

**SUBMITTAL TO THE BOARD OF SUPERVISORS  
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**

901



**SUBMITTAL DATE:**  
August 16, 2012

**FROM:** Economic Development Agency

**SUBJECT:** Approval of Service Agreement with Envisionware, Inc.

**RECOMMENDED MOTION:** That the Board of Supervisors:

1. Approve the Sole Source purchase agreement in the amount of \$290,591.09, by and between Envisionware, Inc. and the County of Riverside for an automated materials handling system (AMHS); radio frequency identification (RFID) system; all inclusive site and system software licenses; self-checkout kiosks hardware and software; security gates; on-site installation and training; and annual maintenance agreements; and

(Continued)

*RF Field*

Robert Field  
Assistant County Executive Officer/EDA

<b>FINANCIAL DATA</b>	Current F.Y. Total Cost:	\$ 290,591.09	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$ 0	Budget Adjustment:	No
	Annual Net County Cost:	\$ 0	For Fiscal Year:	2012/13

**COMPANION ITEM ON BOARD AGENDA:** No

**SOURCE OF FUNDS:** County Library Fund No. 21200

<b>Positions To Be Deleted Per A-30</b>	<input type="checkbox"/>
<b>Requires 4/5 Vote</b>	<input type="checkbox"/>

**C.E.O. RECOMMENDATION:**

APPROVE

BY: *Jennifer L. Sargent*  
Jennifer L. Sargent

**County Executive Office Signature**

FISCAL PROCEDURES APPROVED  
 PAUL LANGUILO, CPA, AUDITOR-CONTROLLER  
 BY: *Paul Langילו*  
 TANYA S. HARRIS, CPA  
 Departmental Concurrence  
 Purchasing: *Mark Seiler*  
 Mark Seiler, Assistant Director  
 Policy  Policy   
 Dept't Recomm.:  Consent   
 Per Exec. Ofc.:  Consent

Prev. Agn. Ref.: N/A

District: 4/4

Agenda Number:

**3.16**

ATTACHMENTS FILED  
WITH THE CLERK OF THE BOARD

**RECOMMENDED MOTION:** (Continued)

2. Authorize the Purchasing Agent, in accordance with Ordinance 459.4, to issue a sole source Purchase Order to Envisionware, Inc. and to renew the maintenance services for the system annually for up to two additional one year periods, provided the cost increase does not exceed the Consumer Price Index.

**BACKGROUND:**

Riverside County Library System is in need of an automated materials handling (AMH) sorter and radio frequency identification (RFID) hardware and software solution for the Palm Desert Library that will secure materials and allow for customer self-service, materials check-out, and automated materials check-in. AMH and RFID allow for re-direction of staff labor by lowering the costs of materials acquisition, reducing materials losses, collecting fines, encouraging patron self-sufficiency through self-checkout kiosks, thereby freeing up staff to assist patrons with their educational, informational, and learning resource needs.

EnvisionWare, Inc. equipment and software is geared toward larger libraries with high volumes of circulation. It was the only company with both the proven capacity to design a system to operate efficiently within the unique needs of Palm Desert Library including a book sorter capable of managing eight bins with workroom access for staff and secure access points inside and outside the library for patrons, for example. Since EnvisionWare was present at Palm Desert before the remodel project, it is able to provide equipment and software that is familiar to both staff and patrons thereby lowering the learning curve for library staff which will in turn free staff to spend more time addressing patrons' information needs.

Envisionware, Inc. is unique in that they can provide the equipment and software required at a very competitive price for the Palm Desert Library, which typically has the highest level of materials circulation in the library system. Envisionware, Inc. will also provide Riverside County Library System with an RFID and Self-Service Circulation Software Site License. It is recommended that the Board of Supervisors approve the Sole Source Agreement (Exhibit A).

**FINANCIAL DATA:**

Sufficient funds to cover all costs associated with the purchase of the AMH sorter and RFID system have been budgeted in the FY2012-2013 County Free Library budget. Future fiscal year budgets will include funds to cover the annual maintenance fee.

