



Budgeting & Performance with OpenGov

Nate Olson - Account Executive
Eric Mattson - Customer Success Manager

November 20th, 2018



Purpose: Provide an educational overview of the OpenGov Cloud and discuss details for Implementation, Timeline & Procurement at Lancaster County.

Agenda:

- Introductions
- Lancaster County Use Case Summary & Discussion
- OpenGov Executive Overview
- Product Demonstration
- Implementation Overview
- Pricing & Procurement



Lancaster County, NE

Goal: Transition to a more streamlined and accurate budget development process that provides the right level of detail to various stakeholders and is aligned to the County's Strategic Priorities.

Current Challenges:

- Departments can't access real-time budget data in JD Edwards and need to 'back-out' to understand their numbers
- Commissioners don't have budget data available in a way that drives fast, informed decisions
- Too much of Finance's time (Dennis) is spent manually duplicating work between disconnected systems

Desired Capabilities:

- Live feed of financial data from JD Edwards
- Variety of ways to present/consume data based on stakeholder audience; provide a holistic view of County budget trends from a single view
- Automated data flow across a unified solution

Result:

- Current staff can do more with less at the same staffing level (equates to time savings)
- Efficiently communicate Strategic Priorities, measure the progress of those priorities and enable transparent, two-way communication with the public

Key Dates: 3/1/19 - FY20 Budget Kick-Off





The System of Record for Executing Governments' Strategic Initiatives

OpenGov | Government Expertise

EMPLOYEES HAVE WORKED IN GOVERNMENT FOR A COMBINED 190 YEARS



TIM MELTON
Former Michigan State Representative and Oakland County, MI Commissioner



MIKE MCCANN
Former Assistant Finance Director at City of Monterey, California



MAISHA LOPA
Former Senior Project Manager at NYC Economic Development Corporation



KENT HUDSON
Former Assistant City Manager at City of Vernon, Texas



SCOTT COBLE
Former Technology and Process Manager, OMB, at Montgomery County, Maryland



JAMIE CASTELLANOS
Former Application Analyst at City of Berkeley, California



CAROLINE BRUISTER
Former District Director at California State Legislature, 35th District



ERIC DROPKIN
Former Budget Analyst at Cook County, Illinois



TED PIBIL
Former CIO at Harford County, Maryland



WHITNEY HOPKINS
Former Special Assistant to the Director at DC Department of Employment Services



