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Tuesday, December 15, 2015

Pilot Election Review Committee (PERC)
Colorado Department of State
1700 Broadway, Suite 200
Denver, CO 80290

RE: PERC Narrative December 15, 2015

Dear PERC Members:

ES&S appreciates the opportunity to provide this narrative to the committee members as a way to stress the differences that make our system preferable compared to the other pilot vendors and to clarify any misunderstandings or inaccuracies that may have arisen throughout these proceedings.

When the Colorado pilot project started, each vendor was required to submit their system for certification. While certification was not necessarily something the PERC was involved with, it is by far the most important part of this pilot project; certification is the process used to test the security, accuracy, and integrity of the system as it pertains specifically to Colorado. ES&S received temporary certification without any imposed conditions, which means that the system we piloted is fully ready to be deployed in the State of Colorado. Some of the other vendors have to make improvements to their system to meet Colorado certification requirements, which will inevitably slow down their ability to implement a certified system in Colorado as soon as it is needed, and before the first use in 2016.

Another important criterion that the PERC has discussed is experience with statewide installations, which is an area where ES&S truly excels. ES&S has completed 18 statewide installs since 2004 and is currently installing new systems in Maryland, Arkansas and more than 23 counties in Florida. We are, and have been able, to do all of this because of our current infrastructure. Our financial strength and elections expertise, position ES&S as the only vendor who has the capability of installing at the statewide level in 2016. We have an experienced staff and voting equipment ready now to begin implementing in Colorado. Additionally, our system allows for the fastest and smoothest installation process in the industry, which is attributable to the ease of use of both our software and our hardware. The experience of the other three vendors combined cannot compare to the experience ES&S has in this area.

Not only is the system ES&S piloted fully certified and able to be immediately implemented in Colorado, ES&S also leads the industry in innovation and development. One reason other vendors have developed "electronic adjudication" is because ES&S has patented the automatic adjudication used by the DS850 and DS450. This cutting-edge technology is so sophisticated that much fewer ballots need to be reviewed, which in turn reduces the overall staff needed for the review process.

During the pilot, Jefferson County saw a drastic reduction in the staff needed to perform this function because the ES&S system was performing the adjudication process through the customizable output bins. Manual adjudication will be functionally available in 2016 to complement our current automatic adjudication functionality as an upgrade to our present system and it should be noted that all upgrades and improvements are provided to each customer with no additional charges under the annual software license fees. It should also be noted that with our DS850 and DS450, each county will be able to process ballots faster than those systems that have offered online adjudication, even further reducing the county's expenses. This is due to the speed at which our tabulators run and the fact that they can sort (however the county chooses) the ballots accordingly. Again, Jefferson County processed more than 185,000 ballots faster than they ever have, with fewer resolution board members.

We have heard from many of the counties throughout Colorado that since the state is not funding this project, that cost is very important to them. We feel it is important that the committee highly regard this criterion as it is in the best interest of the counties, particularly the smaller counties. We have taken great care in crafting our proposed system and the associated costs with this in mind, knowing it will be an important factor for both large and small counties alike. Our DS850 is ideal for large counties, while our DS450 will best suit midsize counties due to the fact that you can process many ballots very quickly and yet sort during the tabulating process. The DS200 will prove to be a very viable and affordable solution for counties with fewer than 10,000 registered voters, which includes more than 30 Colorado counties. This will allow these counties to gain the functionality and innovation of the new election management software from ES&S at a very low cost, while having the support of our entire company as well as the other counties within the state since the ES&S system is interchangeable between counties.

In the cost proposal we provided, we were the only vendor to include the true cost for maintenance because we are the vendor that will provide the maintenance. Our competitors will have the counties contact a third-party vendor to provide hardware support. Consequently, a county serviced by our competitors will have no recourse if the service is poor. With ES&S, our maintenance proposal includes an on-site visit every other year to inspect and perform routine maintenance. During this time, each county will have full access to our hardware and software help desk, and, if needed, a field services technician (who lives within Colorado) will be dispatched to fix the machines on-site. This will not only assure a longer life for the system, but also virtually eliminate unexpected failures and costs during peak election times. We have developed our hardware to last for 20 years, whereas the life expectancy of the competitors' hardware is four to five years (based on manufacturers' information). It should also be mentioned that any piece of ES&S equipment can be used interchangeably between each county. The election definition information is stored on USB memory devices that can also be used interchangeably, so the machines can be used as backups in case of emergency.

We want to thank the PERC for your efforts in the Colorado Pilot Project. Your time and dedication is greatly appreciated by ES&S and we recognize the difficult decision you have to make. ES&S has a proven system, experienced people, and we are THE leading vendor in the industry. We feel that we helped Jefferson County execute a perfect election that was by far and away the most complex within the state. The county practically ran two separate elections at once, with unique timelines, and processed the most ballots within the state pilot. County staff used our system for the first time with very little help from ES&S. This fact should weigh heavily in your decision; we don't feel that any other system could have done what ours did, without incident. We think that this proves that we are the best choice for Colorado now, as well as in the future.

The decision for the State of Colorado should be based on the system's ability to maintain the security, accuracy, and integrity of the elections in Colorado now and in the future. The testing and certification efforts

ES&S has gone through proves the integrity of our system and our strong customer base. More than 50 percent of the registered voters in the United States cast their ballot on an ES&S system. This demonstrates our sustainability.

Our recommendation is to allow the certification process in Colorado to vet unsafe or inaccurate systems. This not only protects the counties from integrity challenges, but also encourages development on behalf of the vendors. Finally this competitive atmosphere allows each county to compare systems side by side and determine which system best suits their needs.

Sincerely,

A handwritten signature in black ink, appearing to read "Bryan Hoffman". The signature is fluid and cursive, with a long horizontal stroke at the end.

Bryan Hoffman
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