**ATTACHMENTS:**

Exhibit A  
AMH Sorter Quote  
RFID System Quote

Date: 08/06/12

From: Robert Field, Assistant CEO/EDA Department Agency: Economic Development Agency

To: Board of Supervisors/Purchasing Agent

Via: Purchasing Agent

Subject: Sole Source Procurement: Request for EnvisionWare

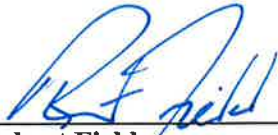
The information below is provided in support of my Department requesting approval for a sole source. Outside of a duly declared emergency, the time to develop a statement of work or specifications is not in itself justification for sole source.

1. **Supply/Service being requested:** Automated Materials Handling System (AMHS) or “book sorter”; RFID accessories; all inclusive site and system software licenses; self-checkout kiosks hardware and software; security gates; on-site installation and training; annual maintenance agreements. Original copies of Supplier Quotations are attached here.
2. **Supplier being requested:** EnvisionWare© ([www.envisionware.com](http://www.envisionware.com))
3. **Alternative suppliers that can or might be able to provide supply/service:** None who meet the unique physical and financial requirements for the space allocated for the Palm Desert Library project. EnvisionWare was utilized in the Palm Desert Library before the remodeling project and is able to provide consistency in addressing the software and equipment needs which are extremely important in reducing the staff learning curve as well as redirecting staff assistance to patron’s information needs. Staff reductions and re-assignments make it necessary to increase patron self-sufficiency for activities like checking out books and paying fines made possible through self-check kiosks. Palm Desert typically has the highest volume of materials circulation in the library system frequently circulating 70,000 to nearly 85,000 books per month. EnvisionWare equipment and software is geared towards larger libraries with high volumes of circulation. It was the only company with both the proven capacity to design a system to operate efficiently within the unique needs of Palm Desert Library—including a book sorter capable of managing eight bins with workroom access for staff and secure access points inside and outside the library for patrons, security gates with people counters to handle accurately multiple entries and exits from the library, multiple self-check kiosks so that patrons can check out their own books and pay fines without staff assistance, multiple staff computer workstations for RFID tagging anywhere in the library that can double as public access catalog stations and with supporting RFID software for which the Supplier EnvisionWare supplies several other library sites. As a result, the existing site license will incorporate Palm Desert library at no extra cost to the County.
4. **Extent of market search conducted:** Library staff reviewed other suppliers for equipment and software and evaluated them for ability to meet the unique demands for handling high volumes of materials which can total nearly 80,000 items per month and the physical limitations of the space allocated for library technology at Palm Desert, including supplying the book sorter equipment (tracks and at least eight bins which indicate when the bin is full) and security gates that would fit into the space, the discounted pricing for multiple site software licenses, RFID tags and tagging work stations while at the same time meeting the budget allocations for the project and providing training and a maintenance agreement. EnvisionWare was utilized in the Palm Desert Library before the remodeling project and is able to provide consistency in addressing the software and equipment needs which are extremely important in reducing the staff learning curve as well as redirecting staff assistance to the patron’s information needs. The market for these kinds of services is limited and highly competitive. But given the limitations, EnvisionWare was most qualified for delivering right-

sized equipment including software and hardware while at the same time meeting the budget limitations of the project.

