

A photograph of an automated materials sorting machine in a library setting. The machine is a long, green and black conveyor system with multiple sorting lanes. It is positioned in a room with bookshelves in the background and several large black bins in the foreground. A purple semi-transparent banner is overlaid on the image, containing the text "AUTOMATED MATERIALS SORTING MACHINE FOR ALAMEDA FREE LIBRARY".

# AUTOMATED MATERIALS SORTING MACHINE FOR ALAMEDA FREE LIBRARY

January 16, 2024

Mr. Marlon Romero  
Acting Library Director  
Alameda Free Library  
1550 Oak Street  
Alameda, CA 94501

Dear Mr. Romero:

Again, thank you for inviting us to participate in your RFQ for Automated Materials Handling. In this document, we have included drawings and pricing for option 4, B26365-000-4-0 with eleven destinations (9 bins and 2 tote shelves) as well as option 5, B26365-000-5-0 that has nine destinations (7 bins and 2 tote shelves).

**Contact**

Sue Cashmark, your Sales Consultant, is committed to delivering the very best solution to fit the Library's needs. You are welcome to contact Sue any time:

Sue Cashmark  
Sales Consultant, Circulation Solutions  
Sue 678-708-9469  
[sue.cashmark@envisionware.com](mailto:sue.cashmark@envisionware.com)

We value our long-standing relationship with the Alameda Free Library and we look forward to expanding our relationship together. From all of us at EnvisionWare, thank you for being a loyal customer and thank you for considering our proposal for an expanded relationship.

Warm regards,

A handwritten signature in blue ink, appearing to read "John C. Dexter".

John C. Dexter  
General Manager  
EnvisionWare, Inc.

---

**TABLE OF CONTENTS FOR**  
**ALAMEDA FREE LIBRARY**

**OPTION 4 – DRAWING FOR ALAMEDA FREE LIBRARY ..... 4**

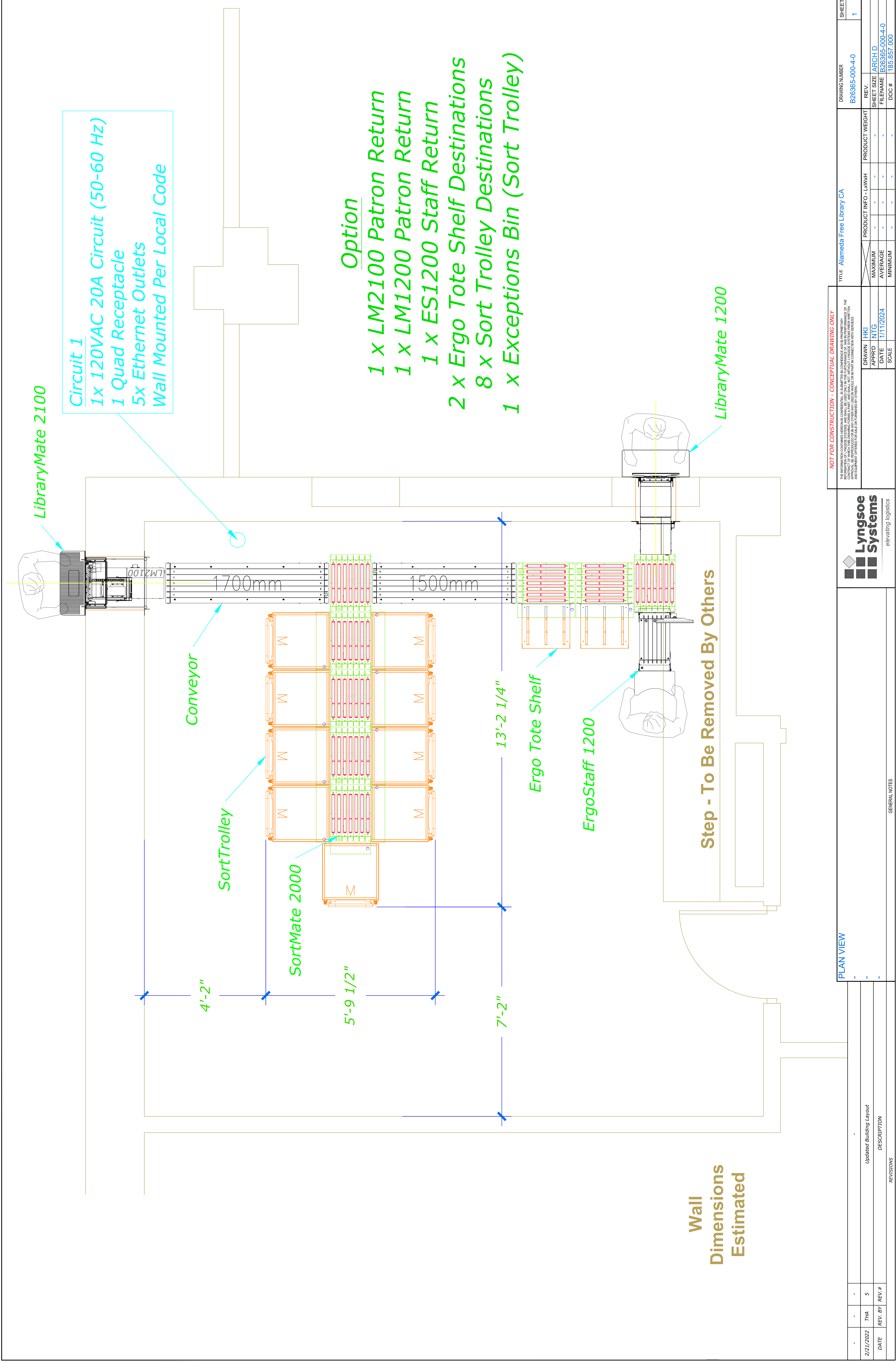
**OPTION 5 – DRAWING FOR ALAMEDA FREE LIBRARY ..... 6**

