



City of Grand Island

Tuesday, November 7, 2017

Study Session

Item -1

OpenGov Presentation

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OpenGov & Grand Island

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Executive Summary



OpenGov is the leader in government performance management, with easy-to-use cloud software for better budgeting, improved operational intelligence, and comprehensive open data. OpenGov solutions give governments the right tools and relevant data for more informed decision-making and better outcomes for the public.

The **OpenGov Smart Government Cloud™** is the world's first integrated cloud-based solution for budgeting, reporting and operational intelligence, and open data. OpenGov transforms government financial and non-financial performance data — often confined to static documents and spreadsheets that are unreadable to non-financial professionals — into intuitive, interactive intelligence for both internal government employees and citizens. OpenGov is presenting the following solutions, all of which are integral components of the Smart Government Cloud™, to the City of Grand Island for consideration: OpenGov Budget Builder™, OpenGov Budget Book™ powered by wDesk.

OpenGov Budget Builder™ allows governments to strategize and budget more effectively by empowering key stakeholders across the organization to collaborate on budget proposals in one integrated solution. Instead of worrying about spreadsheets, emails, and conflicting versions of proposals, department heads and staff can easily share, modify, and approve online proposals - empowering them to focus on strategy rather than clerical work. OpenGov Budget Builder integrates seamlessly with OpenGov's management reporting solutions, enabling governments to make better data-driven decisions and share progress with elected officials and the public.

OpenGov Budget Book™ powered by Wdesk makes creating your budget document easier than ever. Delivered as Software-as-a-Service, OpenGov Budget Book™ powered by Wdesk is an online workspace to manage the document creation process. Collaborate, edit, and publish your budget book without the headache of conflicting versions, tedious manual updates, or recreating graphs and tables. Because it works with OpenGov Budget Builder™ - the definitive solution for smart, streamlined budgeting - your team will be able to build better budgets and allocate resources to your most important strategic projects.

The OpenGov ROI

- Improved **spending power**
 - Better budget decisions and process
 - Better visibility into current year and month budgets and actuals
 - Better insights from other governments around the world
 - Better financing terms
- Internal **efficiency**
 - Reduce staff interruptions
 - Streamline budget and comparisons processes
 - Improve internal and external collaboration
 - Automate data presentation & analysis
- Better citizen **engagement** and **transparency**
 - Engaging, interactive public reports
 - Ability to tell your whole story

Customers have told us they have achieved:

- 50% reduction in staff hours required to create the budget
- Finishing their budget a full month earlier than in prior years
- Freed up 1% or more of their budgets for re-allocation
- 180 hours per year reduction in time spent producing internal reports
- Tens of thousands of dollars saved in time and consulting fees to compute comparisons and benchmarks
- Millions of dollars saved due to better financing terms (bond ratings)
- 90% reduction in cost of maintaining external transparency sites
- 3x increase in online citizen engagement

The OpenGov Advantage

- Easy to use and understand, even for non-technical users
- Minimal training required
- Internal data analysis
- Web-based solution available anytime, anywhere (PC, tablet, smartphone).
- Visualize both financial and performance data
- Specialized for complex, multi-fund financial data
- Compatible with all financial systems
- Rapid deployment (launch within weeks)

About OpenGov

OpenGov is the leader in government performance management, with easy-to-use cloud software for better budgeting, improved operational intelligence, and comprehensive open data. OpenGov solutions give governments the right tools and relevant data for more informed decision-making and better outcomes for the public.

OpenGov bolsters governments' strategic efforts through every stage of the government management lifecycle. OpenGov helps governments build a strategic plan, report and analyze progress against the strategic plan, and effectively communicate this progress to the public. To achieve these objectives, OpenGov has created an inside-outside platform which allows all data, analysis, and reports to be kept purely personal, shared privately with internal government staff, or published widely for public consumption.

OpenGov's platform is the only internal management reporting and budgeting solution that understands and integrates complex, multi-fund financial data and non-financial performance data from multiple sources. OpenGov's software allows the user to effortlessly explore a government's data to uncover new insights. OpenGov is built upon government's unique financial structure (the Chart of Accounts) so the data displayed on OpenGov has the same structure as the government's financial system. This feature is unique to OpenGov and enables all stakeholders to collaborate within a single source of truth. OpenGov empowers governments to easily engage with their constituents, to benchmark their finances against similar and nearby governments, and to efficiently create and share internal reports, saving government staff countless hours.