- 5. Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:** EnvisionWare equipment and software is geared towards larger libraries with high volumes of circulation. Palm Desert typically has the highest volume of materials circulation in the library system frequently circulating 70,000 to nearly 85,000 books *per month*. Further, EnvisionWare was utilized in the Palm Desert Library before the remodeling project and is able to provide consistency in addressing the software and equipment training needs which are extremely important in reducing the staff learning curve as well as redirecting staff assistance to patron's *information* needs. Staff reductions and re-assignments make it necessary to increase patron self-sufficiency for activities like checking out books and paying fines made possible through public access catalogs and self-check kiosks which will be supplied by EnvisionWare.
- 6. Reasons why my department requires these unique features and what benefit will accrue to the county:** The County Library has a critical role in economic development because it supplies free information to its communities. Located on the College of the Desert campus, Palm Desert Library circulates on average nearly 80,000 books and other items per month and typically has the highest volume of materials circulation in the library system. EnvisionWare equipment and software is geared towards larger libraries with high volumes of circulation. It was the only company with both the proven capacity to design a system to operate efficiently within the unique needs of Palm Desert Library—including a book sorter capable of managing eight bins with workroom access for staff and secure access points inside and outside the library for patrons for example. Since EnvisionWare was utilized at Palm Desert before the remodel project, it is able to provide equipment and software that is familiar to both staff and patrons thereby lowering the learning curve for library staff which will in turn free staff to spend more time addressing patrons' information needs. Especially in the current economic climate where staff layoffs or reductions have become common, the unique features offered by EnvisionWare in its AMHS and RFID hardware and software lower the costs of materials acquisition, reduce materials losses, collect fines, encourage patron self-sufficiency and save time and thereby freeing up staff more often to work directly with patrons to help them with their educational, informational and learning resource needs. This state-of-the-art technology also demonstrates the County's high value of and investment in its communities.
- 7. Price Reasonableness including purchase price and any ongoing maintenance or ancillary costs from the supplier:** Envisionware was the most competitive because its equipment is geared towards larger libraries with high volumes of circulation. It was the only company with both the proven capacity to design a system to operate efficiently within the unique needs of Palm Desert Library—including a book sorter capable of managing eight bins with workroom access for staff and secure access points inside and outside the library for patrons for example. With EnvisionWare we recognize economies of scale for site licenses for the software and hardware which can be considerable since one site license will cover approximately 10 other libraries in addition to Palm Desert.
- 8. Does moving forward on this product or service further obligate the county to future similar contractual arrangements or any ongoing costs affiliated with this sole source? (Maintenance, support, or upgrades, if so, please explain).** Service agreements which limit servicing operations to the supplier are standard for the industry. EnvisionWare provided RFID or RFID and sorter combinations to multiple sites in the library system including a maintenance agreement which will cover all of the sites.

9. **Period of Performance:** The period of performance covers August 1, 2012 through July 31, 2014 for a total cost of \$290,591.09. The initial purchase of equipment includes annual maintenance agreements which are renewable in one year increments for a total of \$7,144.70.



**Robert Field,**  
Assistant County Executive Officer/EDA

**Date**

Purchasing Department Comments:

<u>Approve</u>	Approve with Condition/s	Disapprove
Not to exceed: \$ <u>290,591</u>	One time	Annual Amount through _____
<u>M. D. He</u>	<u>8-20-12</u>	<u>13-107</u>
<b>Purchasing Agent</b>	<b>Date</b>	<b>Approval Number</b> (Reference on Purchasing Documents)

Total amount of 290,591 includes purchase, installation, and 5 years maintenance. Maintenance costs to be paid Annually.



**RIVERSIDE COUNTY INFORMATION TECHNOLOGY PROCUREMENT FORM**  
To be completed for all departmental purchases of IT systems, services or renewals

<i>24743</i>
Tracking Number for Internal Use Only

<b>REQUESTED PURCHASE:</b>	<b>NETWORKING INFRASTRUCTURE, RFID AND LIBRARY EQUIPMENT FOR NEW LIBRARY CONSTRUCTION</b>	
<b>DEPARTMENT/AGENCY:</b>	EDA-RCLS	
<b>CONTACT NAME/PHONE:</b>	KEVIN DUNLAP, ITO / 5-3171	
<b>PURCHASE REQUEST:</b>	<input checked="" type="checkbox"/> NEW EQUIPMENT/SERVICES <input type="checkbox"/> UPGRADE <input type="checkbox"/> REPLACEMENT	
<b>PURCHASE TYPE:</b>	<input checked="" type="checkbox"/> PROFESSIONAL SERVICES <input checked="" type="checkbox"/> SOFTWARE <input checked="" type="checkbox"/> HARDWARE <input type="checkbox"/> RENEWAL	
<b>DESCRIBE REQUESTED PURCHASE</b>	<p>Network infrastructure and HP Proliant hardware to add local LAN capabilities and WAN connectivity for new libraries under construction in Mead Valley, Cabazon, Palm Desert and Idyllwild. This systems includes incorporating the current VoIP systems in place with these new sites using Avaya equipment.</p> <p>RFID Equipment and book sorting equipment which is network-connected for use in the above-named libraries. All equipment and infrastructure provided by sole source and competitive bid processes approved by Central Purchasing.</p>	
<b>BUSINESS NEEDS ADDRESSED</b>	<p>Allow for the smooth operation of newly constructed libraries serving constituents in various communities and districts of Riverside County. Provide inventory accountability of all book assets and assist in communication between all libraries in RCLS. Current services are contractually maintained by LSSI with oversight provided by the County Librarian, Barbara Morrow Williams and the administrative officers of EDA. The sorting equipment provides for a reduction in expenses by enabling staff labor to be redirected to serving the needs of library patrons.</p>	
<b>ARE THERE ANY OTHER COUNTY SYSTEMS THAT PROVIDE THE SAME FUNCTIONALITY?</b>	<input checked="" type="checkbox"/> NO <input type="checkbox"/> YES <input type="checkbox"/> UNKNOWN	
<b>BUSINESS CRITICALITY</b>	<b>BUSINESS IMPACT (SELECT ALL THAT APPLY)</b>	
<input checked="" type="checkbox"/> Run the business <input type="checkbox"/> Grow the business <input type="checkbox"/> Transform the business	<input checked="" type="checkbox"/> Support current operations <input checked="" type="checkbox"/> Reduce Expenses <input checked="" type="checkbox"/> Improve Customer Service <input checked="" type="checkbox"/> Improve Operational Efficiencies	
<b>BUSINESS RISKS</b>	<p>Financial: Without this equipment, significant increased costs in personnel and benefits would be required to take the place of the automation equipment specified here.</p> <p>Operational: Critical operations of the library would cease and workflow would be hampered without these systems.</p> <p>Customer: Public use of the library would not be possible given the lack of equipment to track and automate</p>	



