

Udeshi, Ravi K

From: Udeshi, Ravi K
Sent: Tuesday, June 15, 2021 10:22 AM
To: Aaron Brown
Subject: RE: Quote for PollChief modules - Fairfax County

Aaron,

Great, thanks for the update!

Ravi K. Udeshi

Election Officer Manager
Fairfax County Office of Elections
12000 Government Center Pkwy, Suite 323, Fairfax, VA 22035
703-324-4735 | 703-324-4759 | ravi.udeshi@fairfaxcounty.gov

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From: Aaron Brown <AaronB@konnech.com>
Sent: Tuesday, June 15, 2021 10:21 AM
To: Udeshi, Ravi K <Ravi.Udeshi@fairfaxcounty.gov>
Subject: RE: Quote for PollChief modules - Fairfax County

Good morning Ravi,

That's great to hear; I just spoke with the team and we'll be working this today. I'm currently at a conference and will send an updated version as soon as possible.

Thank you,
Aaron

From: Udeshi, Ravi K <Ravi.Udeshi@fairfaxcounty.gov>
Sent: Monday, June 14, 2021 9:10 PM
To: Aaron Brown <AaronB@konnech.com>
Subject: RE: Quote for PollChief modules - Fairfax County

Aaron,

Scott asked today if the updated quote and draft contract are ready for his review – can you please provide an update tomorrow?

Thanks!

Ravi K. Udeshi

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From: Udeshi, Ravi K
Sent: Monday, June 7, 2021 8:56 AM
To: Aaron Brown <AaronB@konnech.com>
Subject: RE: Quote for PollChief modules - Fairfax County

Aaron,

Thanks for taking the time the other day to discuss this on the phone. I have a much better understanding of the one-time setup costs vs the annual fee.

Scott has asked that you prepare two items so he may review them:

1. Updated quote (with all 3 new modules) more explicitly indicating these are only one-time setup costs.
2. Draft contract that reflects the ongoing annual fee. Assume the structure is what we previously discussed: initial 2-year contract, then two 1-year options.

Please let me know if you have any questions. I'm sure the day before the election is crazy for both of us, so email is better than phone today. Thanks!

Ravi K. Udeshi

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From: Udeshi, Ravi K <Ravi.Udeshi@fairfaxcounty.gov>
Sent: Friday, June 4, 2021 7:01 AM
To: Aaron Brown <AaronB@konnech.com>
Subject: Re: Quote for PollChief modules - Fairfax County

Aaron,

Thank you for the clarification! Before I go back to Scott, I just want to make 100% sure I've understood everything. Assuming we renew the contract as-is, does this look right?

- FY 2021 (July 2020 to June 2021): We had two modules (PWMS and PLMS) and paid an annual fee of \$39,375.

- FY 2022 (July 2021 to June 2022): If we purchased all modules, we would be paying \$33k + \$33k + \$15k, plus the \$39,375 annual fee.
- FY 2023 (July 2022 to June 2023): We would have 5 modules (PWMS, PLMS, PAMS, Help Desk, Dashboard) and we would be paying \$39,375 annual fee. No other costs (other than perhaps requesting customizations at \$100/hr).
- FY 2024: Per the contract, we have mutual option to continue with the 5 modules at same \$39,375 annual rate for another year.
- FY 2025: Per the contract, we have mutual option to continue with the 5 modules at same \$39,375 annual rate for another year.

So assuming we renew the contract as-is, the only time we'd have a one-time spike in costs is FY2022. Is that right?

Do you have time this morning to briefly discuss further? I should be available until 11am EST, though earlier is better. Feel free to call me at 703-324-4759 or 703-324-4735 whenever is best for you.

Thanks!

Ravi Udeshi
Election Officer Manager

From: Aaron Brown <AaronB@konnech.com>
Sent: Thursday, June 3, 2021 12:22:17 PM
To: Udeshi, Ravi K <Ravi.Udeshi@fairfaxcounty.gov>
Subject: RE: Quote for PollChief modules - Fairfax County

Good morning Ravi,

I hope today is going more smoothly for you! You are correct on both points; recognizing the relationship I wanted to be as fair to the County as possible and we are able to extend the license to include any/all additional modules for the current annual renewal rate.

Please let me know if you have any other questions or if I can be of more assistance!
 Thank you,
 Aaron - Konnech

From: Udeshi, Ravi K <Ravi.Udeshi@fairfaxcounty.gov>
Sent: Wednesday, June 2, 2021 6:54 PM
To: Aaron Brown <AaronB@konnech.com>
Subject: RE: Quote for PollChief modules - Fairfax County

Aaron,

No worries about the phone issues. You've caught me on a particularly crazy day, so email is probably best for right now anyways.

Let me make sure I understand correctly:

- **One-time setup costs:** The one-time setup costs for each module are as listed in the quote (\$33,000 for Asset Management; \$33,000 for Help Desk; \$15,000 for Dashboard). Is that correct?

- **Annual fee:** So would the annual fee for July 2021 to June 2022 be \$39,375 (same as now, assuming we renew the contract as-is) or \$120,375 (current annual fee + \$33k + \$33k + \$15k)?