OpenGov provides one solution for budgeting across the organization, optimizing internal and external reporting, and sharing performance measures or other datasets. Moreover, the OpenGov Network™ connects organizations and leverages data science to enable better decision-making through improved collaboration and benchmarking. Real-time data feeds of internal and externally available financial and performance data enable data-driven decision-making and display information in context (e.g., scaling data on a per capita basis) without requiring manual effort.

Government Partners

OpenGov currently serves over 1,600 governments ranging in size from large states and cities like the State of Missouri; Washington, DC; and Minneapolis; to mid-size cities and counties like Wright County, MN; Lawrence, KS; and Columbus, OH; and smaller cities including Blue Springs, MO; Lenexa, KS; and Grand Forks, ND.

In Nebraska, OpenGov recently partnered with the **City of Lincoln** to streamline their Budgeting and Reporting processes.



OpenGov is the leader in government performance management solutions

1600+
CUSTOMERS

48
STATES

\$10 Trillion+
ANALYZED



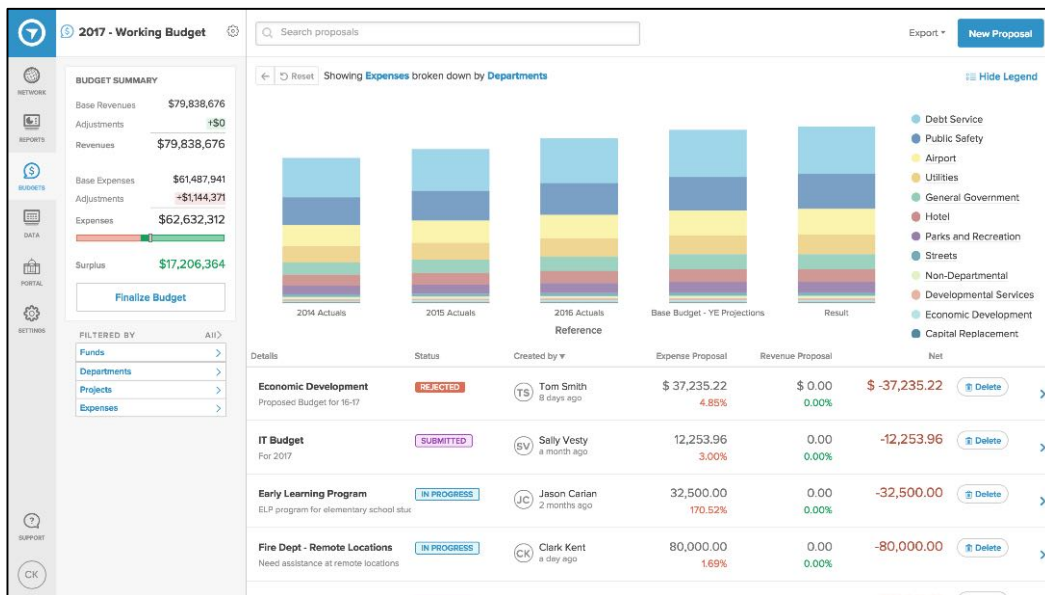
The OpenGov Solution

The Smart Government Cloud™

OpenGov's Smart Government Cloud™ is an integrated solution, composed of powerful applications built on the OpenGov Platform™, which powers the government management lifecycle. The following applications can be purchased together or separately, in any combination, depending on your needs:

OpenGov Budget Builder™

OpenGov Budget Builder™ is the definitive solution for smart, streamlined budgeting. OpenGov Budget Builder ensures a collaborative, coordinated budget process by offering a central place for your departments to submit proposals, budget teams to review submissions, and managers to present the budget to elected officials.