**RIVERSIDE COUNTY INFORMATION TECHNOLOGY PROCUREMENT FORM**  
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Internal Use Only

<b>ALTERNATIVE SOLUTIONS</b>	1. None		
<b>TRANSACTION</b>	<input checked="" type="checkbox"/> Cash Purchase	<input type="checkbox"/> Lease Purchase	Lease Years: _____
<b>PURCHASE COSTS</b>	<b>COST BENEFIT ANALYSIS</b>		
Hardware: \$ 427,764		ALTERNATIVE STATUS QUO	ALTERNATIVE
Software: \$ 9,745		Current Annual Cost	-0-
Labor: \$ 123,958		Ongoing Annual Cost	\$41,202
<b>TOTAL COST: \$561,467</b>		Annual Cost Savings	-0-
		Net Annual Savings	\$41,202
		Project Implementation Cost	\$561,467
		Project Payback Period? yrs	6

Depa

Digitally signed by Lisa Brandl  
 DN: cn=Lisa Brandl, o=Riverside  
 County EDA, ou=EDA Admin,  
 email=lbrandl@rivcoeda.org, c=US  
 Date: 2012.07.16 15:55:18 -07'00'



**RIVERSIDE COUNTY INFORMATION TECHNOLOGY PROCUREMENT FORM**  
To be completed for all departmental purchases of IT systems, services or renewals

Tracking Number for  
Internal Use Only

<b>RCIT RECOMMENDATION – for purchases and renewals under \$100,000</b>	
Recommended:	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No (Non-recommended requests submit to TSOC)
By:	Date:
Chief Information Officer Signature: <i>[Signature]</i>	Date: <i>9 Aug 12</i>

<b>RCIT explanation for non-recommended requests:</b>

<b>TSOC RECOMMENDATION: for purchases and renewals over \$100,000 and RCIT non-recommended purchases or renewals</b>	
Recommended:	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No (In no, provide explanation below)
TSOC Chair Signature: <i>[Signature]</i>	Date: <i>15 Aug 12</i>

<b>TSOC explanation for denied requests:</b>





EnvisionWare, Inc.  
 2855 Premiere Parkway | Suite A  
 Duluth GA 30097-5201  
 United States  
 800-216-8370  
<http://www.envisionware.com>  
 Tax ID # 58-2424595

## Quotation

Page 1 of 4

**Date** 5/30/2012  
**Estimate #** US-12418  
**Quote Expires** 8/28/2012  
**Expected Close** 7/27/2012  
**Project**  
**Sales Rep** Evans, Ken  
**Partner**  
**Currency** US Dollar  
**Memo**  
**Terms** Net 30 Days  
**End User**  
**End User Expiration**  
**Maint. Expiration** 12/31/2012

### Bill To

Luther Brady  
 Riverside County Library System  
 5840 Mission Blvd  
 Riverside CA 92509  
 United States

### Ship To

Luther Brady  
 Riverside County Library System  
 5840 Mission Blvd  
 Riverside CA 92509  
 United States

