



COMMONWEALTH OF MASSACHUSETTS
 MASSACHUSETTS DEPARTMENT OF TRANSPORTATION
 PURCHASE ORDER
 FOR COMMODITIES AND/OR SERVICES

*Amendment
 Increase for
 10 Capture Stations*

* COMMODITY/EQUIPMENT SERVICE

THIS PURCHASE ORDER CONFIRMS AN ORDER THAT WAS PREVIOUSLY PLACED. PLEASE DO NOT DUPLICATE.

*Purchase Order Issue Date:	*Purchase Order Number: CTDOT028717090042	
	Statewide Contract Number:	
Contract Start Date: 7/1/2015	Contract End Date: 10/23/2021	Reference MA or Contract:

Vendor Information

*Name: MorphoTrust USA LLC	Contact Person: John Corson
*Address: 6840 Carothers Pkwy, Ste 650	Telephone: 678-575-1586
*City, State, Zip Code: Franklin, TN 37067	Fax:
	Email: jcorson@morphotrust.com
	Quote Number (if applicable): FQ20170406MA05

Department Information

*Ship to Department Name: MassDOT - RMV	*Bill to Department Name: MassDOT - IT
*Contact Person: Al Puccia	*Contact Person: Antonia Pires
*Address: 25 Newport Ave	*Address: 10 Park Plaza, Room 5231
*City, State, Zip Code: Quincy, MA 02171	*City, State, Zip Code: Boston, MA 02116
*Telephone: 857-368-7806	Telephone: 857-368-9897
Email: al.puccia@state.ma.us	Email: antonia.pires@state.ma.us
Delivery Instructions: Loading Dock Available	Prompt Payment Discount (Terms & %):

Instructions to the Vendor:

- The vendor's invoice must include the following minimum information: Purchase order number, quantity and description of item(s) shipped, unit of measure, unit price, total dollar amount of any discount, total price and the vendor's invoice number.
- The purchase order number must appear on the vendor's packing list.
- See attached specifications, if any, related to this purchase order. If this purchase order is for services, please see the section entitled Engagement of Services below. Additional specifications are not necessary if the details of the performance are covered in the contract.
- Vendor assumes risk of loss for commodities in transit. All commodities are subject to inspection upon delivery. Commodities delivered after the Requested Delivery Date above may be rejected. Rejected commodities will be returned at the vendor's expense.

* Engagement of Services (may be required for services): If this Purchase Order is for the provision of services which have been negotiated with the vendor, provide a brief description here of those services (attach detailed specifications, if appropriate). Also, include the dates of service, the number of hours and the hourly rates associated with this engagement. The vendor must sign this form for the engagement of services. Note: This form or additional specifications are not required if the RFR and contract contain all of the required Purchase Order information.

Line #	Vendor Item Number	Item Description	Unit of Measure	Quantity	Unit Price	Subtotal (Quantity x Unit Price)	** Discount	Total Price (Subtotal minus Discount)
1	SEE ATTACHED							
2								
3								

<p>Department Approval</p> <p>Signature: <i>[Signature]</i></p> <p>*Printed Name: <i>John Mary Trent</i></p> <p>*Date: <i>[Date]</i></p>	<p>Subtotal:</p> <p>Shipping and Handling: 0.00</p> <p>Total Order Amount: \$253,480.00</p> <p><i>In case</i></p>
<p>* Vendor Approval (only required for the Engagement of Services)</p> <p>Signature: <i>[Signature]</i></p> <p>*Printed Name: <i>Robert Eckel President CEO</i></p> <p>*Date: <i>6/2/17</i></p>	

keep sign →

* Indicates required field. ** Discount includes any Prompt Payment Discounts.



April 28, 2017

Sarah Zaphiris
Deputy Registrar for Operations
Registry of Motor Vehicles
25 Newport Avenue Extension
Quincy, MA 02171

Quotation Reference Number:

FQ20170405MA03

Dear Ms. Zaphiris;

MorphoTrust USA, Inc. ("MorphoTrust") is pleased to provide the Massachusetts Registry of Motor Vehicles (MA RMV) with this quotation in response to your request. A description of the goods and/or services you have requested, plus certain terms and conditions of this quotation, are provided below.

