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Arizona Corporation Commission
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From: Free Email Service [info@send-email.org]
Sent: Tuesday, September 29, 2009 7:37 PM
To: Newman-Web
Subject: APS outsourcing

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AZ CORP COMMISSION
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Hello Commissioner,

I saw mention of Comm Kristin Mayes\'s name in an article related to APS outsourcing (http://www.azcentral.com/news/articles/2009/09/04/20090904biz-aps0905.html).
She expressed concerns about this. I thought I would share a few facts with you:

1. The article above and Mr Wool from APS give the impression that APS is only now exploring outsourcing. Not true. APS has had long-term relationships with the top Indian IT vendors (Wipro, Infosys, TCS and
Covansys) and been outsourcing key IT projects to these vendors for several years now.

2. To get a sense of the extent of infiltration by these outsourcing companies into APS, please drop by the APS corporate headquarters cafeteria (it is open to public) between 12 and 1 PM on a week day.
Sit in the dining area and count the percentage of Indian faces. Most of them work for Indian IT vendors. Not for APS. The situation is no different in APS\\\\\\\\\\\\\\\\'s other offices in North Phoenix.

3. In every IT division that key projects are outsourced to Indian vendors, the rate of recruitment of full-time employees falls drastically. During the rare times that full-time employees are hired, employees from the Indian vendors apply for the jobs and get the jobs because as contractors, they have picked up extremely relevant and useful on-the-job experience.

4. If possible, you might want to request APS to provide you with the number of contractors employed in its IT division. The number of contractors is higher than the number of employees. Most of these contractors work for outsourcing companies from India. This includes both Indian contractors working in the APS offices in Phoenix as well as offshore in India. It is not even possible to get an exact count of the number of Indian contractors working offshore on APS projects. Now consider for a moment that each and every one of these are jobs which could have gone to our sons and daughters in Arizona.

5. If possible, request APS to give you the number of new Indian contractors added to APS\\\\\\\\\\\\\\\\'s rolls for every month in
2008 and 2009. You will be surprised to find that a few new contractors had been added to APS\\\\\\\\\\\\\\\\'s rolls during every single month of both years. Compare this to the fact that APS laid off 200-300 people in the past two years. Again, these are all jobs which are being pushed out from local Arizona to foreign India.

6. The least that companies like APS, which keep increasing our bills should do is provide jobs for our sons and daughters. If my son graduated from college this year, due to the grim economic situation, it would be extremely difficult for him to find a good job. Why should a local company to which we have paid bills for years ship our children\\\\\\\\\\\\\\\\'s jobs to a foreign country?

If you want to write back to me or have any questions, please write to
apsoutsourced@mailinator.com at 9 PM ONLY on any day of the week.
Emails sent at any other time of the day may or may not reach me.