Item	Qty	Description	Unit Price	Amount
AMH Induction - Station GEN3	2	SORTER INDUCTION / FRONT BELT MODULE - System control module accepts items into the sorter, reads identification (RFID and/or Barcode); Sensitizes (RFID and/or EM optional); checks in items; retrieves sorting criteria and dispatches accepted items to the proper route and receptacle on the system. The Module includes a Windows XP Workstation PC, LibRetto sorter control software, Master Controller, Ethernet Switch; Touch screen display; and master shutdown switch. ** REQUIRES a SIP2 connection from an ILS that supports the standard sorting extensions.	29,093.75	58,187.50
AMH Induction - Panel [External] 24-H Interface	1	SORTER EXTERNAL INDUCTION PANEL - Touch screen interface and kiosk-style printer incorporated into a weatherproof stainless steel enclosure for external, 24-hour return of materials. Requires Induction/Front Belt behind the panel to process returning items. Suggested option: AMH Induction - Panel [External] Fire Protection	17,127.50	17,127.50
AMH Induction - Panel [External] Fire Protection	1	SORTER INDUCTION FIRE PROTECTION MODULE - Fire suppression unit installs between the External Induction Panel (24 hour hatch) and the Induction/Front Belt unit.	5,000.00	5,000.00
AMH Module - Conveyor [1000]	1	SORTER CONVEYOR - 1000 mm / ~3ft. The sorter/buffer module moves items across a space or distance and/or it buffers items that may need to be accepted to avoid system latency. The distributed architecture capitalizes on the addition of each module to increase performance.	9,566.23	9,566.23
AMH Induction - Detection (Barcode)	2	SORTER BARCODE SCANNER - Industrial Barcode Scanner Installed in Induction/Front Belt Stations	995.00	1,990.00
AMH Induction - Detection (RFID Reader)	2	SORTER RFID READER/ANTENNA - Installed in Induction/Front Belt Stations to read RFID tags. Default system supports the open standard Danish Data Model. ISO 15693 / 18000-3 complaint; 13.56MHz; CE	3,556.25	7,112.50
AMH Induction - SW (Bin Full Software)	1	SORTER BIN FULL SOFTWARE WITH (1) BIN FULL SWITCH - Counts items as they are sorted into a receptacle and then ignites a light at a pre-set limits, disabling the full sort receptacle from further acceptance of items.	1,250.00	1,250.00
AMH Induction - SW/HW (Hold Processing - Std)	1	SORTER HOLD PROCESSING - Standard Hold/Reserves Processing Module with Desktop Receipt Printer (a high capacity receipt printer upgrade is optional). As items are processed, the holds module retrieves the hold information and prepares customized receipts for insertion/attachment to items.	1,875.00	1,875.00



# Quotation

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Date 5/30/2012  
Estimate # US-12418

EnvisionWare, Inc.  
2855 Premiere Parkway | Suite A  
Duluth GA 30097-5201  
United States  
800-216-8370  
<http://www.envisionware.com>  
Tax ID # 58-2424595

Item	Qty	Description	Unit Price	Amount
AMH Module - Sorting Bin Full Switch	7	SORTER BIN FULL DEACTIVATION SWITCH is used to stop the distribution of items into a receptacle. The Switch ignites when the Bin Full Software activates the light. (requires Bin Full Software) Add one switch per sort receptacle location.	462.50	3,237.50
AMH Module - Turntable GEN3	1	SORTER TURNTABLE rotates items to align a spine or to turn right angles.	17,875.00	17,875.00
AMH Module - Sorting GEN3	3	SORTER SORTING MODULE distributes items into receptacles. In-line, a module provides two sorts. At the end of a line, the module provides three sorts. The end of a sorting line is typically dedicated to exceptions and uses a large bin, space permitting	14,850.00	44,550.00
AMH Receptacle - Bin [Standard]	8	SORTER STANDARD BIN holds approximately 100 or more print items. The bin has an auto-leveling internal base that raises and lowers with the addition or removal of items in the bin	1,312.50	10,500.00
SUBTOTAL AMH		SUBTOTAL for Automated Materials Handling / Sorter System		178,271.23
PS-TP Day Rate	1	ENVISIONWARE FACTORY PERSONNEL ONSITE INSTALLATION DAY for Sorters	1,500.00	1,500.00
PS-PM-RF-BLDG	1	ENVISIONWARE COLLABORATIVE PROJECT SERVICES -- PER BUILDING An EnvisionWare Implementation Consultant will collaborate with you and your team on the development of a strategy that ensures optimal use of your EnvisionWare technology investment. ** Price includes installation of all products ordered or guidance to install all items that are ordered as part of a single project/trip on a per building basis. EnvisionWare experts work in concert with one or more members of your team. EnvisionWare generally installs management or host components, RFID gates and related hardware, and trains customers in the deployment of patron and staff stations. ** The Project begins with a Launch Webinar to introduce representatives from your team and ours. In the Launch discussion we will collaborate on project goals, schedule, and milestones. ** A Statement of Work will be developed collaboratively which defines the responsibilities of EnvisionWare and your staff and which establishes the criteria that define your acceptance of the solution. ** The Implementation Consultant will provide training as defined in your Statement of Work (SOW) ** The Consultant will assist you in a transition from implementation to Support. For new customers, training will be provided in the use of the EnvisionWare Customer Center ** You will be asked to perform an online acceptance according to the criteria jointly outlined in the SOW. ** A Post Installation Review will be delivered electronically that summarizes the accomplishments and any outstanding issues.  ++ This price does not include any of the fixed travel cost (Continental US) or billed expenses (Outside USA) items when onsite services are requested.	1,000.00	1,000.00



