



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

\*  **COMMODITY/EQUIPMENT**       **SERVICE**

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

<b>*Purchase Order Issue Date:</b>	<b>*Purchase Order Number: PCDOT028718103179 - 1</b>	
	<b>Contract Number: 90042 / 103179</b>	
<b>Contract Start Date:</b> 7/1/2015	<b>Contract End Date:</b> 10/23/2021	<b>Reference MA or Contract:</b> RFR

**Vendor Information**

<b>*Name:</b> MorphoTrust USA LLC	<b>Contact Person:</b> John Corson
<b>*Address:</b> 6840 Carothers Pkwy, Ste 650	<b>Telephone:</b> 678-575-1586
<b>*City, State, Zip Code:</b> Franklin, TN 37067	<b>Fax:</b>
	<b>Email:</b> jcorson@morphotrust.com
	<b>Quote Number (if applicable):</b> FQ20180130MA01

**Department Information**

<b>Ship to:</b> See attached Quote	<b>*Bill to Department Name:</b> MassDOT - IT
<b>PO Contact:</b> John Cadorette 857-368-9960 john.cadorette@state.ma.us	<b>*Contact Person:</b> Antonia Pires
	<b>*Address:</b> 10 Park Plaza, Room 8350
	<b>*City, State, Zip Code:</b> Boston, MA 02116
	<b>Telephone:</b> 857-368-9897
	<b>Email:</b> antonia.pires@state.ma.us
	<b>Prompt Payment Discount (Terms &amp; %):</b>

**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								

<b>Department Approval</b> <b>Signature:</b> <u>X. John C. Primerano</u> <b>*Printed Name:</b> John Primerano, Deputy CIO <b>*Date:</b> 5/4/2018	<b>Subtotal:</b>
<b>* Vendor Approval (only required for the Engagement of Services)</b> <b>*Signature:</b> _____ <b>*Printed Name:</b> _____ <b>*Date:</b> _____	<b>Shipping and Handling:</b> 0.00
	<b>Total Order Amount:</b> <b>\$197,182.00</b>

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



RMV CIP ID# RMV0039 - Capture Workstations - Statewide

296 Concord Road Suite 300  
Billerica, MA 01821  
978-215-2400

April 5, 2018

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

Subject: Quotation Reference Number FQ20180130MA01 Revision 1

Dear Ms. Zaphiris:

IDEMIA, formerly MorphoTrust USA, 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 that you have requested, plus certain terms and conditions of this quotation, appear below.

DESCRIPTION OF GOODS AND SERVICES:

The MA RMV has requested pricing for an additional 13 capture workstations associated with the current delivery of the Driver License and Identification Card program. Each capture workstation includes the following components, which are included in this quotation:

- Signature capture device
- Photo capture device
- Document imaging scanners
- Vision screening test device and attachment brackets
- Document authentication scanners (B5000 and M500)
- Customer-facing monitor
- Workstation printer
- Backdrop (see further detail below)

Eight of the 13 workstations are earmarked for currently planned deployments, and five will be kept in reserve by MA RMV for future deployments. The eight workstations, along with another eight already in the MA RMV's reserve, for a total of 16 will be used at the following sites:

Location	Workstation Count	Backdrop Type
AAA Newton	1	1 wall-mounted, cloth
AAA Saugus	1	1 wall-mounted, cloth
AAA Worcester	1	1 wall-mounted, cloth
AAA Framingham	1	1 wall-mounted, cloth
AAA West Springfield	1	1 wall-mounted, cloth
Roslindale Service Center	1	1 freestanding, single-sided
Southbridge Service Center	1	1 freestanding, single-sided
Revere Service Center	2	1 freestanding, double-sided
North Adams Service Center	1	1 freestanding, single-sided

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Leominster Service Center	1	1 freestanding, single-sided
AAA Westwood	1	1 wall-mounted, cloth
AAA Rockland	1	1 wall-mounted, cloth
AAA Peabody	1	1 wall-mounted, cloth
AAA Burlington	1	1 wall-mounted, cloth
So. Yarmouth	1	Use existing from Lane 12
<b>Total</b>	<b>16</b>	<b>9 wall-mounted, cloth</b> <b>4 free-standing, single-sided</b> <b>1 free-standing, double-sided</b>

The plan for providing backdrops is the following:

- 25 freestanding, single-sided backdrops are already in the MA RVM reserve; four will be allocated for the deployments listed above.
- 9 wall-mounted, cloth backdrops will be needed for the deployments listed above and are priced in this quotation.
- 1 freestanding, double-sided backdrop will be needed for the deployments listed above and is priced in this quotation.

In addition, MA RMV has requested pricing for an additional two signature pads to backfill the units that were installed in Leominster.