**PRICING FOR ALAMEDA FREE LIBRARY..... 8**

---

## **OPTION 4 – DRAWING FOR** **ALAMEDA FREE LIBRARY**

Attached please find the drawing for Option 4, B26365-000-4-0

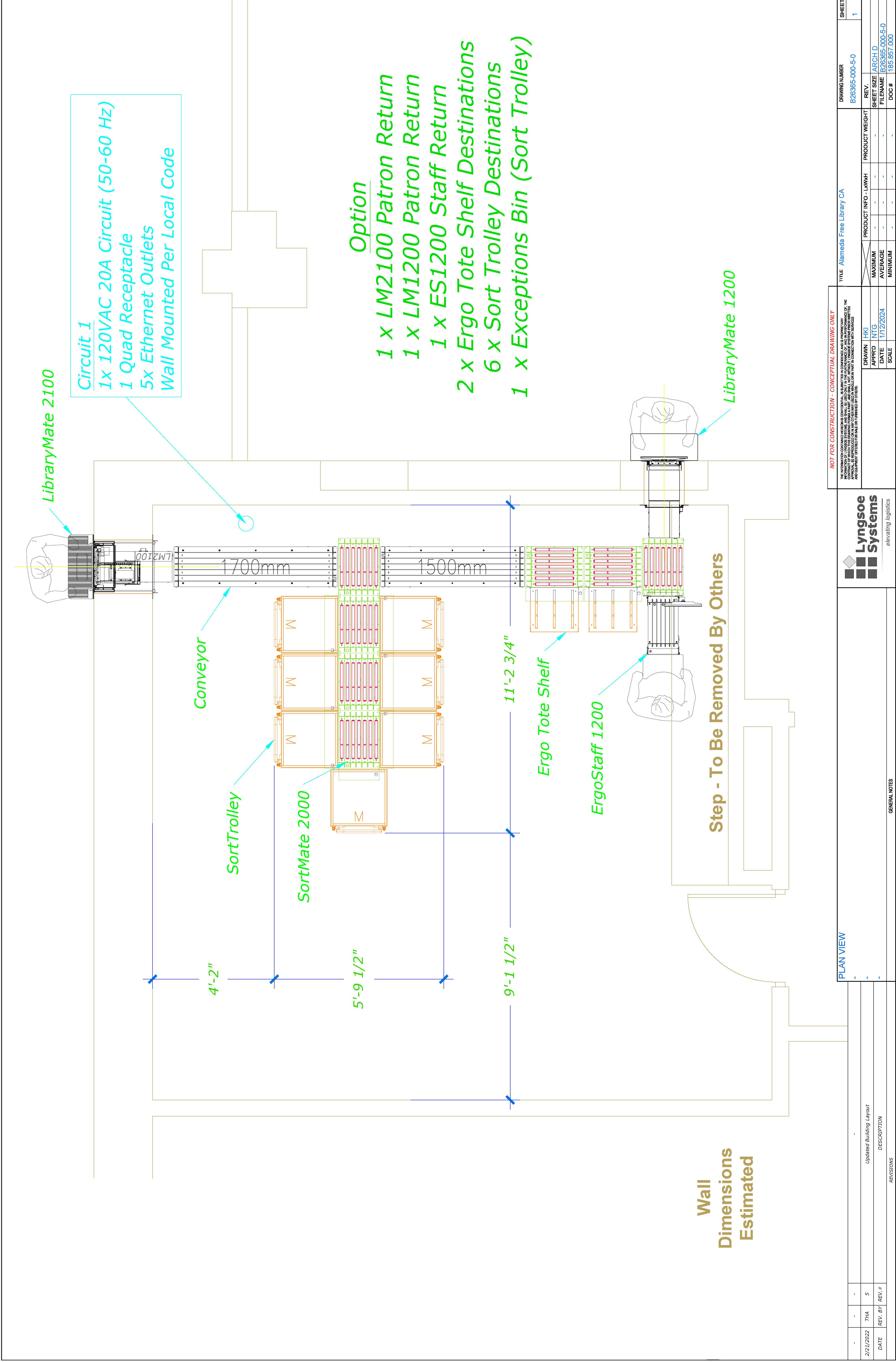


---

## OPTION 5 – DRAWING FOR ALAMEDA FREE LIBRARY

Attached please find the drawing for Option 5, B26365-000-5-0.







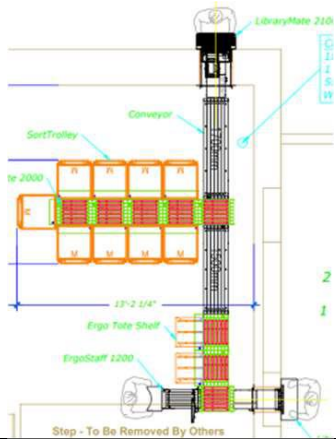
---

**PRICING FOR**  
**ALAMEDA FREE LIBRARY**

Attached please find pricing for Option 4 and 5, as well as other optional components.



## Sorter Price – Option 4

Alameda Free Library Main Branch Pricing Option 4 – (11-Destinations)		Price
<b>Item# SOI-AMH 2K 1723 Alameda Main-4</b> <b>Sortation System – Interior System (11-destinations)</b> <b>Lyngsoe Dwg: B26365-000-4-0</b> Sortation System <ul style="list-style-type: none"> <li>Qty (1) Library Mate™ LM2100 Exterior check in station (RFID) with touchscreen interface and patron shelf</li> <li>Qty (1) Library Mate™ LM1200 Interior check in station (RFID) with