DESCRIPTION OF GOODS AND SERVICES:

The MA RMV has requested pricing for an additional 10 Capture Stations associated with the current delivery of the Driver License and Identification Card program. Each Capture Station includes the following components which are included in this quotation;

- Signature Capture Device
- Photo Capture Device (Camera and associated software)
- Document imaging scanners
- Vision Screening Test Device
- Document Authentication Scanner (Both B5000 and M500)
- Customer Facing Monitor
- Workstation Printer

Note: Costs Include Applicable Software Licenses to Make the Unit Operational

Two Freestanding backdrops and eight cloth backdrops are included in this quote, along with 10 Vision brackets.

ASSUMPTIONS:

- This quote is dependent on agreement of final specifications with the MA RMV
- Coverage for scheduled site surveys and deployment support as outlined in the table below. Assumes minimum 2 week notice for any date shifts.

Location	Site Survey	Installation
North Reading	5/4/2017	7/13/2017
North Andover	5/4/2017	11/2/2017
Leominster	5/5/2017	10/19/2017
Acton	5/5/2017	6/29/2017
Haverhill	5/10/2017	7/27/2017
Lawrence	5/10/2017	9/7/2017
Webster	5/11/2017	10/5/2017
Marlborough	5/11/2017	9/21/2017
Plymouth	5/15/2017	8/17/2017
Boston	5/15/2017	8/10/2017

- Does not include onsite support the day following installation.
- Assumes backdrops as follows
- Assumes MassDOT resources will be present and onsite as needed to support deployment.
- Any return trips required because of 'site not ready' issues will be billable at \$800 for the first four hours on site, plus \$150 per man per hour for each hour beyond the first four hours.

Branch	Blue Screen Location
Acton	Wall
Boston	Stand
Haverhill	Wall
Leominster	Stand
Marlborough	Wall
North Andover	Wall*
North Reading	Wall
Plymouth	Wall
South Lawrence	Wall
Webster	Wall

MorphoTrust is pleased to provide you with this **quotation**. Prices specified in this quotation shall remain fixed for a period of 60 days from the date of this quotation. Prices quoted herein are based upon the information that has been provided to MorphoTrust by MA RMV. Changes to the information provided may result in a change in price.

- ★ MorphoTrust standard terms and conditions which govern all purchases made pursuant to this quotation are listed below. To the extent such terms directly conflict with those set forth in this quotation, the terms in this quotation shall govern.

Please feel free to contact me with any questions you may have.

Sincerely,



John Corson
Director - Client Executive
MorphoTrust USA
296 Concord Road
3rd Flr. Ste 300
Billerica, MA 01821
518 956-0347
jcorson@morphotrust.com

QUOTATION

Date: April 28, 2017
 Quote No: FQ20170405MA03
 Valid Through: 60 days from date above
 Payment Terms: Payable within 30 days of Invoice by MA RMV
 Delivery: Delivery of goods and services anticipated to be completed within 2 months after receipt of Purchase Order

To:

Sarah Zaphiris
 Deputy Registrar for Operations
 Registry of Motor Vehicles
 25 Newport Avenue Extension
 Quincy, MA 02171

From:

John Corson
 Client Executive
 MorphoTrust USA
 296 Concord Road, Third Floor
 Billerica, MA 01821
 (518) 956-0347

Product	Qty	Unit Price	Total
Signature Capture Device	10	\$642.00	\$6,420.00
Photo Image Capture Device	10	\$2,316.00	\$23,160.00
Document Imaging Scanners	10	\$1,204.00	\$12,040.00
Vision Screening Test Device	10	\$3,385.00	\$33,850.00
Document Authentication Scanner	10	\$4,375.00	\$43,750.00
Customer Facing Monitor	10	\$289.00	\$2,890.00
Workstation Printer	10	\$625.00	\$6,250.00
Freestanding Backdrop	2	\$1,512.00	\$3,024.00
Cloth Backdrop	8	\$43.00	\$346.00
Vision Brackets	10	\$154.00	\$1,540.00
		Total	\$133,270.00
Note: Includes Year 1 Maintenance			
Costs Include Applicable Software Licenses to Make the Unit Operational			
Total Cost Per Unit = \$12,836.00			

Annual Maintenance

Annual Maintenance per unit	Units	Year	Total
\$0.00	10	1	Included
\$3,005.25	10	2	\$30,052.50
\$3,005.25	10	3	\$30,052.50
\$3,005.25	10	4	\$30,052.50
\$3,005.25	10	5	\$30,052.50
Total Maintenance			\$120,210.00

NOTE: This is a firm fixed quotation for goods and services.

PAYMENT TERMS:

Payable within 30 days of Invoice by MA RMV. The terms and conditions associated with Contract # 90042 will apply to this change order.