CHARLIE FRANCIS
Former Finance Director at City of Sausalito, California

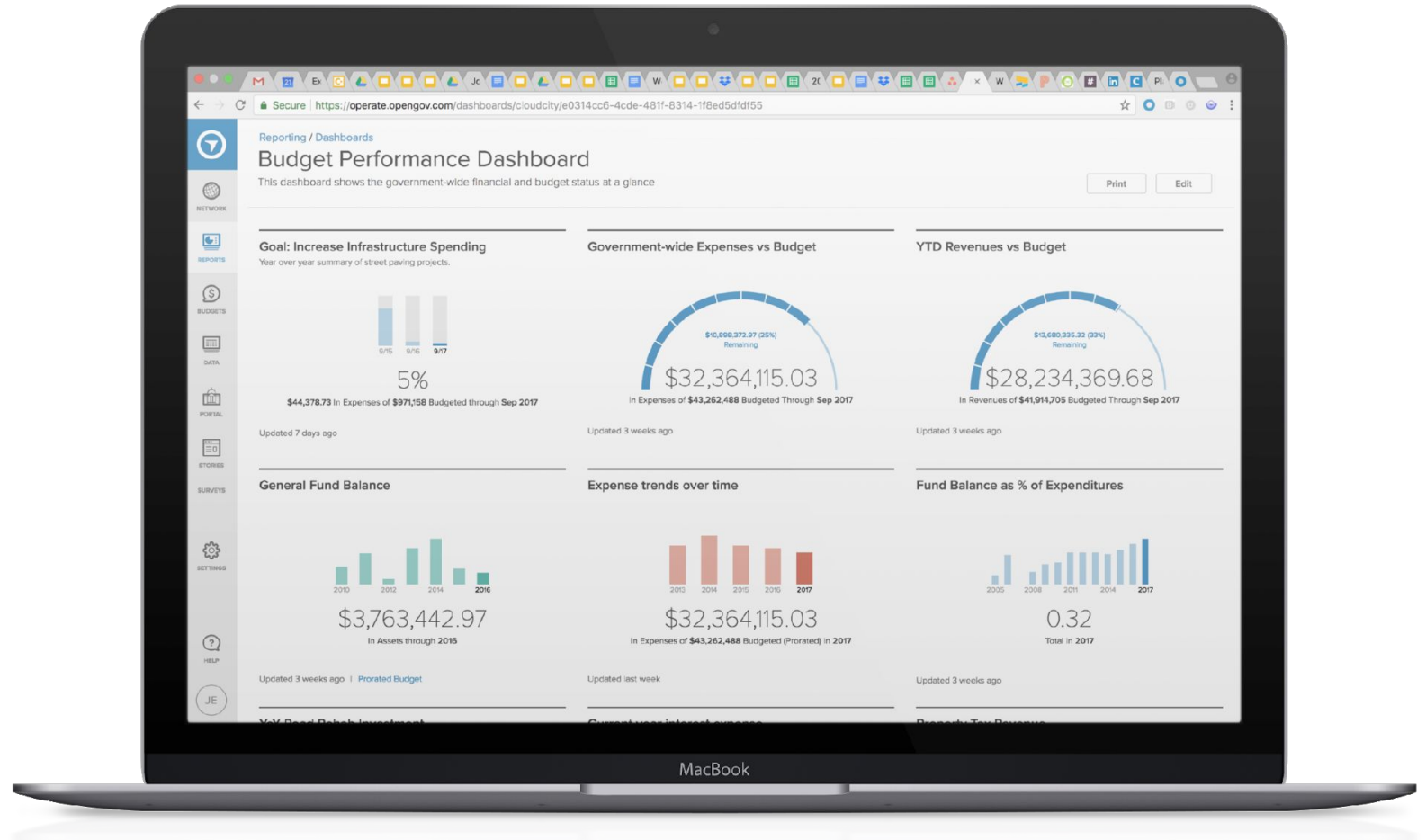


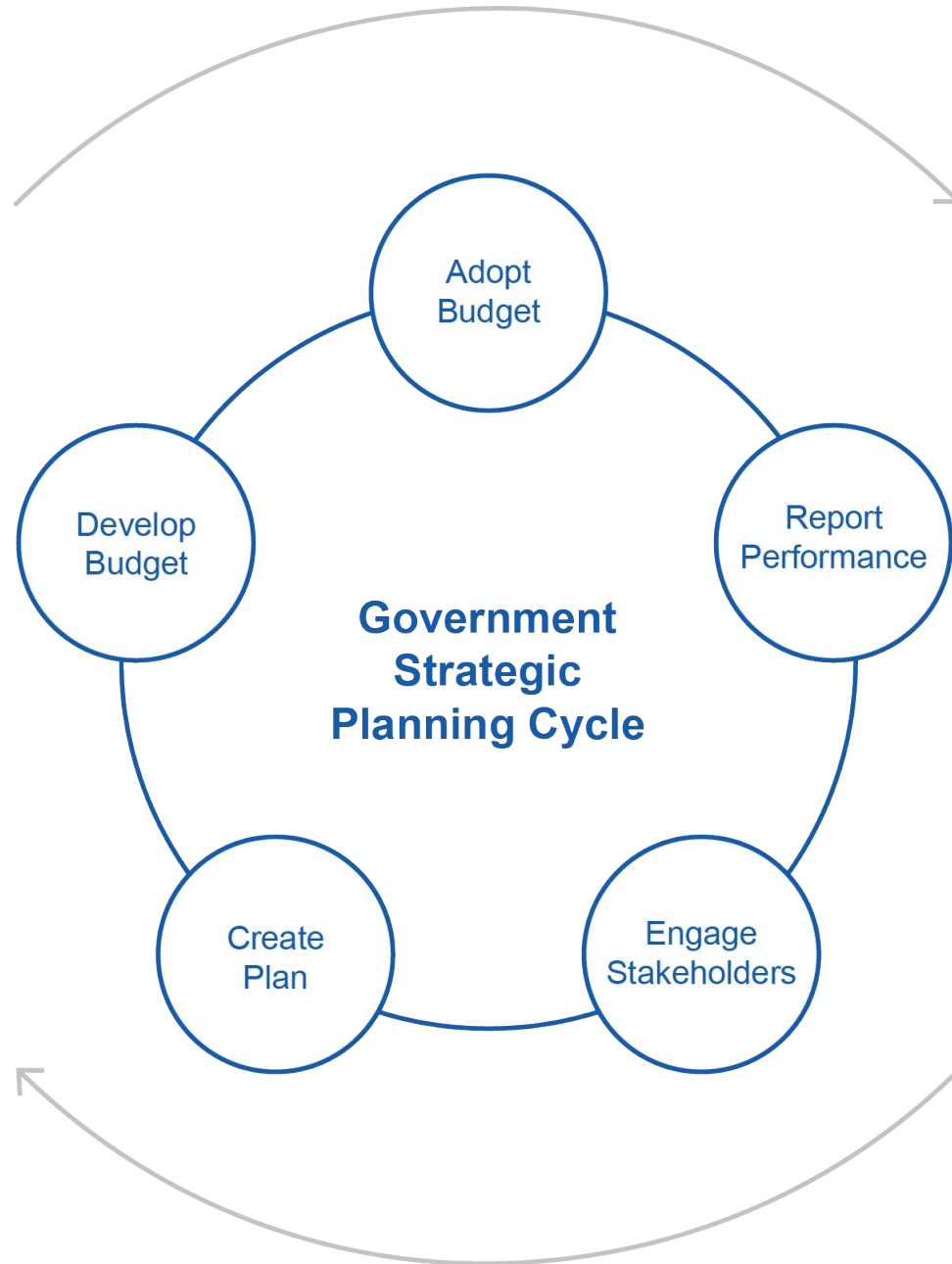
MONICA BANDY
Former HHS Researcher at the Public Policy Institute of California (PPIC)