touchscreen interface, patron shelf, and patron receipt printer</li> <li>Qty (1) Ergo Staff™ ES1200 Staff induction check in station (RFID) with touchscreen interface, height adjustable work surface, backdating <ul style="list-style-type: none"> <li>Qty (1) Hold Slip Printer</li> </ul> </li> <li>Qty (1) Sort Mate™ SM2000 High-Speed Sorter with 11-destinations <ul style="list-style-type: none"> <li>(8) Sort Trolley™ destinations with chute full capability</li> <li>(2) Ergo Tote Shelf destinations</li> <li>(1) Sort Trolley™ destination exceptions bin</li> </ul> </li> <li>Lyngsoe Sort Controller</li> <li>Conveyance</li> <li>System Delivery and Set up</li> <li>Shipping</li> <li>Parts Warranty (Standard 12 month)</li> <li>Hotline (24/7) (Standard 12 month)</li> <li>Spare Parts (on-site kit)</li> <li>Qty (9) Sort Trolleys™</li> </ul> 		
<b>Total USD</b>		<b>\$211,561.25</b>
<b>Tax @ 10.75%</b>		<b>\$22,742.83</b>
<b>Project Management Fee</b>		<b>\$250.00</b>
<b>Total USD</b>		<b>\$234,554.08</b>