Ravi K. Udeshi

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From: Aaron Brown <AaronB@konnech.com>

Sent: Wednesday, June 2, 2021 4:39 PM

To: Udeshi, Ravi K <Ravi.Udeshi@fairfaxcounty.gov>

Subject: RE: Quote for PollChief modules - Fairfax County

Hi Ravi –

I am so sorry about the phone issue – we are back in office and still finding our groove.

I wanted to take a moment to discuss the questions below to help make sure that I'm understanding accurately. Questions seem to be duplicative but I hope this is what you were aiming for: the annual renewal would not increase (unless the 5% increase were to be invoked) as part of the continued agreement with Fairfax County and the prices listed for each module would be the one-time fee for standing up those modules. Customizations identified after purchase that increase the load or increase in hosting would be evaluated at that time and an increase based on those criteria would be part of the overall request.

Please feel free to contact me 989.325.0246 until June 3rd when our office extensions will again be active.

Thank you!

Aaron - Konnech

From: Udeshi, Ravi K <Ravi.Udeshi@fairfaxcounty.gov>

Sent: Tuesday, June 1, 2021 7:01 PM

To: Aaron Brown <AaronB@konnech.com>

Subject: RE: Quote for PollChief modules - Fairfax County

Aaron,

We have some follow-up questions about the quote.

1. What are the one-time setup costs for each module?
2. What are the annual costs for each module?
3. What is the sum of one-time costs for each module?
4. What is the sum of annual costs for all modules (including the ones we currently have)?

I realize it may be difficult to determine a one-time cost if you do not know what customizations we may want. If necessary, please provide an average or estimate of the one-time setup costs.

Thanks!

Ravi K. Udeshi

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From: Udeshi, Ravi K

Sent: Friday, May 28, 2021 8:55 AM

To: Aaron Brown <AaronB@konnech.com>

Subject: RE: Quote for PollChief modules - Fairfax County

Aaron,

Thank you! I'm sorry my colleagues have not reached out to you about any customizations. I know we've all been swamped this week, so I will try to talk to them myself to determine what changes they might need. I know the test site was scheduled to close on Wed May 26 – what is the latest you are able to extend that, so my colleagues have a chance to go in and see what they may need changed?

I will pass along the quote to Scott and let you know if he has any questions.

Thanks!

Ravi K. Udeshi

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From: Aaron Brown <AaronB@konnech.com>

Sent: Friday, May 28, 2021 8:51 AM

To: Udeshi, Ravi K <Ravi.Udeshi@fairfaxcounty.gov>

Subject: RE: Quote for PollChief modules - Fairfax County

Good morning Ravi –

I hope you and the team are getting a chance to rest this weekend before the election!

As mentioned, to give you an accurate quote our team would need to review the scope of work to know that changes or customization that are necessary to make the additional modules "Fairfax-ized". A quick poll show that our team hasn't heard from anyone on the assets team and I will only be able to provide the COTS type pricing without any customization and only integration into your current system. Please feel free to give me a call to discuss the quote.

Thanks!

Aaron – Konnech
517-997-1651 ext 110

From: Udeshi, Ravi K <Ravi.Udeshi@fairfaxcounty.gov>
Sent: Friday, May 28, 2021 7:00 AM
To: Aaron Brown <AaronB@konnech.com>
Subject: Re: Quote for PollChief modules - Fairfax County

Aaron,

Any updates on the quotes?

Ravi Udeshi
Election Officer Manager

From: Aaron Brown <AaronB@konnech.com>
Sent: Tuesday, May 18, 2021 8:21:42 AM
To: Udeshi, Ravi K <Ravi.Udeshi@fairfaxcounty.gov>; Kelly Shettler <Kelly@konnech.com>
Cc: Konopasek, Scott <Scott.Konopasek@fairfaxcounty.gov>
Subject: RE: Quote for PollChief modules - Fairfax County

Good Morning Ravi,

We are working on preparing the quotes as requested; I'm checking on the Demo3 access and will follow-up soon!

Thanks,
Aaron

From: Udeshi, Ravi K <Ravi.Udeshi@fairfaxcounty.gov>
Sent: Monday, May 17, 2021 3:45 PM
To: Aaron Brown <AaronB@konnech.com>; Kelly Shettler <Kelly@konnech.com>
Cc: Konopasek, Scott <Scott.Konopasek@fairfaxcounty.gov>
Subject: Quote for PollChief modules - Fairfax County

Aaron/Kelly,

Thank you for facilitating the demo of the additional PollChief modules last week and setting us up with a test site where we can try out the modules ourselves. It was interesting to see how each of the modules could help us in our election process and we are having meetings internally to determine how we want to proceed.

To help us with this process, can you please provide us with a formal quote?

- Please provide us with a quote that assumes we want to retain our existing 2 modules (PWMS, PLMS) and add all 3 new modules (PAMS, PCMS, Dashboard).

- Please also provide us with a quote if we want to retain our existing 2 modules and only add 1 or 2 of the new modules.
- These quotes will play an important role in helping us determine if we want to add the additional modules or renew our existing contract as-is.

Also, it would be very helpful if you could extend the deadline for how long we may use the test site until at least June 1. As you can imagine, we are in peak election season and we want to make sure our managers and other essential staff have time to go into the test site and spend time to see how the new modules could help them with their workflows.

Please let me know approximately when we may expect to receive the formal quotes.

Thank you!

Ravi K. Udeshi

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