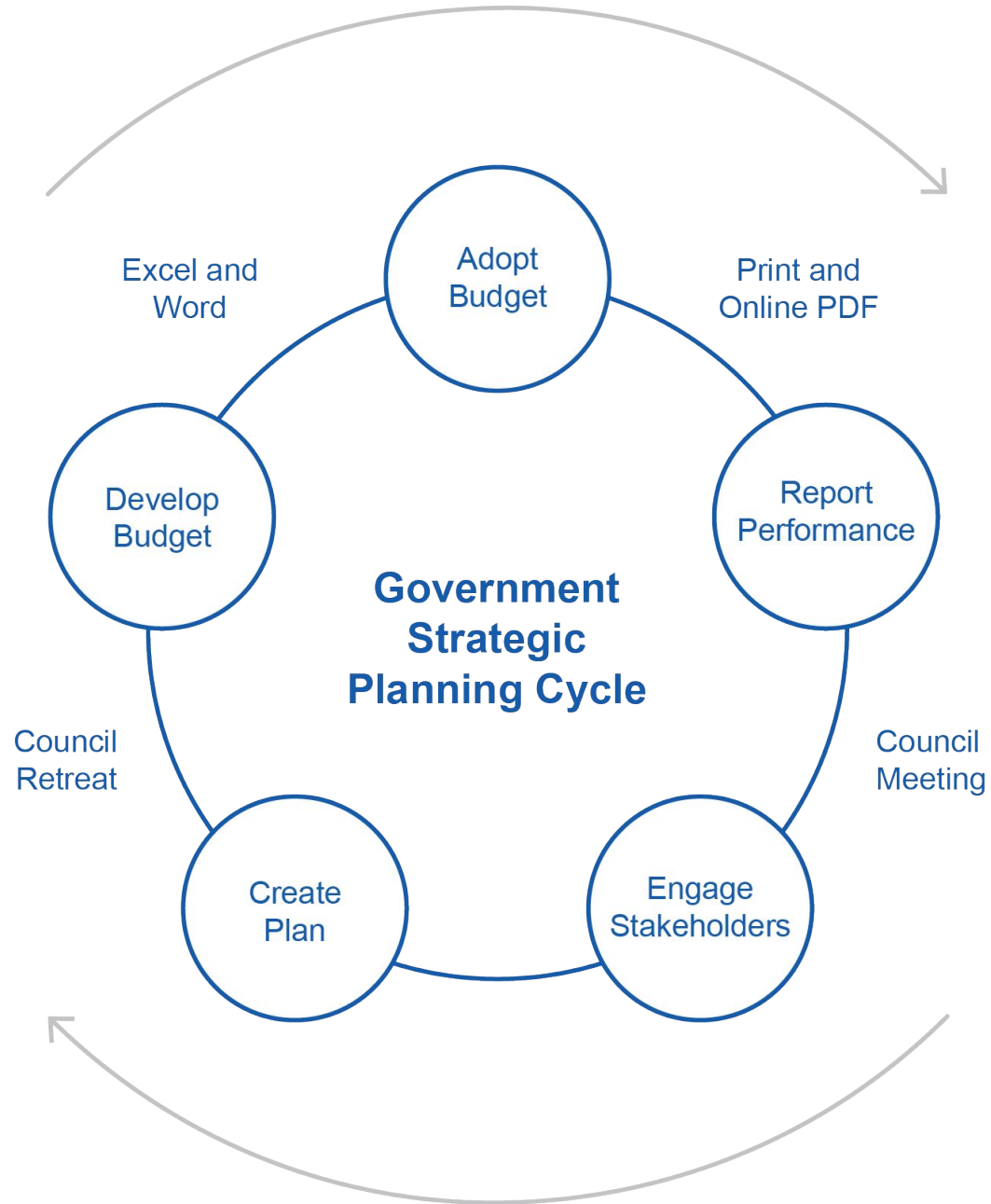
Budgeting and Performance Platform

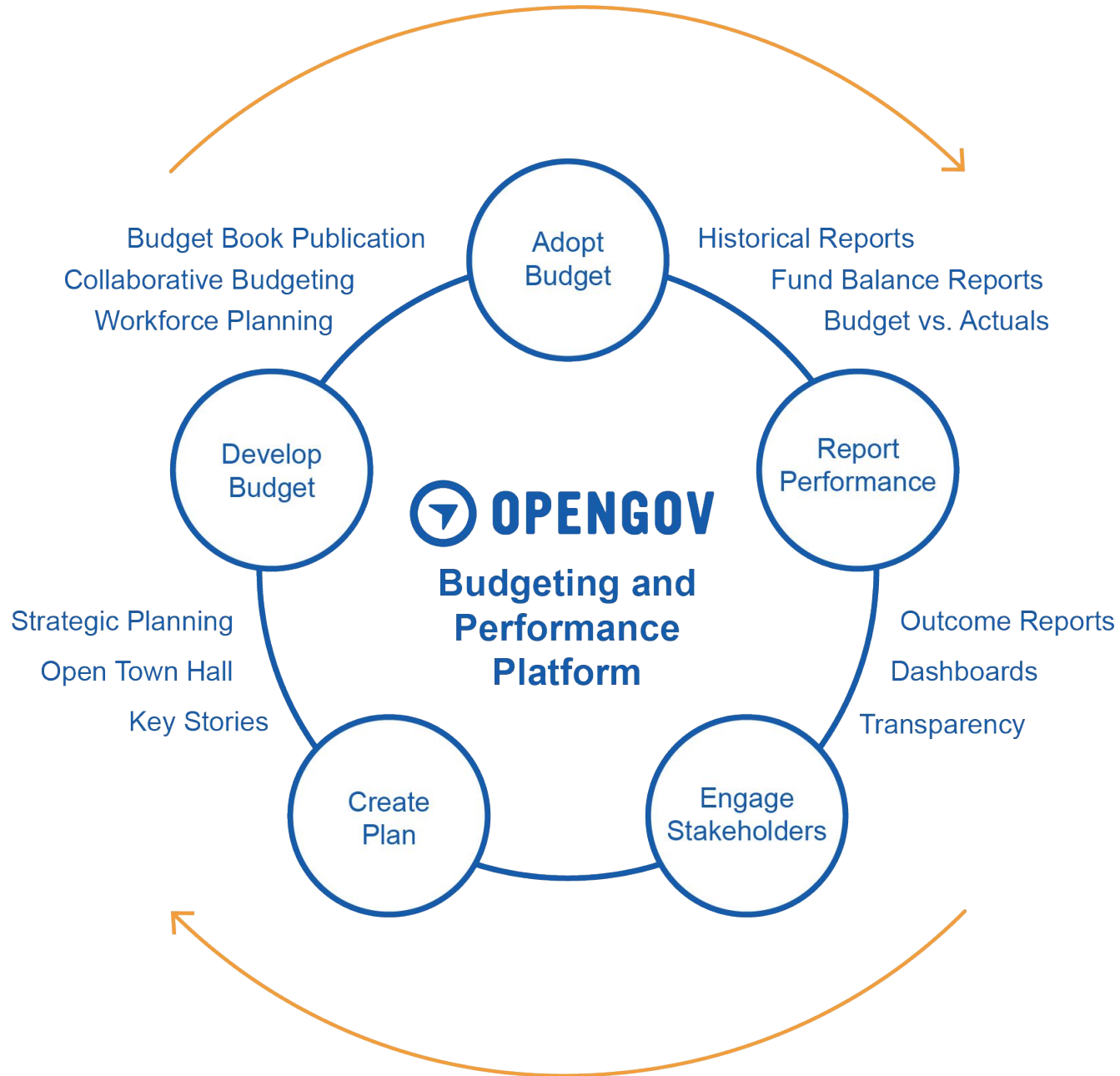
OpenGov's **Budgeting and Performance** platform is the only solution that remediates the unique challenges governments face in budgeting, operational performance, and citizen engagement.