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Date 5/30/2012  
 Estimate # US-12418

Item	Qty	Description	Unit Price	Amount
PS-EXPPF-U 1st Day	2	ENVISIONWARE PROFESSIONAL SERVICES - FLAT FEE FOR EXPENSES - First of Every Five Days Onsite. No partial days.	975.00	1,950.00
SUBTOTAL Services		SUBTOTAL for EnvisionWare Professional Services for Site Survey		4,450.00
PS-TP Day Rate	2	ENVISIONWARE FACTORY PERSONNEL ONSITE INSTALLATION DAY for Sorters	1,500.00	3,000.00
PS-PM-RF-BLDG	2	ENVISIONWARE COLLABORATIVE PROJECT SERVICES -- PER BUILDING An EnvisionWare Implementation Consultant will collaborate with you and your team on the development of a strategy that ensures optimal use of your EnvisionWare technology investment. ** Price includes installation of all products ordered or guidance to install all items that are ordered as part of a single project/trip on a per building basis. EnvisionWare experts work in concert with one or more members of your team. EnvisionWare generally installs management or host components, RFID gates and related hardware, and trains customers in the deployment of patron and staff stations. ** The Project begins with a Launch Webinar to introduce representatives from your team and ours. In the Launch discussion we will collaborate on project goals, schedule, and milestones. ** A Statement of Work will be developed collaboratively which defines the responsibilities of EnvisionWare and your staff and which establishes the criteria that define your acceptance of the solution. ** The Implementation Consultant will provide training as defined in your Statement of Work (SOW) ** The Consultant will assist you in a transition from implementation to Support. For new customers, training will be provided in the use of the EnvisionWare Customer Center ** You will be asked to perform an online acceptance according to the criteria jointly outlined in the SOW. ** A Post Installation Review will be delivered electronically that summarizes the accomplishments and any outstanding issues.  ++ This price does not include any of the fixed travel cost (Continental US) or billed expenses (Outside USA) items when onsite services are requested.	1,000.00	2,000.00
PS-EXPPF-U 1st Day	2	ENVISIONWARE PROFESSIONAL SERVICES - FLAT FEE FOR EXPENSES - First of Every Five Days Onsite. No partial days.	975.00	1,950.00
PS-EXPPF-U Additional Day	2	ENVISIONWARE PROFESSIONAL SERVICES - FLAT FEE FOR EXPENSES - Additional Days After First. Maximum (4) additional days before an additional First day is required.	250.00	500.00
SUBTOTAL Services		SUBTOTAL for EnvisionWare Professional Services AMH install		7,450.00



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## Quotation

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Date 5/30/2012  
 Estimate # US-12418

Item	Qty	Description	Unit Price	Amount

**Subtotal** 190,171.23  
**Total Tax** 13,816.02  
**Total** \$203,987.25

All sales subject to the standard EULA and Product Warranty provided with your products. This offer is not valid after the expiration date. Thank you for your interest in EnvisionWare products and services.