## Annual Maintenance:


Year 1	Included
Year 2	\$19,992.54
Year 3	\$20,992.17
Year 4	\$22,041.77
Year 5	\$23,143.86

Alameda Free Library	
Main Branch Pricing Option 5 – (9-destinations)	Price
<b>Item# SOI-AMH 2K 1723 Alameda Main-5</b> <b>Sortation System – Interior System (9-destinations)</b> <b>Lyngsoe Dwg: B26365-000-5-0</b> Sortation System <ul style="list-style-type: none"> <li>Qty (1) Library Mate™ LM2100 Exterior check in station (RFID) with touchscreen interface and patron shelf</li> <li>Qty (1) Library Mate™ LM1200 Interior check in station (RFID) with touchscreen interface, patron shelf, and patron receipt printer</li> <li>Qty (1) Ergo Staff™ ES1200 Staff induction check in station (RFID) with touchscreen interface, height adjustable work surface, backdating <ul style="list-style-type: none"> <li>Qty (1) Hold Slip Printer</li> </ul> </li> <li>Qty (1) Sort Mate™ SM2000 High-Speed Sorter with 9-destinations <ul style="list-style-type: none"> <li>(6) Sort Trolley™ destinations with chute full capability</li> <li>(2) Ergo Tote Shelf destinations</li> <li>(1) Sort Trolley™ destination exceptions bin</li> </ul> </li> <li>Lyngsoe Sort Controller</li> <li>Conveyance</li> <li>System Delivery and Set up</li> <li>Shipping</li> <li>Parts Warranty (Standard 12 month)</li> <li>Hotline (24/7) (Standard 12 month)</li> <li>Spare Parts (on-site kit)</li> <li>Qty (7) Sort Trolleys™</li> </ul>	
<b>Total USD</b>	<b>\$198,316.25</b>
<b>Tax @ 10.75%</b>	<b>\$21,319.00</b>
<b>Project Management Fee</b>	<b>\$250.00</b>
<b>Total USD</b>	<b>\$219,885.25</b>

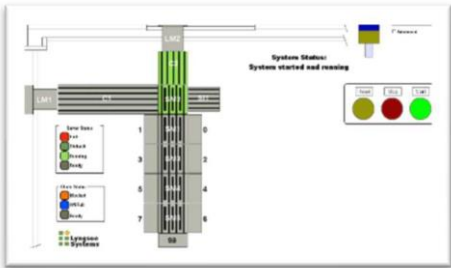
## Annual Maintenance:

Year 1	Included
Year 2	\$18,740.89
Year 3	\$19,677.93
Year 4	\$20,661.83
Year 5	\$21,694.92

Options Pricing

<div><div><div>System accessories</div><div><div><div>Interlocked Locking Book drop</div><div><ul style="list-style-type: none"><li>Qty (1) locking book drop</li><li>Integration to Library Mate™</li></ul></div></div><div><div>*Sort Trolley quoted separately</div></div></div></div><div></div></div>		
Option price		\$8,500 USD

<div><div><div>Graphical system display</div><div><div>System monitor</div><div>Qty (1) 50" flat screen monitor with wall mount (to be positioned within 20 feet of sorter)</div><div>Implementation of site specific graphical system display</div></div></div><div></div></div>		
Option price		\$7,489 USD

Payment terms

50%Dep|Bal-30| Services-Accept

Options Pricing only valid for installation with primary sorter. Future changes and additions will require custom quote to include installation and delivery.

Options prices do not include sales tax.