Aggregate and elevate your data from legacy ERP, public records, 311, permitting, Excel, public safety, HRIS, and other mission-critical tools into our cloud-based budgeting and performance platform to accelerate data-driven decisions.









Budgeting

Budget Development

An intuitive, online workspace where everyone budgets together. Budget proposals support attachments, narratives, itemizations, and multi-year requests all in one place. Link to your chart of accounts for accurate reporting and simple integration with your accounting system or ERP.

Workforce Planning

Personnel costs command up to 80% of a government's budget. Generate fully-detailed personnel costs and workforce plans for streamlined, accurate budgeting. Centrally modify your personnel cost drivers, then distribute changes to all positions automatically.

The screenshot displays the OpenGov Budget Builder interface. The top navigation bar includes 'Production', 'Cloud City USA', and 'Switch entity'. The main header shows 'Budget Builder' and '2020 Department Budget'. A search bar and 'Export' button are visible on the right.

BUDGET SUMMARY (Hide): Proposed amounts include all submitted and resubmitted proposals.

BALANCE

Base Revenues	\$50,297,646
Adjustments	+\$576,407
Revenues	\$50,874,053
Base Expenses	\$62,577,184
Adjustments	-\$2,381,767
Expenses	\$60,195,417
Deficit	\$9,321,364

Finalize Budget

Proposals Line Items

VISUALIZATION (Reset) Showing Expenses broken down by Departments

Hide Legend

- Public Safety
- General Administration
- Non-Departmental
- Public Water Utility
- Wastewater Utility
- Road & Street
- Parks & Recreation

2015 Actual, 2016 Actual, 2017 Budget, Base - 2020 Proposed, Proposed - 2020 Proposed

Proposals	Status	Created by	Expense Proposal	Revenue Proposal	Surplus/- Deficit
2020 Revenue Forecast	SUBMITTED	AS Adam Stone 5 days ago	\$ 0.00 0.00%	\$ 50,874,052.66 1.15%	\$ 50,874,052.66 1.15%
Administration Department <small>Department Description</small>	RESUBMITTED	AS Adam Stone 4 days ago	13,981,473.65 14.56%	0.00 0.00%	-13,981,473.65 14.56%
Capital Infrastructure <small>Here are our goals for this department.</small>	IN PROGRESS	RV Paul Felton 5 days ago	8,020,174.32 14.94%	0.00 0.00%	-8,020,174.32 14.94%
City Clerk		Rebecca Rosengarten	0.00	0.00	0.00

Data Manager

TOOLS

- Chart of Accounts
- General Ledger LEGACY
- Workforce Plans**

DATASETS

- 311 Service Requests
- ATHOL 2
- Ashland Electricity Use Data
- Ashland Water Use Data
- Cannabis Survey
- City Perf Dashboard
- Crime Data
- Food & Drink Tax
- Open Town Hall
- Participation
- Police Runs
- Transactions
- Transx
- Vegetation Fires
- Water Consumption

Workforce Plans New Workforce Plan

Name	Attached Budgets	Created At	Updated At
Best Case Plan 2019-2020	None	Mar 26 2017, 10:05 PM	Mar 26 2017, 10:05 PM →
Workforce 2019-2020	None	Mar 26 2017, 10:05 PM	Mar 26 2017, 10:05 PM →
CalPERS ARC adj: +1.1%	None	Mar 26 2017, 10:05 PM	Mar 26 2017, 10:05 PM →
CalPERS ARC adj: +1.8%	None	Mar 26 2017, 10:05 PM	Mar 26 2017, 10:05 PM →
CalPERS ARC adj: 0%	None	Mar 26 2017, 10:05 PM	Mar 26 2017, 10:05 PM →