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RFID 79\*459\*14 +  
 AMH 203\*987\*25 +  
 283\*446\*39 \*  
 283\*446\*39 \*  
 YR 2 MAINT 7\*144\*70 +  
 290\*591\*09 \*

## Quotation

Page 1 of 3

Date 5/9/2012  
 Estimate # US-12304  
 Quote Expires 8/7/2012  
 Expected Close 5/31/2012  
 Project  
 Sales Rep Evans, Ken  
 Product Specialist  
 Partner  
 Memo Palm Desert  
 Terms Net 30 Days  
 End User  
 End User Expiration  
 Maint. Expiration 12/31/2012

### Bill To

Luther Brady  
 Riverside County Library System  
 5840 Mission Blvd  
 Riverside CA 92509  
 United States

Item	Quant...	Description	Unit Price	Amount
RFID-GATES-UB MS UltraT 2-Aisle	2	ENVISIONWARE MASTERSERIES ULTRA TRANSPARENT RFID GATES - 2-Aisles / 3-Pedestals / Reader / Multiplexer / Alarm Kit / Power Supply / US Cord. ** Industry's only 3D Library Gate - high accuracy, multi-dimension detection ** Near 100% Transparent Acrylic Glass blends with every decor ** Internal electronics with Automatic tuning ** 40 item/second performance; ** Visual and audible alarm indicators plus Ethernet integration to EnvisionWare Branch Manager ** 30in W x 67in H x 3.1in D (760mm W x 1700mm H x 80mm D) ** EN 300 330/FCC Part 15/EN 301 489/EN 60950/UL 1950 150lbs (68kg) ++ OPTIONS: EnvisionWare Branch Manager	9,869.00	19,738.00
RFID-GATES-U People Counter 2-Aisle	2	ENVISIONWARE MASTERSERIES ULTRA TRANSPARENT GATES PEOPLE COUNTER - People Counter internally mounted as an enhancement to any Dual-Aisle EnvisionWare Master Series Ultra Transparent RFID Gates.  *EnvisionWare Branch Manager (EBM) integration availability: TBD.	740.00	1,480.00
SUBTOTAL Items		SUBTOTAL for Items Above		21,218.00
SSC-AIO/HR-U Kiosk BT (*Std)	6	ENVISIONWARE ALL-IN-ONE HR KIOSK HARDWARE SYSTEM # Specify Finish #  ** -All-In-One PC with Windows and 17" Touch Screen, AntiVirus ** EnvisionWare Furniture Kiosk for Self Service Circulation ** Undermount support for optional 1-Pad RFID Reader Kit ** High speed Receipt Printer ** Linear Image Scanner ** Track2 Credit Card Swipe Reader  -- OPTIONS -- ++ OneStop Self Service Circulation Software Bundle ++ EnvisionWare Circulation API for Polaris ExpressCheck Integration ++ EnvisionWare I-Link for III Express Lane Integration	6,449.00	38,694.00
SSC-AIO/HR-U Kiosk Custom Laminate	6	-- ENVISIONWARE AIO KIOSK Custom Laminate Add-On Component  **** SPECIFY WilsonArt Custom color and number:	200.00	1,200.00
RFID-READER-K	6	ENVISIONWARE *NEW* 1-Pad RFID READER KIT	795.00	4,770.00



# Quotation

Page 2 of 3

Date 5/9/2012  
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Tax ID # 58-2424595

