



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

*Amendment  
 Increase 390k  
 Scanners, hubs, C44s, iushell*

COMMODITY/EQUIPMENT     SERVICE

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

*Purchase Order Issue Date: 11/6/2017		*Purchase Order Number: <b>PCDOT028718090042</b>						
		Contract Number: 90042						
Contract Start Date: 7/1/2015	Contract End Date: 10/23/2021	Reference MA or Contract: RFR						
<b>Vendor Information</b>								
*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): FQ20170712MA08R5						
<b>Department Information</b>								
Ship to Various RMV Service Centers		*Bill to Department Name: MassDOT - IT						
Addresses on file		*Contact Person: Antonia Pires						
		*Address: 10 Park Plaza, Room 5231						
		*City, State, Zip Code: Boston, MA 02116						
		Telephone: 857-368-9897						
		Email: antonia.pires@state.ma.us						
		Prompt Payment Discount (Terms & %):						
<b>Instructions to the Vendor:</b>								
1. 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.								
2. The purchase order number must appear on the vendor's packing list.								
3. 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.								
4. 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								
<b>Department Approval</b> Signature: <u>X John C. Primerano</u> *Printed Name: John Primerano, Deputy CIO *Date: <u>11/7/2017</u>					<b>Subtotal:</b>  <b>Shipping and Handling:</b> 0.00  <b>Total Order Amount:</b> <b>\$390,073.48</b> <i>Increase</i>			
* Vendor Approval (only required for the Engagement of Services) *Signature: _____ *Printed Name: _____ *Date: _____								

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





**SAFRAN**

MorphoTrust USA

October 27, 2017

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

**Quotation Reference Number:**

**FQ20170712MA08R5**

Dear Ms. Zaphiris,

MorphoTrust USA, LLC ("MorphoTrust") is pleased to provide the Massachusetts Registry of Motor Vehicles ("MA RMV") with this revised quote per your instruction to supply the MA RMV with Barcode Scanning and required peripherals (USB Hubs and Cables) for use within the branch offices.

**DESCRIPTION OF GOODS AND SERVICES:**

MA RMV has requested pricing for the purchase and installation of the following items:

- 360 Genesis 7580G Barcode Scanner MK7580-30B38-02-A- MS7580 1D / PDF17 / 2D Scanner USB Type A Cable, Power Supply, Black Honeywell (300 Installed, 30 Spares)
- 350 Anker 7 Port USB 3.0 Data Hubs
- 380 Cable Matters SuperSpeed 3.0 type A to B USB Cable 15'

Additionally, given positive new direction regarding our ability to properly install and secure the cabling associated with the most recent equipment rollout. MA RMV has requested a cable management project which will be handled in conjunction with the implementation of the above devices as time allows.

MorphoTrust will partner with FORM 10 on the installation and cabling project, as well as providing hardware qualification efforts and maintaining oversight for the implementation.

**Background:**

Form 10 Group installed new Image Capture Workstations at 35 branch offices and 20 AAA offices in 2016. The RMV is now interested in adding a few new peripherals and the cabling and cable management at these sites. The new peripherals include:

- 300 Genesis 7580G Barcode Scanners
- Additional USB Hubs and cables as necessary

Associated required spares for the above devices are included in this quote.

**Scope of Work:**

MorphoTrust and Form 10 expect that the following activities will have to be performed.

**Overall Project Scope**

- Inventory management and warehousing
- Assisting in development of project schedule
- Coordinating technician schedules
- Ensuring software management and version control

**Site Installation Scope**

- Coordinate with the office manager on plan
- Communicate with operations center
- Inventory all new assets and report them accurately
- Completely cleanup and remove all packing material

**Workstation Task Scope**

- Load a software patch to update the computer with the proper software and drivers
- Attach up to 2 USB devices
- Functional test 2 new USB devices
- Manage cables for new devices
- Improve the current cabling

**Scheduling:**

MorphoTrust and Form 10 are budgeting 2.5 tech hour per workstation and 1 hour on average to travel between offices. Form 10 proposes installing large office on Saturdays. The largest office, Haymarket, could be done over the next available long weekend to help ensure that there is no impact to customer service. Medium and small offices could be installed in the evening after the office closes. A sample week could look like this:

**Sample Schedule**

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Morning							Large
Afternoon		AAA	AAA	AAA	AAA	AAA	(con't)
Evening		Small	Small	Medium	Medium	Large	

**Note:**

- Small – 5 or Fewer Workstations
- Medium – 6-12 Workstations
- Large – 13 or more workstations

A schedule with this pace of sites would update 6 RMV and 5 AAA sites each week. The entire state could be visited over a 6-week schedule.

**Cable Management:**

The current cabling has been secured with double sided tape and zip ties at most sites. Over time the adhesive is degrading and the heavy power strips and supplies are falling. Form 10 Group proposes the following:

- Attach power strips using the mounting screws either to the workspace wall or under the work surface.
- Attach cables and power supplies using small wood screws (#8 – 1/2 inch length) to secure cable clamps or zip ties with screw holes. The screws can be attached to either the walls or underside of the work area.
- If multiple cables are on the top of the work surface they will be secured together with cable clamps and secured with wood screws.
- Cabling requires MA DOT inspection and approval before being deemed complete.

**ASSUMPTIONS:**

- This quote is dependent on agreement of final specifications with the MA RMV
- This quote requires successful testing of the peripherals with the current PC's
- MorphoTrust will invoice the MA RMV in the amount of \$174,137.30 upon receipt of the equipment ordered as a result of this program
- MorphoTrust will invoice the MA RMV the remainder of the quoted price upon delivery and installation of the equipment to the satisfaction of the MA RMV
- MorphoTrust and RMV will agree on a 6 week delivery schedule, start date to be determined.
- Delivery date not to exceed February 28, 2018
- Delivery earlier than February 28, 2018 is acceptable and preferred by the RMV
- Delivery date assumes third party hardware vendor able to deliver before December 2017
- Delivery date assumes site readiness at the agreed upon RMV locations in the "to be agreed upon" schedule
- Delays caused by the RMV site readiness is not the responsibility of MorphoTrust and may cause the delivery date to go beyond February 28, 2018.

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 RMV. Changes to this information may require a re quoting of the effort.

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  
IDEMIA  
jcorson@us.IDEMIA.com



**QUOTATION**

Date: October 27, 2017  
 Quote No: **FQ20170712MA08R5**  
 Valid Through: 60 days from date above  
 Payment Terms: Payable within 30 days of Invoice  
 Delivery: Confirm schedule with RMV, not planned to go beyond February 2018

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

**From:**  
 John Corson  
 MorphoTrust USA  
 296 Concord Rd.  
 Billerica, MA 01821

Product/Service	Unit Price	Qty	Total
<b>Equipment</b>			
Honeywell Genesis 7580 - barcode scanner	\$364.93	360	\$131,374.80
Anker 7 Port USB 3.0 Data Hubs	\$76.67	350	\$26,834.50
Cable Matters SuperSpeed 3.0 type A to B USB Cable 15'	\$26.07	380	\$9,906.60
Shipping			\$6,021.40
<b>Total Equipment</b>			<b>\$174,137.30</b>
<b>Services</b>			
Installation and Cabling Project			\$101,200.00
Project Management and Oversight			\$42,308.00
<b>Total Services</b>			<b>\$143,508.00</b>
<b>Maintenance</b>			
			<b>3.67 Years*</b>
Honeywell Genesis 7580 - barcode scanner	\$42.84	360	\$56,600.21
Anker 7 Port USB 3.0 Data Hubs	\$9.00	350	\$11,560.50
Cable Matters SuperSpeed 3.0 type A to B USB Cable 15'	\$3.06	380	\$4,267.48
<b>Total Maintenance</b>			<b>\$72,428.18</b>
<b>Total Project</b>			<b>\$390,073.48</b>

\* Maintenance costs for the 3 years and 8 months remaining on the committed contract.

**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.

**Quote Acceptance:**

\_\_\_\_\_  
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.