This Proposal Is Valid For 90 Days



### Owner's Responsibilities

- a) Provide any necessary permits and/or licenses.
- b) Provide power to a location near the sorter and coordinated points near the conveyor route (within 10 feet) 120V single phase.
- c) If required, provide details of structural, or imbedded obstructions within floor or ceiling structures. X-ray or other methods is not included unless otherwise specified.
- d) Provide one network drop per Library Mate™ or Ergo Staff™, one for each sorter for communication and support, and one for onsite commissioner.
- e) Provide one SIP license for each check-in station.
- f) Allow for site-to-site VPN (IPSEC) for commissioning and ongoing hotline support. Additional details contained in LS Remote Customer Support document
- g) Provide a clear path for access to and from the installation site for personnel and equipment.
- h) Provide secure, dry, convenient storage for equipment, tools and materials used on site.
- i) Provide adequate working space for the installation crew. Provide lighting for installation at the location where the work is to be performed. Provide parking and restroom facilities. Provide onsite security
- j) If special lift equipment is required, Lyngsoe Systems must have access to a ramp door.
- k) Areas of installation to be broom swept by other contractors prior to the start of Lyngsoe Systems installation.
- l) Provide no later than the scheduled start of installation date, the installation site free and clear and ready for Lyngsoe Systems to begin installation. Lyngsoe Systems acknowledges that some degree of facility construction may be underway during installation. The Purchaser acknowledges its responsibility to minimize possible resulting disruptions to Lyngsoe Systems' installation process.
- m) Provide no later than start of installation date, all civil work and necessary removal or modifications of existing equipment or buildings. For instance, the building modifications required for the installation of the Library Mates™ in exterior or interior walls, and penetration points through walls required by the conveyor run. Architectural finishing of penetration points after installation of Library Mates™ if required.

**ENVISIONWARE®**  
 Enriching Public Library Service Inside and Out  
 EnvisionWare, Inc.  
 3820 Mansell Road, Suite 350, Alpharetta, GA 30022  
 Toll Free 800.216.8370 International +1 678.382.6500

# Quotation

US-84541

1/16/2024

## Bill To

Marlon Romero  
 Alameda Free Library  
 1550 Oak Street  
 Alameda CA 94501  
 United States

## TOTAL

**\$234,554.08**

Quote Expires: 4/15/2024

Federal EIN	Currency	Terms	Sales Rep
58-2424595	US Dollar	* 5 0 % D e p   B a l - 3 0   Services-Accept	Cashmark, Sue
Quotation Title		Memo	
AMH - Option 4 - Lyngsoe Dwg: B26365-000-4-0			

Qty	Item / Description	Ship To	Unit Price	Amount
1	<b>SOI-AMH-2K Forecast</b> Item# SOI-AMH 2K 1723 Alameda Main-4 Sortation System – Interior System (11-destinations) Lyngsoe Dwg: B26365-000-4-0 Sortation System <ul style="list-style-type: none"> <li>• Qty (1) Library Mate™ LM2100 Exterior check in station (RFID) with touchscreen interface and patron shelf</li> <li>• Qty (1) Library Mate™ LM1200 Interior check in station (RFID) with touchscreen interface, patron shelf, and patron receipt printer</li> <li>• Qty (1) Ergo Staff™ ES1200 Staff induction check in station (RFID) with touchscreen interface, height adjustable work surface, backdating               <ul style="list-style-type: none"> <li>o Qty (1) Hold Slip Printer</li> </ul> </li> <li>• Qty (1) Sort Mate™ SM2000 High-Speed Sorter with 11-destinations               <ul style="list-style-type: none"> <li>o (8) Sort Trolley™ destinations with chute full capability</li> <li>o (2) Ergo Tote Shelf destinations</li> <li>o (1) Sort Trolley™ destination exceptions bin</li> </ul> </li> <li>• Lyngsoe Sort Controller</li> <li>• Conveyance</li> <li>• System Delivery and Set up</li> <li>• Shipping</li> <li>• Parts Warranty (Standard 12 month)</li> <li>• Hotline (24/7) (Standard 12 month)</li> <li>• Spare Parts (on-site kit)</li> <li>• Qty (9) Sort Trolleys™</li> </ul>		\$211,561.25	\$211,561.25
1	<b>AMH-2K PS</b> AMH Gen2000 Project Management		\$250.00	\$250.00



ENVISIONWARE®

Enriching Public Library Service Inside and Out

EnvisionWare, Inc.