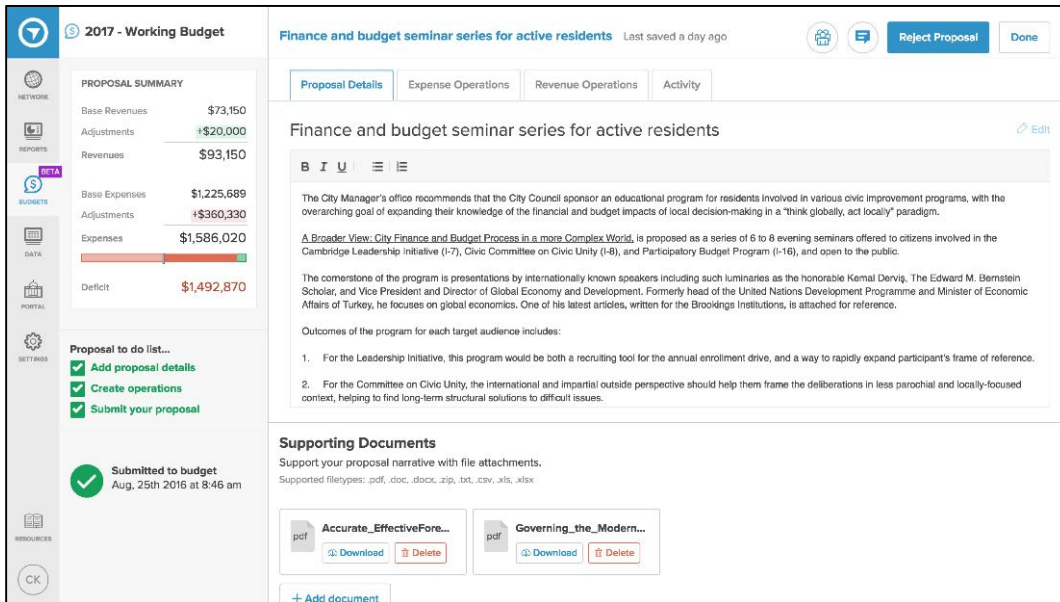


Collaborate More Effectively and Efficiently

Create one central and safe budget repository – OpenGov Budget Builder is the authoritative source for all stakeholders in the budget process, allowing them to record and track all comments, adjustments, approvals and rejections for budget proposals.

Enable everyone to see current numbers anytime, anywhere – Engage stakeholders throughout the budget process with real-time access and dynamic reporting when and where they need it.

Reduce confusion from email and Excel – Online commenting, automated notifications, and status reminders ensure key stakeholders meet deadlines, stay informed, and collaborate in context without the need for multiple email threads or conflicting spreadsheet versions.



The screenshot displays the OpenGov Budget Builder interface for the 2017 Working Budget. On the left, a sidebar contains navigation icons for Network, Reports, Budgets, Data, Portal, and Settings. The main content area is divided into two sections: 'PROPOSAL SUMMARY' and 'Proposal Details'.

PROPOSAL SUMMARY

Base Revenues	\$73,150
Adjustments	+\$20,000
Revenues	\$93,150
Base Expenses	\$1,225,689
Adjustments	+\$360,330
Expenses	\$1,586,020
Deficit	\$1,492,870

Proposal to do list...

- Add proposal details
- Create operations
- Submit your proposal

Submitted to budget
Aug. 25th 2016 at 8:46 am

Proposal Details for 'Finance and budget seminar series for active residents' (Last saved a day ago). The proposal text includes a recommendation from the City Manager's office to sponsor an educational program for residents. It also lists supporting documents: 'Accurate_EffectiveFore...' and 'Governing_the_Modern...'. Buttons for 'Reject Proposal' and 'Done' are visible at the top right.

Improve Decision-Making

Enable deeper analysis – Identify trends and understand historical performance with financial and non-financial data in OpenGov Intelligence™. Automatically compare budget requests against previous year's' budgets and actuals.

Engage elected officials – Engage elected officials throughout the budget process with dynamic reporting, such as the Budget Milestones report. Increase the odds of elected official buy-in by having all your supporting documents in one easy-to-reference location. Show the impact of budget proposals and easily reference prior trends.

Generate reports with a click of the mouse – Easily generate reports and “slice and dice” across your chart of accounts with a click of a mouse and OpenGov’s multi-fund reporting capabilities to get the most insight into your current financials and the effects of new proposals.

Improve Outcomes with One Integrated Solution

OpenGov Budget Builder™ works seamlessly with OpenGov’s management reporting, operational intelligence, and transparency solutions. Instead of generating static spreadsheets and manually tabulating columns, instantly generate summary reports, then drill into those reports with the click of a button. OpenGov’s multi-fund reporting capabilities let you “slice and dice” across your chart of accounts to get the most insight into your current financials and the effect of new proposals. From breaking down information silos to getting better operational intelligence, engaging citizens, and improving the budget process, OpenGov is the integrated solution for improving the government management lifecycle.