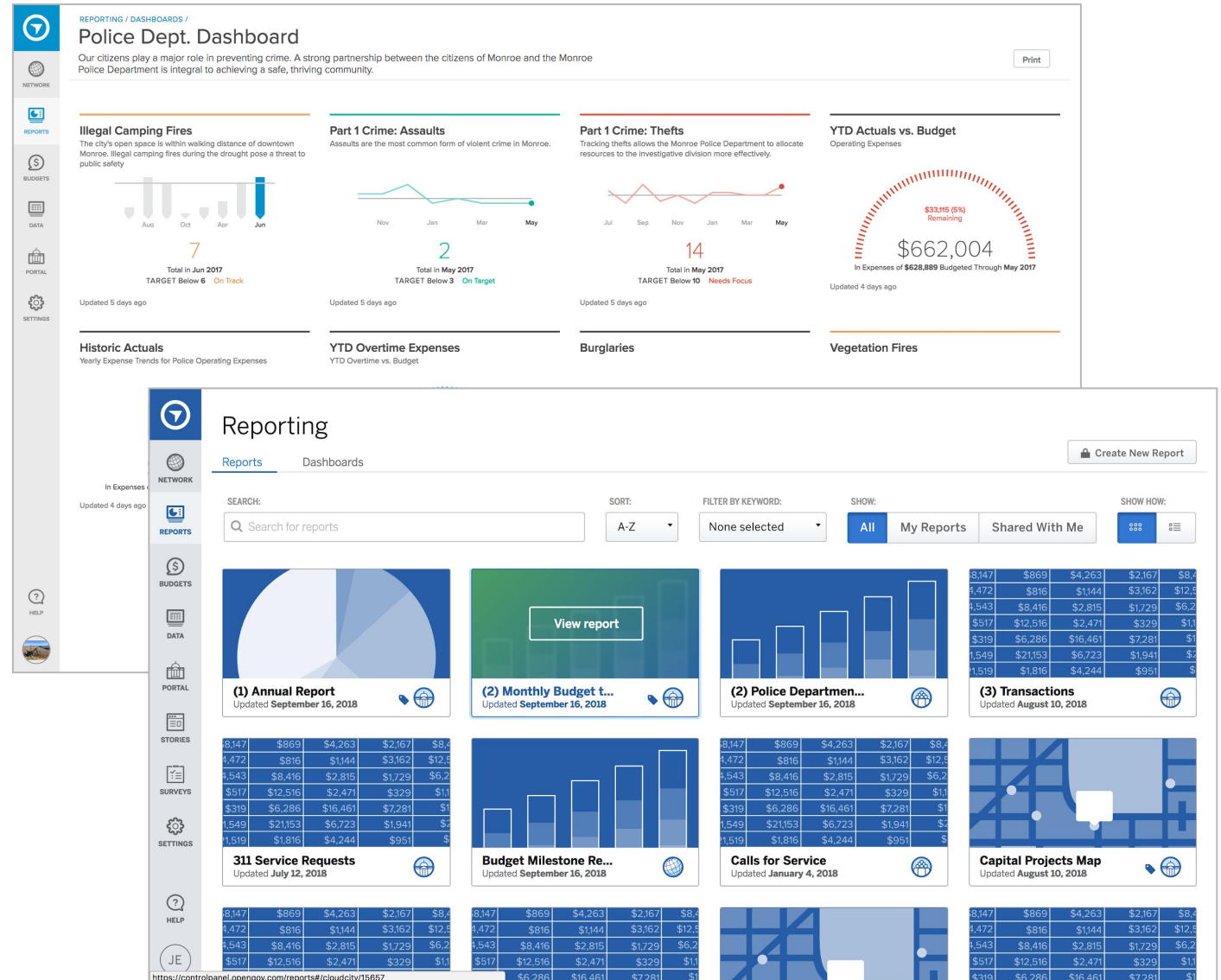
Performance

Performance measurement

Tie government spend to strategic objectives. Establish targets and KPIs to improve accountability and performance. Build alignment around goals and track progress to build accountability and encourage improvement.

Reporting and analysis

Transform complex financial and non-financial data into simple visualizations. Mirror and explore your organization's financial structure and chart of accounts. Add geographic context with integrated GIS reporting and maps.