MORPHOTRUST'S STANDARD TERMS AND CONDITIONS: MorphoTrust's standard terms and conditions which govern all purchases made pursuant to this quotation are listed below. To the extent such terms directly conflict with those set forth in this quotation, the terms in this quotation shall govern.

Quote Acceptance: FQ20170417MA03

Print: _____

Date: _____

Title: _____

***** TO BETTER ALLOW MORPHOTRUST TO PROCESS YOUR ORDER *****

- 1) PLEASE SIGN THE ABOVE ACCEPTANCE OF THIS OFFER AND RETURN THIS DOCUMENT TO YOUR MORPHOTRUST SALESPERSON/CONTACT.
- 2) ALTERNATIVELY, IF YOU ARE PREPARING A PURCHASE ORDER OR CONTRACT AMENDMENT, PLEASE INCLUDE THIS OFFER WITH THE DOCUMENTS YOU ARE SUBMITTING.

Cadorette, John (DOT)

From: Cadorette, John (DOT)
Sent: Thursday, May 18, 2017 9:39 AM
To: Leahy, William (DOT)
Subject: RE: REQUEST: RMV AAA Expansion Project 3.0 - Quote

\$253,480 ?

-----Original Message-----

From: Leahy, William (DOT)
Sent: Thursday, May 18, 2017 9:31 AM
To: Cadorette, John (DOT)
Subject: RE: REQUEST: RMV AAA Expansion Project 3.0 - Quote

The encumbrance is for \$ 253,483.00 which includes maintenance.

-----Original Message-----

From: Cadorette, John (DOT)
Sent: Tuesday, May 09, 2017 2:23 PM
To: Leahy, William (DOT)
Cc: Shaughnessy, Robert C. (DOT); Yee, Bill (DOT)
Subject: FW: REQUEST: RMV AAA Expansion Project 3.0 - Quote

Hi Bill,

This is yours

Thanks,
John

-----Original Message-----

From: Baldon, David (DOT)
Sent: Tuesday, May 09, 2017 2:04 PM
To: Cadorette, John (DOT); Yee, Bill (DOT)
Cc: Newton, Mark (DOT)
Subject: FW: REQUEST: RMV AAA Expansion Project 3.0 - Quote

Hi John,

Attached is the Morpho quote for DL/ID Lic Workstation implementation.

The project ID is: 15720 AAA RMV Expansion 3.0

Let me know if you need a IT Purchase Request Form completed for the PO/procurement process.

Thanks,
David

-----Original Message-----

From: Baldon, David (DOT)
Sent: Friday, April 28, 2017 8:58 AM
To: Newton, Mark (DOT)
Subject: FW: REQUEST: RMV AAA Expansion Project 3.0 - Quote

FYI -

-----Original Message-----

From: Corson, John [mailto:jcorson@morphotrust.com]
Sent: Friday, April 28, 2017 8:33 AM
To: Baldon, David (DOT); Bedard, David (DOT); Zaphiris, Sarah (DOT)
Cc: Allard, Scott
Subject: RE: REQUEST: RMV AAA Expansion Project 3.0 - Quote

Good morning,

Attached, please find the quotation for the 10 workstations you requested for the AAA offices. Please let me know if you have any questions.

Thank you,

John

John Corson
Director - Client Executive

Phone: 518-283-5911
Mobile: 518-956-0347
296 Concord Rd. – Ste 300
Billerica, MA 01821
jcorson@MorphoTrust.com
www.MorphoTrust.com

Follow @Identogo on Twitter and Identogo on LinkedIn. Like Identogo on Facebook.

-----Original Message-----

From: Baldon, David (DOT) [mailto:david.baldon@state.ma.us]
Sent: Wednesday, April 26, 2017 1:13 PM
To: Allard, Scott; Bates, Peter
Cc: Corson, John
Subject: RE: REQUEST: RMV AAA Expansion Project 3.0 - Quote
Importance: High

Hi Scott,

I want to know when we can expect to receive the quote from you on AAA 3.0.

Thanks,
David

-----Original Message-----

From: Baldon, David (DOT)
Sent: Tuesday, April 18, 2017 11:04 AM
To: 'Allard, Scott'; Bates, Peter
Cc: Corson, John
Subject: RE: REQUEST: RMV AAA Expansion Project 3.0 - Quote

Hi Scott,

I don't believe we need someone from your team onsite for the 'Soft Go Live' (day after install) and believe a status of on call should suffice.

