# EXPERIENCE
# the ES&S Difference

## —— MADE FOR ——

# LOUISIANA

**ES&S is the only company in the voting industry that can provide the full range** of integrated voting system hardware, software and election office support services to meet the extensive needs of Louisiana's statewide implementation.

# American owned

- Election Systems & Software is 100% American-owned by McCarthy Group.
- We develop our software right in the heartland of America.

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# The most experienced

**200,000+**
voting units installed
in the last 10 years

**100,000+**
elections supported
in the last 10 years

**15**
statewide tabulation
implementations

**4.62 out of 5**
2021 Customer Satisfaction Score

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# Dedicated to accessible voting

- On the ExpressVote and ExpressVote XL, voters can verify their selections on the...
  - summary screen
  - printed ballot
  - and by listening to the audio playback.
- Enables all eligible voters to make their selections privately and independently. It is a fully compliant Americans with Disabilities Act (ADA) voting solution
- Supports any language in audio and 12+ in text.

# No lost votes

- No lost votes due to unclear voter marks

- No lost votes due to overvotes

- Eliminate the need for pre-printed ballots

- Serve up to 15,000 different ballot styles — no picking and pulling ballots or wasting pre-printed stock, so voters get in and out faster

- Simplifies post-election management because no unclear marks need adjudication

- Conduct a wide range of post-election audits with improved effectiveness and efficiency

> ❝ If I looked at hand-marked paper ballots, **ballot marking devices have a slight edge.** But you have got to do an audit."
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> — Juan Gilbert, PhD, chairman of the department of computer and information science and engineering at the University of Florida, co-author of "Securing the Vote: Protecting American Democracy" for the National Academies of Sciences, Engineering and Medicine
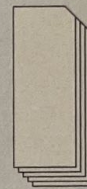
# Save time and money

There's a fair amount of manual labor involved when running an election, but with ES&S solutions, there could be significantly less. Our products and software with automation remove the need to spend extra time subjectively going over mismarked ballots.

## Comparing the true costs of ballots

In our experience, the true cost of printing hand-markable ballots on demand from commercial-off-the-shelf printers includes the hidden costs of replacing consumables and is close to $0.30 per ballot compared to $0.105 per ExpressVote Activation Card.

**EXAMPLE: PARISH WITH 200,000 REGISTERED VOTERS AND 40% TURNOUT**

| | Pre-printed hand marked ballots | Blank ExpressVote Activation Cards |
|---|---|---|
| **Total cost** | $60,000<br>200,000 ballots at $0.30/ballot | $21,000<br>200,000 cards at $0.105/card |
| **Wasted** | $36,000<br>120,000 wasted ballots at $0.30/ballot | $0<br>120,000 cards available for future elections |
| **Net savings**<br>Total cost savings + wasted cost savings | — | **$75,000 saved** |

> 66 [Madison County, Kentucky's] election made use of the ExpressVote system, in which voters use touchscreen devices to cast their vote — something that is often more convenient for older voters who may have more trouble seeing.
>
> Kenny Barger (county clerk) said it is a faster and cheaper method of voting, as well. This election cost $20,000, with Barger estimating the older method of elections would have cost around $100,000."
>
> — Richmond Register, *Barger: Primary election was convenient, cost-effective, and secure, 5/18/22*

# Don't just take our word for it

> " It was clear to me that ES&S had a superior system and were more interested in helping Utah County solve our election problems with whatever suite of options they had to offer. ES&S was more in the details of what we as a county were up against as far as our election administration needs and then how their solutions could meet those needs. We didn't have the same kind of experience from the other vendor in that regard — they weren't as invested in the details of our situation and providing the best options to meet our needs."

— Josh Daniels, County Clerk/Auditor, Utah County, UT

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> " We've been looking at these machines for years. It was clear to all our people that the ES&S system would provide the safest, least disruptive voting experience, especially for senior citizens ... There's a good reason why all the other New Jersey counties who looked at this are buying the ES&S systems. For the same money, you get paper and a better machine overall."

— Wyatt Earp, Board of Elections, Ocean County, NJ

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> " I will say, I could not imagine going with another vendor other than ES&S. I felt 100 percent confident in what ES&S would do for us."

— Bethany Salzarulo, Director of Elections and Voter Registration, Cumberland County, PA

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> " I liked that I was able to confirm my votes. I feel like it will help eliminate some of the problems with voting systems that we've seen in the past."

— Molly Gleeson, voter, Philadelphia, PA

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> " You can see it for yourself and say, 'yes, that's who I voted for.'" (On machines with paper ballots.)

— Brian Case, voter, Cumberland County, PA

Scan the code to learn more about what ES&S has to offer

## Voting with a pen or a machine — ES&S has you covered

> **"** We understand that one size does not necessarily fit all customers. It is our goal to provide Louisiana customized service designed to ensure that your specific needs are met."
>
> — Tom Burt, President and CEO, ES&S

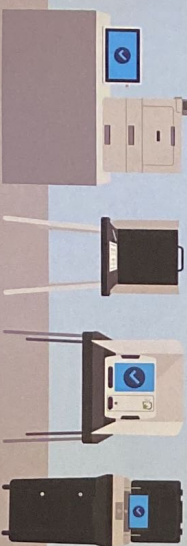**Here are some example equipment configuration options:**

ExpressPoll • ExpressVote Printer • ExpressVote for all voters • DS200
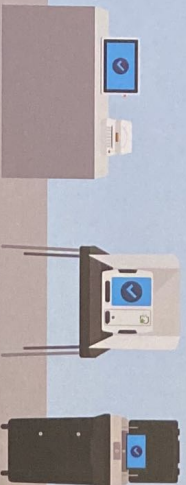
ExpressPoll • ExpressVote Printer • ExpressVote XL for all voters

ExpressPoll • Ballot on Demand • hand-marked ballots • ExpressVote for ADA voters • DS200

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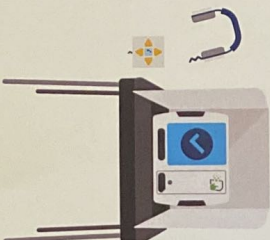- We develop our software right in the heartland of America.

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