Item	Quant...	Description	Unit Price	Amount
IT-USB-U 1-Pad		<p>** INTEGRATED high performance ISO standard RFID Reader/Writer and Pad in an attractive acrylic black design. Blue status LED. Looks great on any kiosk or counter and can be mounted under a non-conducting counter surface. (Mounting included)</p> <p>** Dimensions: 14.8" x 10.87" x 1.06" (376 x 276 x 26.8mm)</p> <p>** Output Power: 1.5W -- 50% more power than earlier designs translates to superior detection.</p> <p>** Environment: -13F to +131F (-25C to +55C); 5 to 95% non condensing</p> <p>** UNIDIRECTIONAL system detects above the surface of the pad but not to the sides or bottom. So well shielded that it can work on metallic surfaces.</p> <p>** Fast, easy installation. Connect to the included compact power supply and to your computer's USB port. The integrated system ensures optimal performance and compatibility plus simple plug-and-play installation and service.</p> <p>** Universal Power supply, 6ft shielded USB Cable and installation accessories</p> <p>** UL, CSA, FCC Part 15, RSS-Gen Issue 1, RSS-210 EN 300 330 EN 60950 EN 50364</p> <p>** Weight 4.4 lbs (2kg)</p> <p>++ Requires EnvisionWare RFID Software Suite</p>		
SUBTOTAL Items		SUBTOTAL for Self Service Items Above		44,664.00
RFID-READER-K IT-USB-U 1-Pad	7	<p>ENVISIONWARE *NEW* 1-Pad RFID READER KIT</p> <p>** INTEGRATED high performance ISO standard RFID Reader/Writer and Pad in an attractive acrylic black design. Blue status LED. Looks great on any kiosk or counter and can be mounted under a non-conducting counter surface. (Mounting included)</p> <p>** Dimensions: 14.8" x 10.87" x 1.06" (376 x 276 x 26.8mm)</p> <p>** Output Power: 1.5W -- 50% more power than earlier designs translates to superior detection.</p> <p>** Environment: -13F to +131F (-25C to +55C); 5 to 95% non condensing</p> <p>** UNIDIRECTIONAL system detects above the surface of the pad but not to the sides or bottom. So well shielded that it can work on metallic surfaces.</p> <p>** Fast, easy installation. Connect to the included compact power supply and to your computer's USB port. The integrated system ensures optimal performance and compatibility plus simple plug-and-play installation and service.</p> <p>** Universal Power supply, 6ft shielded USB Cable and installation accessories</p> <p>** UL, CSA, FCC Part 15, RSS-Gen Issue 1, RSS-210 EN 300 330 EN 60950 EN 50364</p> <p>** Weight 4.4 lbs (2kg)</p> <p>++ Requires EnvisionWare RFID Software Suite</p>	795.00	5,565.00
SUBTOTAL Items		SUBTOTAL for Staff Station Items Above		5,565.00
PS-PM-RF-BLDG	1	<p>ENVISIONWARE COLLABORATIVE PROJECT SERVICES -- PER BUILDING</p> <p>An EnvisionWare Implementation Consultant will collaborate with you and your team on the development of a strategy that ensures optimal use of your EnvisionWare</p>	1,000.00	1,000.00



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# Quotation

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Date 5/9/2012  
 Estimate # US-12304

Item	Quant...	Description	Unit Price	Amount
		<p>technology investment.            ** Price includes installation of all products ordered or guidance to install all items that are ordered as part of a single project/trip on a per building basis. EnvisionWare experts work in concert with one or more members of your team. EnvisionWare generally installs management or host components, RFID gates and related hardware, and trains customers in the deployment of patron and staff stations.            ** The Project begins with a Launch Webinar to introduce representatives from your team and ours. In the Launch discussion we will collaborate on project goals, schedule, and milestones.            ** A Statement of Work will be developed collaboratively which defines the responsibilities of EnvisionWare and your staff and which establishes the criteria that define your acceptance of the solution.            ** The Implementation Consultant will provide training as defined in your Statement of Work (SOW)            ** The Consultant will assist you in a transition from implementation to Support. For new customers, training will be provided in the use of the EnvisionWare Customer Center            ** You will be asked to perform an online acceptance according to the criteria jointly outlined in the SOW.            ** A Post Installation Review will be delivered electronically that summarizes the accomplishments and any outstanding issues.</p> <p>++ This price does not include any of the fixed travel cost (Continental US) or billed expenses (Outside USA) items when onsite services are requested.</p>		
PS-EXPPF-U 1st Day	1	ENVISIONWARE PROFESSIONAL SERVICES - FLAT FEE FOR EXPENSES - First of Every Five Days Onsite. No partial days.	975.00	975.00
PS-EXPPF-U Additional Day	2	ENVISIONWARE PROFESSIONAL SERVICES - FLAT FEE FOR EXPENSES - Additional Days After First. Maximum (4) additional days before an additional First day is required.	250.00	500.00
SUBTOTAL Services		SUBTOTAL for EnvisionWare Professional Services for RFID installation		2,475.00
		<p>maintenance for yr 1 \$0            maintenance for yr 2 \$7,144.70</p>		

**Subtotal** 73,922.00  
**Total Tax** 5,537.14  
**Total** \$79,459.14

All sales subject to the standard EULA and Product Warranty provided with your products. This offer is not valid after the expiration date. Thank you for your interest in EnvisionWare products and services.