**ASSUMPTIONS:**

- This quote is dependent on agreement on final specifications with the MA RMV.
- Includes onsite support the day following installation (if necessary).
- 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.
- IDEMIA will invoice MA RMV for the hardware separately from the installation services. Once workstation components have been received by IDEMIA, MA RMV will sign a form accepting them and stipulating that they be stored by IDEMIA until needed for deployment, and IDEMIA will invoice for them. Once a workstation has been installed, MA RMV will sign a form accepting the installed workstation, and IDEMIA will invoice for the installation services.

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 IDEMIA by MA RMV. Changes to the information provided may result in a change in price.

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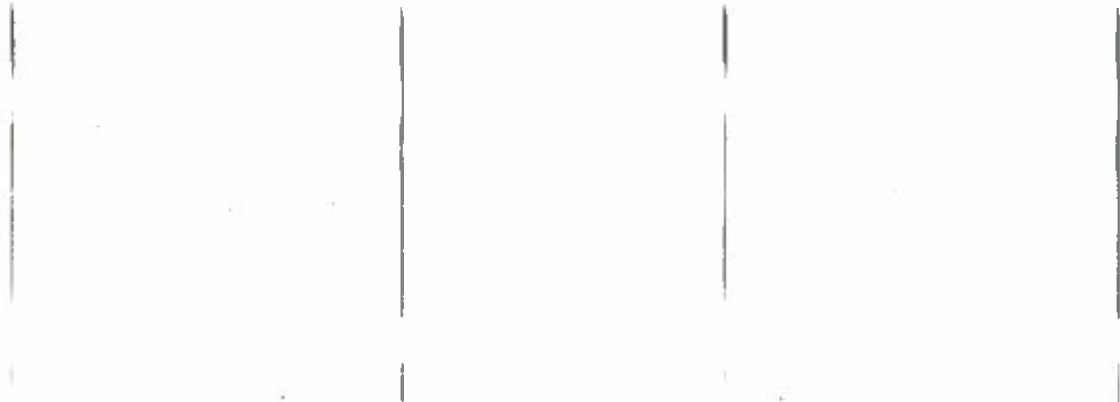


296 Concord Road Suite 300  
Billerica, MA 01821  
978-215-2400

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

Sincerely,

  
John Corson  
Client Executive  
IDEMIA  
296 Concord Road Suite 300  
Billerica, MA 01821  
518-956-0347  
jcorson@us.idemia.com





FIRM FIXED PRICE QUOTATION

Date: April 3, 2018  
 Quote No: FQ20180130MA01 Revision 1  
 Valid Through: 60 days from date above  
 Payment Terms: Per contract terms  
 Delivery: Per RMV instruction; not before 12 weeks after receipt of order

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

From:  
 John Corson  
 Client Executive  
 IDEMIA  
 296 Concord Road Suite 300  
 Billerica, MA 01821

Capture Workstation		Quantity	Unit Price	Total
Signature Capture Device		15	\$642	\$9,630
Photo Image Capture Device		13	\$2,316	\$30,108
Document Imaging Scanners		13	\$1,204	\$15,652
Vision Screening Test Device		13	\$3,385	\$44,005
Document Authentication Scanner		13	\$4,375	\$56,875
Customer Facing Monitor		13	\$289	\$3,757
Free Standing Backdrops - Double Sided		1	\$2,000	\$2,000
Wall Mounted Cloth		9	\$100	\$900
Workstation Printer		13	\$625	\$8,125
Peripherals (Hub, Dongle, Cables)		13	\$300	\$3,900
Vision Bracket		13	\$750	\$9,750
<b>Capture Workstation Subtotal</b>				<b>\$184,702</b>
Professional Services		Quantity	Unit Price	Total
Program Management		8	\$185	\$1,480
Integration Engineer		13	\$125	\$1,625
PC Installation		65	\$125	\$8,125
<b>Professional Services Subtotal</b>				<b>\$11,230</b>
Non-Recurring Engineering		Quantity	Unit Price	Total
Subcontractor non-recurring engineering for double-sided backdrop		1	\$1,250	\$1,250
<b>Non-Recurring Engineering Subtotal</b>				<b>\$1,250</b>
Maintenance		Quantity	Unit Price	Total
Year 1 (Warranty Period)		13	\$0	\$0
Year 2		13	\$3,005	\$39,065
Year 3		13	\$3,005	\$39,065
<b>Maintenance Subtotal</b>				<b>\$78,130</b>
<b>Total</b>				<b>\$275,312</b>

Pricing notes:

- The non-recurring engineering charge for double-sided backdrop will be waived if paid for on another change order.
- Capture workstation price includes applicable software licenses.



Quote Acceptance: FQ20180130MA01 Revision 1

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Printed Name

**\*\*\* TO BETTER ALLOW IDEMIA TO PROCESS YOUR ORDER \*\*\***

PLEASE SIGN THE ABOVE ACCEPTANCE OF THIS OFFER AND RETURN THIS DOCUMENT TO YOUR IDEMIA CONTACT.