Thanks,
David

-----Original Message-----

From: Allard, Scott [mailto:SAllard@morphotrust.com]
Sent: Tuesday, April 18, 2017 10:51 AM
To: Baldon, David (DOT); Bates, Peter
Cc: Corson, John
Subject: RE: REQUEST: RMV AAA Expansion Project 3.0 - Quote

Hello Dave,

Will you also be looking for someone from our team to be onsite the next day for 1/2 a day following the deployment?

Scott Allard
Senior Program Manager

Phone: 978-215-2692
Mobile: 781-336-9853
296 Concord Road, Suite 300
Billerica, MA 01821 USA
sallard@MorphoTrust.com
www.MorphoTrust.com

-----Original Message-----

From: Baldon, David (DOT) [mailto:david.baldon@state.ma.us]
Sent: Friday, April 14, 2017 4:04 PM
To: Allard, Scott <SAllard@morphotrust.com>; Bates, Peter <PBates@morphotrust.com>
Cc: Corson, John <jcorson@morphotrust.com>
Subject: RE: REQUEST: RMV AAA Expansion Project 3.0 - Quote

Thanks Scott,

I want to know if you there are other options for completing the installs in a shorter timeframe. We are dependent on the ISP providers and the RMV training which extends this process out for the 5 month duration.

I would like to shorten the duration as well.

David

-----Original Message-----

From: Allard, Scott [mailto:SAllard@morphotrust.com]
Sent: Friday, April 14, 2017 3:58 PM
To: Baldon, David (DOT); Bates, Peter
Cc: Corson, John
Subject: RE: REQUEST: RMV AAA Expansion Project 3.0 - Quote

Hello David,

Based on the duration of the schedule(5 -6 months for 10 workstations) you provided our standard deployment vendor decided to opt out of supporting this deployment. We are in the process of evaluate internal options and should have the quote completed on Monday or Tuesday.

Scott Allard
Senior Program Manager

Phone: 978-215-2692
Mobile: 781-336-9853
296 Concord Road, Suite 300
Billerica, MA 01821 USA
sallard@MorphoTrust.com
www.MorphoTrust.com

-----Original Message-----

From: Baldon, David (DOT) [mailto:david.baldon@state.ma.us]
Sent: Friday, April 14, 2017 3:54 PM
To: Allard, Scott <SAllard@morphotrust.com>; Bates, Peter <PBates@morphotrust.com>
Cc: Corson, John <jcorson@morphotrust.com>
Subject: RE: REQUEST: RMV AAA Expansion Project 3.0 - Quote

Hi Scott,

I want to know if you can provide a status on the quote per the below request.

Thanks,
David

-----Original Message-----

From: Allard, Scott [mailto:SAllard@morphotrust.com]
Sent: Monday, April 10, 2017 4:03 PM
To: Baldon, David (DOT); Bates, Peter
Cc: Corson, John
Subject: RE: REQUEST: RMV AAA Expansion Project 3.0 - Quote

Hello David,

I believe you should have this by the end of the week.

Scott Allard
Senior Program Manager

Phone: 978-215-2692
Mobile: 781-336-9853
296 Concord Road, Suite 300
Billerica, MA 01821 USA
sallard@MorphoTrust.com
www.MorphoTrust.com

-----Original Message-----

From: Baldon, David (DOT) [mailto:david.baldon@state.ma.us]
Sent: Monday, April 10, 2017 3:52 PM
To: Allard, Scott <SAllard@morphotrust.com>; Bates, Peter <PBates@morphotrust.com>
Subject: RE: REQUEST: RMV AAA Expansion Project 3.0 - Quote

Hi Scott,

I want to know if you can provide an update regarding the below quote request. I need to present a timeline to the team by Thursday and would appreciate if you can provide some feedback before Thursday.

Thanks,
David

-----Original Message-----

From: Baldon, David (DOT)
Sent: Wednesday, April 05, 2017 9:30 AM
To: Allard, Scott; Bates, Peter
Subject: RE: REQUEST: RMV AAA Expansion Project 3.0 - Quote

Hi Scott,

We are looking to start roll-outs early June, therefore let me know when we can expect the quote and the earliest when your team can start the installations.

Thanks,
David

From: Baldon, David (DOT)
Sent: Tuesday, April 04, 2017 4:16 PM
To: Allard, Scott; Bates, Peter
Subject: RE: REQUEST: RMV AAA Expansion Project 3.0 - Quote

Hi Scott,

Here's a summary of the blue screens for the offices.