3820 Mansell Road, Suite 350, Alpharetta, GA 30022

Toll Free 800.216.8370 International+1 678.382.6500

Quotation

US-84541

1/16/2024

Subtotal	\$211,811.25
Discount	
Freight	\$0.00
Tax	\$22,742.83
PST-CA	

Freight charges are estimated; actual charges will be billed.

Send your purchase order or email confirmation to:  
EMAIL : [orders@envisionware.com](mailto:orders@envisionware.com) | FAX : +1 678.382.6501

Use of EnvisionWare, Inc. Products is subject to the terms and conditions in the end user license agreement found at: <http://system.envisionware.com/terms>. By signing this quote or issuing a purchase order, you indicate your approval of EnvisionWare's terms and conditions.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Total	\$234,554.08
-------	--------------





**ENVISIONWARE®**  
 Enriching Public Library Service Inside and Out  
 EnvisionWare, Inc.  
 3820 Mansell Road, Suite 350, Alpharetta, GA 30022  
 Toll Free 800.216.8370 International +1 678.382.6500

# Quotation

US-84540

1/16/2024

## Bill To

Marlon Romero  
 Alameda Free Library  
 1550 Oak Street  
 Alameda CA 94501  
 United States

## TOTAL

**\$219,885.25**

Quote Expires: 4/15/2024

Federal EIN	Currency	Terms	Sales Rep
58-2424595	US Dollar	* 5 0 % D e p   B a l - 3 0   Services-Accept	Cashmark, Sue
Quotation Title		Memo	
AMH - Option 5 - Lyngsoe Dwg: B26365-000-5-0			

Qty	Item / Description	Ship To	Unit Price	Amount
1	<b>SOI-AMH-2K Forecast</b> Item# SOI-AMH 2K 1723 Alameda Main-5 Sortation System – Interior System (9-destinations) Lyngsoe Dwg: B26365-000-5-0 Sortation System <ul style="list-style-type: none"> <li>• Qty (1) Library Mate™ LM2100 Exterior check in station (RFID) with touchscreen interface and patron shelf</li> <li>• Qty (1) Library Mate™ LM1200 Interior check in station (RFID) with touchscreen interface, patron shelf, and patron receipt printer</li> <li>• Qty (1) Ergo Staff™ ES1200 Staff induction check in station (RFID) with touchscreen interface, height adjustable work surface, backdating               <ul style="list-style-type: none"> <li>o Qty (1) Hold Slip Printer</li> </ul> </li> <li>• Qty (1) Sort Mate™ SM2000 High-Speed Sorter with 9-destinations               <ul style="list-style-type: none"> <li>o (6) Sort Trolley™ destinations with chute full capability</li> <li>o (2) Ergo Tote Shelf destinations</li> <li>o (1) Sort Trolley™ destination exceptions bin</li> </ul> </li> <li>• Lyngsoe Sort Controller</li> <li>• Conveyance</li> <li>• System Delivery and Set up</li> <li>• Shipping</li> <li>• Parts Warranty (Standard 12 month)</li> <li>• Hotline (24/7) (Standard 12 month)</li> <li>• Spare Parts (on-site kit)</li> <li>• Qty (7) Sort Trolleys™</li> </ul>		\$198,316.25	\$198,316.25
1	<b>AMH-2K PS</b> AMH Gen2000 Project Management		\$250.00	\$250.00



ENVISIONWARE®

Enriching Public Library Service Inside and Out

EnvisionWare, Inc.

3820 Mansell Road, Suite 350, Alpharetta, GA 30022

Toll Free 800.216.8370 International+1 678.382.6500

Quotation

US-84540

1/16/2024

Subtotal	\$198,566.25
Discount	
Freight	\$0.00
Tax	\$21,319.00
PST-CA	

Freight charges are estimated; actual charges will be billed.

Send your purchase order or email confirmation to:  
EMAIL : [orders@envisionware.com](mailto:orders@envisionware.com) | FAX : +1 678.382.6501

Use of EnvisionWare, Inc. Products is subject to the terms and conditions in the end user license agreement found at: <http://system.envisionware.com/terms>. By signing this quote or issuing a purchase order, you indicate your approval of EnvisionWare's terms and conditions.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Total	\$219,885.25
-------	--------------

