? I guess what I am  
8 saying is there any kind of connection with the  
9 two?

10          HOWARD SHOLL: Page 18?

11          MOLLY TERRY: Yes.

12          HOWARD SHOLL: Opening and closing of  
13 the unit. You start it up. There should be  
14 some.

15          MOLLY TERRY: Here at the actual  
16 elections office?

17          HOWARD SHOLL: Yes. In other words,  
18 calling the unit essentially a poll.

19          MOLLY TERRY: Okay.

20          HOWARD SHOLL: It's probably the wrong  
21 terminology.

22          MOLLY TERRY: So unit is, for me, valid  
23 now is actually software and scanner.

24          HOWARD SHOLL: No, you bring the system

1 up. You have preliminary information validated  
2 and so forth.

3 MOLLY TERRY: Okay.

4 HOWARD SHOLL: When you close it down,  
5 you should also have closing type information.

6 MOLLY TERRY: Got it. The next one, and  
7 I'm sorry to do this again, on Page 19, Number  
8 6.1, Section C, absentee ballot specifications,  
9 please explain proof sheets in each record. That  
10 is something we weren't familiar with.

11 HOWARD SHOLL: When you build a ballot,  
12 and maybe this is something we are used to with  
13 the Datahurst system, you enter the data and then  
14 you can print off a thing, and you say these are  
15 all the candidates, these are all the offices,  
16 these are the candidates for the offices, these  
17 are the polling places, so you can proof the  
18 data.

19 MOLLY TERRY: Not a problem.

20 HOWARD SHOLL: Proof your data entry,  
21 and mostly document what you did so you put the  
22 file there, well, here it is, here is what we  
23 checked.

24 MOLLY TERRY: No problem. That's a

1 standard report. That's fine. On Page 19,  
2 6.2-C, it states, refers to a voting device, and  
3 the question was how does this fit with central  
4 count system, so I guess it's kind of --  
5 (inaudible)

6 (There are other discussions  
7 taking place throughout the  
8 room, making it difficult to  
9 hear.)

10 REPORTER: I'm sorry?

11 FRANK CALIO: We are having trouble  
12 hearing up here with the mumbling. Sorry about  
13 that. It's not you, Molly. Do you need the  
14 question asked again?

15 REPORTER: You said how does this fit  
16 with the central count system.

17 HOWARD SHOLL: Yes, that's the, would  
18 probably be your PC that's doing the monitoring  
19 of the scanning, of the scanner.

20 MOLLY TERRY: Okay. Thank you for your  
21 patience.

22 HOWARD SHOLL: No, that's --

23 FRANK CALIO: That's what you are here  
24 for.

1           HOWARD SHOLL: Yeah. You know, if words  
2 have meaning, we obviously confused you.

3           MOLLY TERRY: Okay, and this was the  
4 final question. RFP Page 51, 10 percent bond to  
5 accompany proposal, please confirm that a bid  
6 bond and completion of this form are not  
7 required. Because I think earlier in the  
8 document it said no bond required, but it's  
9 mentioned again on Page 51, so.

10          HOWARD SHOLL: Yeah, our contracting  
11 representative told us to leave that page in  
12 there. We saw no reason to leave it in there,  
13 but.

14          MOLLY TERRY: Okay, so there is no  
15 bonding?

16          HOWARD SHOLL: No.

17          MOLLY TERRY: That's been confirmed.  
18 Okay. And at this point that concludes our  
19 questions, and we may submit others in writing  
20 before the deadline.

21          FRANK CALIO: Yes.

22          HOWARD SHOLL: Do you have any questions  
23 about the data formats? That's kind of, in  
24 building the databases, and that's where we have

1 laid out, because that's kind of what we are used  
2 to. We want to make sure if you have any  
3 questions, let us know. You know, we will  
4 provide you an extract of data so that you can  
5 use in preparing for demonstration or whatever.

6 MOLLY TERRY: Okay.

7 HOWARD SHOLL: Joe, that's easy; right?  
8 We already do that. (Laughter)

9 JOE CLARK: Yeah, we got that.

10 MOLLY TERRY: And I recall from a prior  
11 meeting that, even though it is the Datahurst  
12 system, there are Delaware specific components,  
13 and especially the mapping back to you, the state  
14 system, what some of that may mean, so I won't be  
15 overly confident to consider it done, but,  
16 because we have mapped it before --

17 HOWARD SHOLL: Yeah, Joe has it.

18 FRANK CALIO: Do you have any concerns  
19 about the milestones on Page 22, the timeframe?

20 MOLLY TERRY: No, sir.

21 FRANK CALIO: Okay. Okay, any other  
22 questions from the vendors? Any questions from  
23 the floor? Are we going to need to supply data  
24 like they asked for in the first meeting?