Backdrop Locations

Blue Screen

Branch

Location

Acton

Wall

Boston

Stand

Haverhill

Wall

Leominster

Stand

Marlborough

Wall

North Andover

Wall*

North Reading

Wall

Plymouth

Wall

South Lawrence

Wall

Webster

Wall

* Subject to field visit

Let me know if you require additional information.

Thanks,
David

From: Baldon, David (DOT)
Sent: Tuesday, April 04, 2017 4:01 PM
To: 'Allard, Scott'; Bates, Peter
Subject: RE: REQUEST: RMV AAA Expansion Project 3.0 - Quote

Thanks Scott,

I already requested the information from AAA and they are putting together the information now.

Thanks,
David

From: Allard, Scott [mailto:SAllard@morphotrust.com]
Sent: Tuesday, April 04, 2017 3:39 PM
To: Baldon, David (DOT); Bates, Peter
Subject: RE: REQUEST: RMV AAA Expansion Project 3.0 - Quote

Hello David,

We will also need a count for any freestanding backdrops that are required. Thanks.

Scott Allard
Senior Program Manager

Phone: 978-215-2692
Mobile: 781-336-9853
296 Concord Road, Suite 300
Billerica, MA 01821 USA

sallard@MorphoTrust.com<mailto:sallard@MorphoTrust.com>
www.MorphoTrust.com<https://urldefense.proofpoint.com/v2/url?u=http-
3A__www.morphotrust.com_&d=DwMFAG&c=IDF7oMaPKXpkYvev9V-
fVahWLOQWnGCCAfCDz1Bns_w&r=Rupob3PbZ8WvQwMg1__OKt1nP5eO2hZqi9kS0mb2yqM&m=RkvuAOUuZ3Zzm0KI_hcmG5
mRviHs2xaC5mdJc1viptc&s=uthpvidd0q38VFqwsIgz4viXTEGwvYVGDIB9cSjxOWs&e=>

From: Baldon, David (DOT) [mailto:david.baldon@state.ma.us]
Sent: Tuesday, April 04, 2017 3:21 PM
To: Allard, Scott <SAllard@morphotrust.com<mailto:SAllard@morphotrust.com>>; Bates, Peter
<PBates@morphotrust.com<mailto:PBates@morphotrust.com>>
Subject: RE: REQUEST: RMV AAA Expansion Project 3.0 - Quote

Hi Scott & Peter,

I want to know if you can provide a status on the below request for additional AAA RMV roll-outs.

Thanks,
David

From: Baldon, David (DOT)
Sent: Monday, March 27, 2017 10:04 AM
To: 'Allard, Scott'; 'Bates, Peter'
Subject: REQUEST: RMV AAA Expansion Project 3.0 - Quote
Importance: High

Hi Scott and Peter,

I want to know if you can provide a quote for LIC WS for the next 10 AAAs. Below is the list as it stands right now and there was a 11th location - Greenfield but was pulled from the list:

AAA LOCATION

Priority

AAA Location

Address

Telephone

Target Soft Go Live

Target Full 'Go Live'

1

Acton

342 Great Road
Acton, MA 01720

978-266-1000

TBD

TBD

2

North Reading

72 Main Street
North Reading, MA 01864

978-357-7120

TBD

TBD

3

Haverhill

90 Kenoza Ave
Haverhill, MA 01830

978-373-3611

TBD

TBD

4

Boston

125 High Street
Boston, MA 02110

617-443-9300

TBD

TBD

5

Plymouth

29 Home Depot Drive
Plymouth, MA 02360

508-747-6100

TBD

TBD

6

Lawrence

160 Winthrop Avenue
Lawrence, MA 01843

978-681-9200

TBD

TBD

7

Marlborough

197 Boston Post Road West/Route 20 West
Marlborough, MA 01752

508-303-2400

TBD

TBD

8

Webster

400 South Main Street
Webster, MA 01570

508-943-0058

TBD

TBD

9

Leominster

20 Commercial Road
Leominster, MA 01453

978-537-4000

TBD

TBD

10

North Andover

49 Orchard Hill Rd
North Andover, MA 01845

978-946-0432

TBD

TBD

The RMV is looking to start with training mid to end of May 2017 but still pending confirmation from RMV.

Let me know what additional information your require in order to put the quote together and let me know how long it will take to turn around the quote.

Thanks,
David

David Baldon
Senior Consultant/Project Manager
Project Management Office (PMO) | MassDOT IT
10 Park Plaza Suite 8110 Boston MA 02116 phone 857.368.9861 | mobile 603.785.3316
email: david.baldon@state.ma.us<mailto:david.baldon@state.ma.us>

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