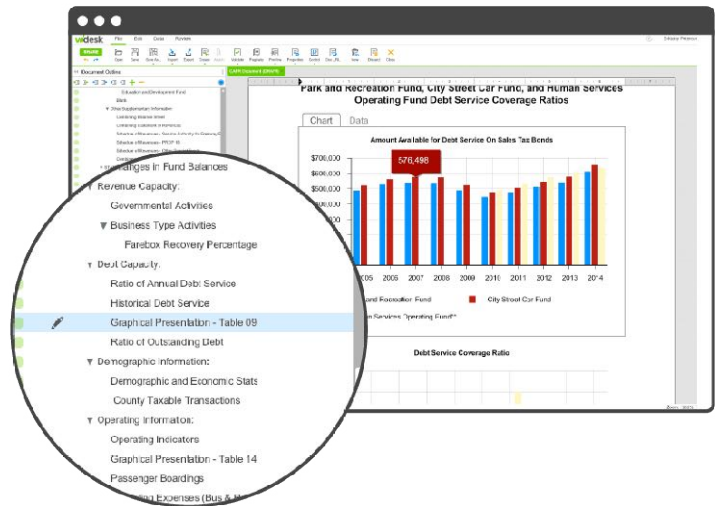
OpenGov Budget Book™ powered by Wdesk

OpenGov Budget Book™ powered by Wdesk makes creating your budget document easier than ever. Delivered as Software-as-a-Service, OpenGov Budget Book™ powered by Wdesk is an online workspace to manage the document creation process. Collaborate, edit, and publish your budget book without the headache of conflicting versions, tedious manual updates, or recreating graphs and tables. Because it works with OpenGov Budget Builder™ - the definitive solution for smart, streamlined budgeting - your team will be able to build better budgets and allocate resources to your most important strategic projects.

Collaborate More Effectively and Efficiently

Empower Stakeholders – OpenGov Budget Book™ powered by Wdesk empowers stakeholders from across the organization to contribute as needed on an easy-to-use, online platform, just like creating the budget itself in OpenGov Budget Builder™.

Comment in Context – Stakeholders, from analysts to department heads and more, can easily view and comment on the draft budget document in context, instead of over email or in multiple versions, fostering better communication and faster collaboration.

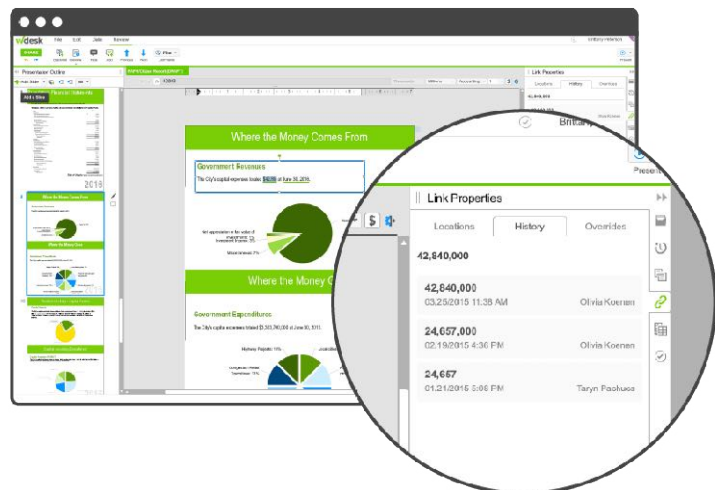


Reduce confusion from email and Excel – OpenGov Budget Book™ powered by Wdesk removes and automates manual work. OpenGov brings all your information together in one collaborative platform, eliminating the need for lengthy email exchanges and empowering you to analyze information at a higher level.

Focus on Strategy, Not Clerical Work

Control the Narrative – Enhance the written narrative and better communicate strategic goals, organizational priorities, decision-making processes by reallocating time spent on manual data updates.

Reallocate Time to High-Priority Projects – By streamlining the budget creation and document publishing process, OpenGov's end-to-end budgeting solution allows you to reallocate time to other high priority projects.



Create a Single Source of Budget Truth

One Collaborative, Definitive Document – Instead of maintaining multiple versions for multiple departments and manually merging changes, the entire team can iterate on one collaborative, definitive document.

	2015 Actual	2015 Estimated	2015 Recommended
3 Cash Flow Financing Activities			
4 Receipts from customers	8,637	9,317	7,406
5 Payments to suppliers	(4,966)	(5,057)	(4,522)
6 Payments to employees	(3,715)	(3,951)	(3,523)
7 Interest on debt			
8 Interest on notes payable	(387)	(393)	(393)
9 Net cash provided (used) by financing activities			
10			
11 Cash Flow From Noncapital Financing Activities			
12 Operating income received	(263)	(263)	3,111
13			8,496
14 Net cash provided (used) by operating financing activities			(5,059)
15			(3,953)
16 Cash Flow From Capital Financing Activities			
17 Issuance of debt			
18 Payments on capital assets acquired through construction			
19 Acquisition and/or construction of capital assets			
20 Proceed from capital debt			(1,190)
21			(747)
22 Net cash provided (used) by capital financing activities			(896)
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Maintain an Automatic Audit Trail and Versions – Edit, revise, and comment on one central document that evolves over time. Because all changes are saved online, you can always see or restore some or all content from older versions. Only authorized users can make changes, all of which are automatically logged.

