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GILA COUNTY DEPARTMENT OF ELECTIONS

1400 E. Ash
Globe, Arizona 85501

March 1, 2011

J. F. Nelson
J. T. Heatherly

Subject: Elections Operations Services (EOS) Professional Services Agreement

Elections Operations Services (EOS) has been the Gila County vendor for certain election programming and ballot preparation services for over fifteen years. In the past, the Board or Supervisors has sent a letter to EOS authorizing services. In order to conform with County policy to create appropriate contracts or agreements for vendors, we have prepared a two-year Professional Services Agreement between EOS and Gila County.

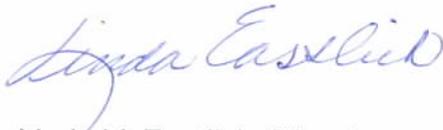
EOS is recommended as a sole source vendor for the following reasons:

- Thirteen of the fifteen counties utilize EOS for elections programming services.
- EOS has over twenty years of elections experience in the State of Arizona.
- There are two other possible vendors, however, neither has the experience required to perform these services and neither can perform all of the services provided by EOS.
- Issues with possible vendors, Dominion and ES&S, are as follows: ES&S purchased the rights to manufacture and service our voting equipment in 2010 from Premier. Premier purchased the rights to the equipment from Diebold, the company who originally provided our equipment, in 2008. ES&S was forced by the Department of Justice to divest themselves of a large portion of the business right after the purchase last year when DOJ felt that ES&S had too large a market share in voting equipment. ES&S sold a major portion of the business to Dominion. With all this upheaval, neither ES&S nor Dominion have the required experience or knowledge to provide the required programming and related services in keeping with Arizona Revised Statutes.

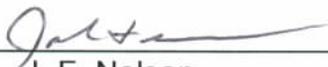
- Thirteen of the fifteen counties use EOS as their vendor because of the expertise in Arizona elections and their experience with ballot layout and programming of our database. Maricopa has a different system and utilizes their own employees for programming. Pima also utilizes their own employees for programming.
- Even if we were able to utilize either ES&S or Dominion for programming, that still leaves the printing of the ballots in question. Elections Operations Services sends the ballot layout to O'Neil Printing. Printing of ballots is highly technical undertaking. Special paper and printing techniques are required so ballots can be read in the scanners. Again, O'Neill is the printer for thirteen of the fifteen counties. Maricopa has their own company that "ramps up" only to print millions of Maricopa ballots. Pima utilizes Runbeck for their millions of ballots. Of these two companies, Runbeck would be the only one that might be a possibility. However, they are known to be very expensive and our ballots could potentially be put behind Pima County ballots which would create deadline issues for us. These are the reasons all other counties use O'Neill printing.

The Elections Department recommends that we continue to use Elections Operations Services as our vendor for election services.

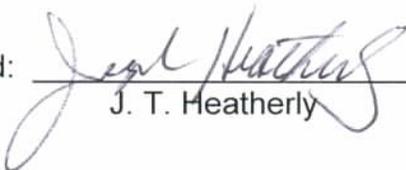
Very truly yours,



Linda V. Eastlick, Director
Gila County Elections

Approved: 
J. F. Nelson

Date: 3-7-11

Approved: 
J. T. Heatherly

Date: 3/3/11