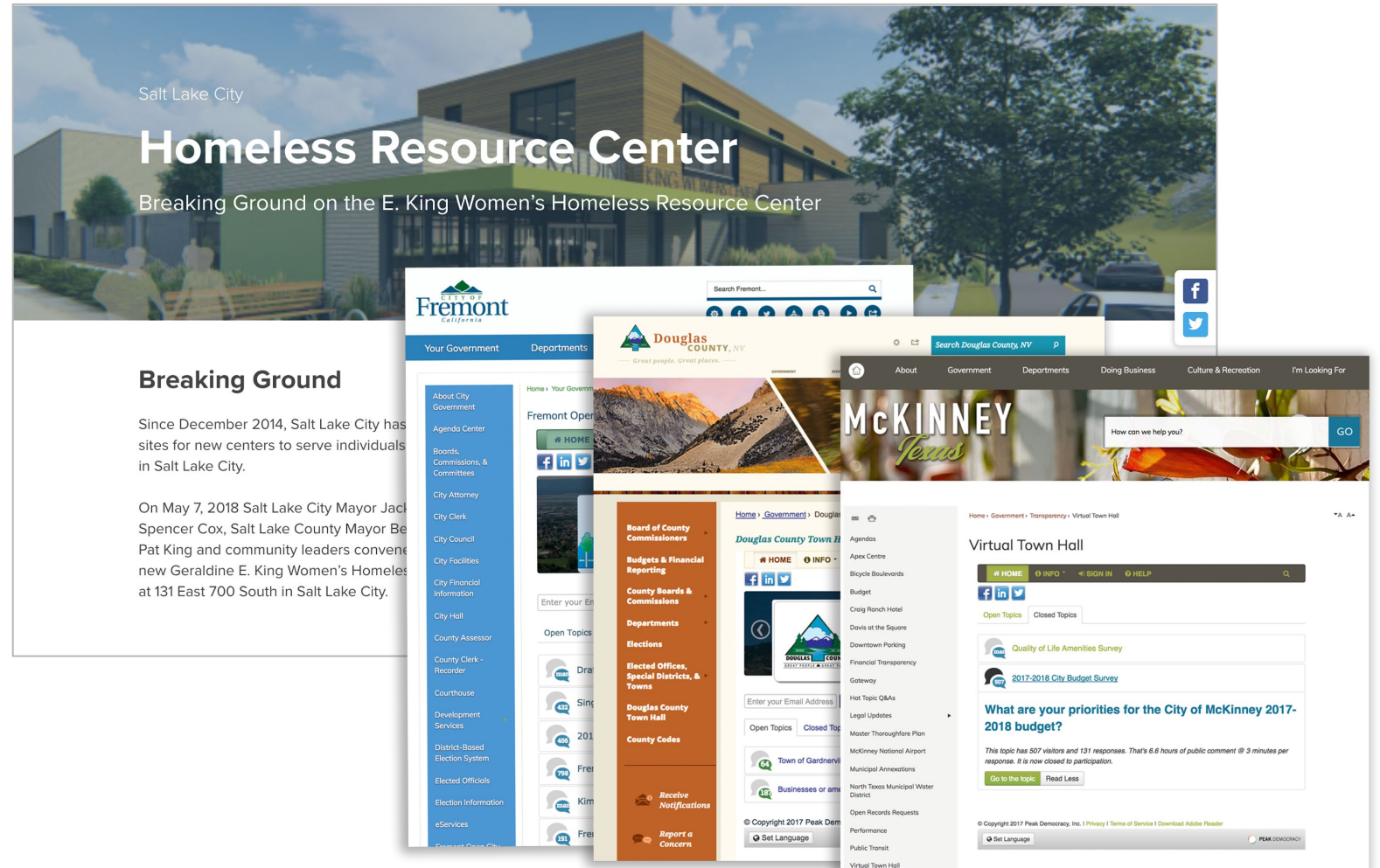
Engagement

Interactive stories

Add valuable context to your government's initiatives with interactive web pages that feature dynamic data tiles, images, videos, text, and more.

Open town hall

Supplement public hearings with surveys, forums, and online meetings. Encourage involvement by making participation easy and convenient.



