



County of Monterey

Item No.

Board Report

Board of Supervisors
Chambers
168 W. Alisal St., 1st Floor
Salinas, CA 93901

Legistar File Number: A 25-411

October 21, 2025

Introduced: 10/7/2025

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

- a. Authorize the Chief Contracts and Procurement Officer or designee to execute a non-standard Agreement with Document Messaging Technologies (DMT) Solutions Global Corporation dba BlueCrest to provide equipment maintenance and software services for the Elections Department's mail ballot sorting machine for the term November 1, 2025 to October 31, 2027 for a total amount not to exceed \$82,451; and
- b. Accept the non-standard terms and conditions contained in the vendor's contract pursuant to the recommendation of the Registrar of Voters; and
- c. Authorize the Chief Contracts and Procurement Officer or designee to execute up to two (2) future amendments to the Agreement where the amendments do not significantly change the scope of services and do not add more than 10% (\$8,246) of the original agreement amount for an aggregate do not exceed amount of \$90,697.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Contracts and Procurement Officer or designee to execute a non-standard Agreement with Document Messaging Technologies (DMT) Solutions Global Corporation dba BlueCrest to provide equipment maintenance and software services for the Elections Department's mail ballot sorting machine for the term November 1, 2025 to October 31, 2027 for a total amount not to exceed \$82,451; and
- b. Accept the non-standard terms and conditions contained in the vendor's contract pursuant to the recommendation of the Registrar of Voters; and
- c. Authorize the Chief Contracts and Procurement Officer or designee to execute up to two (2) future amendments to the Agreement where the amendments do not significantly change the scope of services and do not add more than 10% (\$8,246) of the original agreement amount for an aggregate do not exceed amount of \$90,697.

SUMMARY:

The Elections Department is requesting to enter into an agreement with DMT Solutions Global corporation for equipment maintenance and software services for the Department's vote-by-mail processing system.

DISCUSSION:

In 2017, the Department purchased grant funded mail processing equipment from Fluence Automation which included software and equipment maintenance. In 2019, BlueCrest acquired Fluence

Automation and assumed responsibility for all associated software and equipment maintenance which is specifically designed to identify, sort and verify vote-by-mail envelopes and to seamlessly interface with the Department's current election management system. To ensure continuity of operations, the Department must use this vendor for ongoing maintenance and software support, as this equipment is critical to process all vote-by-mail ballots received for current and future elections.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved as to form and by the Auditor-Controller regarding fiscal provisions. Risk Management has reviewed agreement as to indemnity and insurance.

FINANCING:

Funding for this agreement is incorporated into Elections FY 2025-26 budget. Under this agreement, the cost to the Department will be \$40,517 for the first year of equipment and software services. Funding for subsequent years will be incorporated into future budgets with portions of the cost to be allocated to jurisdictions during an election.

BOARD OF SUPERVISORS STRATEGIC PLAN GOALS:

This recommended action promotes an organization that practices efficient and effective resource management in the delivery of services that is in line with the Board's strategic plan goals.

Mark a check to the related Board of Supervisors Strategic Plan Goals:

- ☐ Well-Being and Quality of Life
- ☐ Sustainable Infrastructure for the Present and Future
- ☐ Safe and Resilient Communities
- ☐ Diverse and Thriving Economy
- ☐ Dynamic Organization and Employer of Choice

If does not fall under any of the above Board of Supervisors Strategic Plan Goals (Other):

☒ Administrative

Prepared by: Mary Kikuchi, Management Analyst II, x1491

Approved by: Gina Martinez, Registrar of Voters, x1499

Attachments:

Attachment A - Non-standard Agreement with BlueCrest