1           JOE CLARK: Yes, if they want some,  
2           yeah. We will supply information in the file  
3           formats that are in there. There is like, I  
4           think it's the offices, the candidates for the  
5           different offices, and then we call it the EDR,  
6           the precinct file, and then there is a connection  
7           between the precincts and the offices of the  
8           counties.

9           Of course, we build that information in  
10          the mainframe and then we pull it out and load it  
11          into the software to build the ballot. We know  
12          it's all consistent, and that's what this is  
13          about.

14          I guess the information would be, it  
15          would be like three files of information, one for  
16          each county. There would be three files of  
17          information, one for each county. I'm sorry.  
18          Three sets, I guess I should say.

19          HOWARD SHOLL: Well, yeah, let's think  
20          of all the talking about during the  
21          demonstration, though. Maybe we only want to use  
22          one county's data, you know. It doesn't matter,  
23          because we are just doing a demonstration of --

24          MOLLY TERRY: Right, so you would

1 actually want to see the importing and the out.

2 HOWARD SHOLL: Yeah, we want to be able  
3 to can you freeze without the ballot, can you --  
4 And maybe what we should do is identify a couple  
5 of districts, because what we want to do at some  
6 point is vote ballots or we have to push them  
7 back through the system.

8 And if you would ask them to provide us  
9 ballots by a particular date. If you programmed  
10 it, you provide us the ballots, we vote them, we  
11 hand count them, which I don't look forward to,  
12 and then we run the results and see how it  
13 handles. Does that sound reasonable?

14 MOLLY TERRY: And you would want to do  
15 that prior to March 10, 13 and 14?

16 HOWARD SHOLL: Yeah, you know, whatever  
17 number of ballots we think is useful. Probably a  
18 couple hundred?

19 JOE CLARK: I guess.

20 HOWARD SHOLL: They would have to come  
21 in. We would have to vote them.

22 JOYCE WRIGHT: And count them.

23 HOWARD SHOLL: And count them. As long  
24 as we put that in the addendum to have you

1 provide them by a certain date.

2 ELAINE MANLOVE: We should (inaudible -  
3 speaking too low)

4 REPORTER: I'm sorry, can you repeat  
5 that?

6 ELAINE MANLOVE: I'm sorry. We should  
7 maybe try one with Wilmington City Council. It's  
8 just a unique ballot.

9 HOWARD SHOLL: We will provide you with  
10 data and the parameters.

11 FRANK CALIO: Okay. Any other comments?  
12 We thank you both for taking time out from your  
13 day to be with us. And, again, if you have any  
14 questions, you have the deadline to forward them  
15 to us, and we will get an answer back to you. In  
16 the meantime, we will supply you with the  
17 information that Mr. Sholl discussed and  
18 Mr. Clark.

19 CHARLES LEMAC: Will you also publish  
20 the minutes from the meeting?

21 FRANK CALIO: Yes, she will have those  
22 to us probably sometime next week and we will  
23 send them to you. Okay, thank you very much.

24 MOLLY TERRY: Thank you.

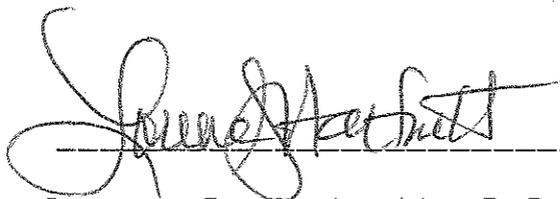
1 (Concluded at 1:15 p.m.)

2 CERTIFICATE

3 I, Lorena J. Hartnett, a Notary Public  
4 and Registered Professional Reporter, do hereby  
5 certify that the foregoing is an accurate and  
6 complete transcription of the proceeding held at  
7 the time and place stated herein, and that the said  
8 proceeding was recorded by me and then reduced to  
9 typewriting under my direction, and constitutes a true  
10 record of the testimony given by said witnesses.

11 I further certify that I am not a relative,  
12 employee, or attorney of any of the parties or a  
13 relative or employee of either counsel, and that I am  
14 in no way interested directly or indirectly in this  
15 action.

16 IN WITNESS WHEREOF, I have hereunto set my  
17 hand and affixed my seal of office on this 3rd day of  
18 February 2006.

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21  
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Lorena J. Hartnett, R.P.R.

24 Reporter Certificate #134-RPR, Exp. 01-31-2008

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