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July 20, 2006

To: All Judges and Commissioners

From: Ben Boswell, AOC President

Re: AOC Endorsement of Solberg/Adams

We are pleased to announce to our members that the AOC Board of Directors has formally endorsed the telecommunications expense management services provided by Solberg/Adams LLC. The endorsement came after the AOC Financial Services Advisory Committee unanimously recommended endorsement. Solberg/Adams is a well known northwest company with a reputation for quality service. We recommend that counties investigate the telecommunications management services of Solberg/Adams as a means to save telecommunications expenses. Minimum services (as evidenced by AOC) will not cost any out of pocket expense and potentially save your county money.

In 1992, David Solberg and Lyle Adams founded Solberg/Adams LLC, the largest telecom expense management firm headquartered in the Pacific Northwest. Located in Beaverton, they are totally independent cost consultants, and are not affiliated with any telecom vendors. Their specialty is reducing and eliminating unnecessary telecom expenses. Cost reductions of 20% to 30% are not uncommon.

Their firm is comprised of telecom professionals, accountants and attorneys. They have expertise in reducing and managing all types of telecom expenses: local, long distance, wireless, internet, data, contract compliance and negotiation. They use an “accountant’s detailed approach” to assure all telecom charges are necessary, competitive, and comply with vendor contracts.

They offer their services in several ways. They can perform one-time telecom cost audits, generally on a contingent fee basis, whereby they are paid a portion of the savings and refunds they are able to attain for their clients. Roughly 99% of their audit work takes place in their own offices, so the audit process is not intrusive on their clients’ staff time.

They also offer a monthly telecom invoice management service, VTB® (“Validated Telecom Billing”) on a fixed fee basis. With VTB®, Solberg/Adams receives, disputes, processes and pays clients’ telecom bills, and allocates the charges to their internal accounting codes. They also continue to recommend ways to reduce telecom costs, and help implement those changes. Their software not only allocates charges to internal accounting codes, by also to physical location codes, vendor account codes and types of service. They can generate many types of

reports. They also have software available that can analyze thousands of carrier plans to optimize pricing for large cell phone/wireless/hand-held devices users.

In addition to one-time audits and VTB®, Solberg/Adams can provide telecom cost consulting services on a project basis, as well as to negotiate rates and terms with telecom vendors on behalf of their clients.

They offer a substantial Return on Investment, regardless of the billing format. For example, in a recent cost audit, they were able to reduce the monthly telecom expenses of the City of Beaverton by 20%. Subsequently, the City of Beaverton subscribed to their monthly VTB® service.

Over the years, they have reduced costs by millions of dollars for over 150 Pacific Northwest clients, including Louisiana-Pacific, Willamette Industries/Weyerhaeuser, Umpqua Bank, ODS Health Plans, Longview Fibre, Columbia Forest Products, Digimarc and Homestreet Bank.

Here are testimonials from two of Solberg/Adams current clients:

“Even though we employ capable and intelligent people to staff our internal IT/ telecom departments, Louisiana-Pacific Corp. continues to retain Solberg•Adams year after year. Their specialized telecom billing knowledge and unique services have generated literally millions to the bottom line that L-P would not have realized on our own.”

F. Jeff Duncan, EVP, CIO & Dir. Of Technology, Louisiana-Pacific Corp.

“As a result of Solberg•Adams’ continuing efforts, Umpqua now saves, on average, \$50,000 in monthly telecom costs”

Dan Sullivan, CFO, Umpqua Bank, Oregon

Enclosed you will find a “white paper” authored by Mr. Solberg, explaining the benefits of professional telecom expense management, as well as two informational sheets. Additional information is located on their website at www.solbergadams.com.

Founders David Solberg and Lyle Adams have been members of the Oregon Society of CPA’s for over 30 years, and Mr. Solberg has been a member of the Oregon State Bar since 1971.

AOC’s Financial Services Committee was very impressed with Solberg/Adams and we hope your county will take a look at their services. Please call Gordon Fultz of our staff if you have any questions.