OpenGov Product Focus

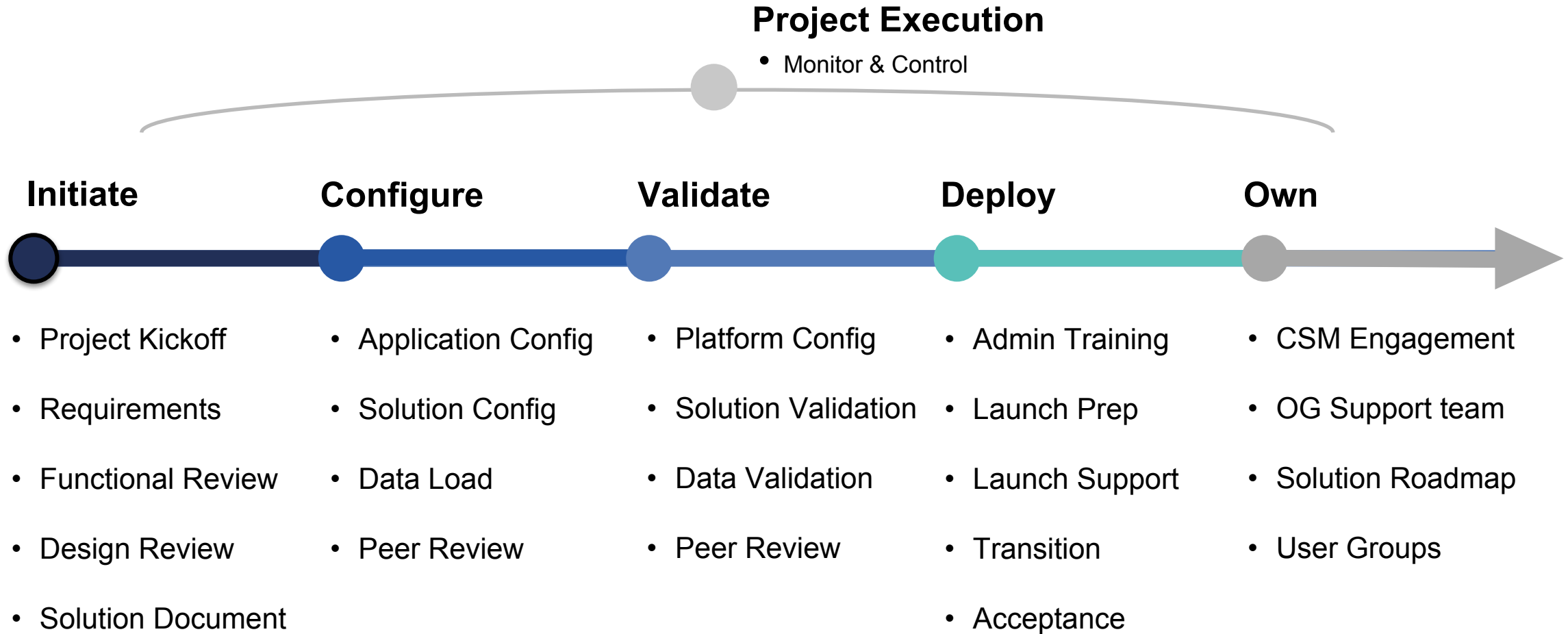
1. Ease of Use & Simplicity
2. Data Integrity
3. Cloud-Based Innovation

Implementation Overview



OpenGov Deployment Methodology

Overall Project Cadence



	January					February				March					April			
	W1	W2	W3	W4	W5	W1	W2	W3	W4	W1	W2	W3	W4	W5	W1	W2	W3	W4

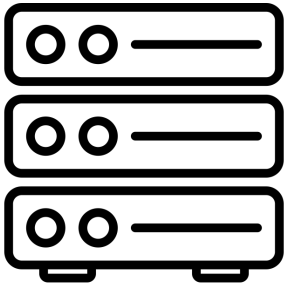
Operational Performance	Reporting & Analysis																	
	Performance Measures						Initiate			Configuration/Validation					Deploy			
	Integrations						Initiate			Configuration/Validation					Deploy			

Budget and Planning Platform	Budget Builder	Initiate			Configuration/Validation					Deploy						
	Workforce Planning	Configuration/Validation						Deploy								

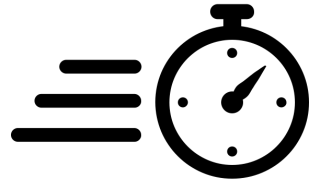
	May				June				July					August			
	W1	W2	W3	W4	W1	W2	W3	W4	W1	W2	W3	W4	W5	W1	W2	W3	W4

Operational Performance	Reporting & Analysis	Live															
	Performance Measures	Live															
	Integrations	Live															

Built for speed



No hardware,
software or
upgrades



Fast deployments
and time to value



Easy to use,
high adoption

99.95%

High availability
and scalability

Appendix





Trusted by over 2,000 public sector organizations