Web-Based and Secure – Delivered as web-based Software-as-a-Service (“SaaS”), OpenGov Budget Book™ powered by Wdesk is always backed up and secure online, providing access to authorized users from anywhere at any time without worrying about local network security settings or maintaining on-premise hardware.

Build a Sustainable and Repeatable Process

Easily Configure Once, Receive Years of Benefits – We take care of creating the document template and equip your team with world-class support. Unique data linking gives you a framework for years of use, significant gains in productivity, and fewer headaches.

	Federal OFDA Number	Grants
1 U.S. Department of Transportation		
2		
3		
4 Federal Transit Center		
5 Federal Transit - Capital Investment Grants	20-507	CA-95-0224
6 Federal Transit - Capital Investment Grants	20-507	CA-95-0224
7 Federal Transit - Capital Investment Grants	20-507	CA-95-0224
8 Federal Transit - Capital Investment Grants	20-507	CA-95-0224
9 Federal Transit - Capital Investment Grants	20-507	CA-95-0224
10 Federal Transit - Capital Investment Grants	20-507	CA-95-0224
11 Federal Transit - Capital Investment Grants	20-507	CA-95-0224
12 Federal Transit - Capital Investment Grants	20-507	CA-95-0224
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Preserve Institutional Knowledge – You don't lose institutional knowledge with staff turnover, and new staff are easier to train and integrate with all your information in one easy-to-use platform.

Our Expertise

Our Government Finance Solutions (GFS) team is composed of former Finance Directors, Budget Directors, and government CIOs to ensure successful product delivery, implementation, and long-term support for the City of Grand Island.

Experts in Government Finance and Budgeting



Mike McCann
Vice President,
Government Finance
Solutions

- Finance Director, Ukiah, CA
- Assistant Finance Director, Monterey, CA
- CFO at numerous startups and non-profits



Charlie Francis
Director, Government
Finance Solutions

- Director of Administrative Services and Treasurer, Sausalito, CA
- Finance Manager, Colma, CA
- CFO and Acting City Manager, Indian Wells, CA and Tracy, CA
- GFOA Budget Reviewer



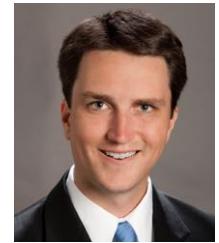
Adam Stone, CPA
Solutions Engineering
Manager

- Controller, Greenwood, IN
- Financial Advisor, Stonepath Financial



Kent Hudson
Subject Matter Expert,
Enterprise Systems
Integrations

- Corporate Director of Strategic Projects, Tyler Technologies
- President, Tyler Public Safety, Tyler Technologies
- Finance Director & Assistant City Manager, Vernon, TX



Craig White
Government Finance
Technology Consultant

- Finance Director, Chesterfield, MO
- Audit Manager, RubinBrown, LLP

OpenGov's experienced experts in government finance and budgeting will help you streamline your budget process from planning through publication

CONFIDENTIAL

Lawrence, KS Builds Budget in OpenGov to Save Time and Streamline Process



AGENCY TYPE
City Government

POPULATION
95,000

ANNUAL BUDGET
\$189 Million

Lawrence, Kansas is a vibrant, educated community centered around the University of Kansas and Haskell Indian Nations University. The University of Kansas employs 11,000 people and educates 28,000 students, while Haskell Nations is the country's only inter-tribal Native American University, representing more than 150 tribes. These institutions, among other metropolitan amenities, provide the City with rich cultural and academic identity. Contending with a small and shrinking Finance Department, Lawrence's team sought a way to make its budget process more efficient.

Finance Department Struggles to Provide Increased Information with Limited Staff

Lawrence's Finance Director, Bryan Kidney, had experienced a few years of departmental transition and the loss of an Assistant Finance Director due to budget constraints. "We do a lot, but there are only so many of us to do it," he noted. "There are things we wanted to do, but quite honestly, we just didn't have the time or staff to do them."

Kidney knew automating some of his team's processes, especially budgeting, would help them do more with less. Therefore, they adopted OpenGov Budget Builder™. "We came across OpenGov and saw that it was going to allow us to do a lot of the things we wanted to," he said. For instance, the City's financial management system, which happened to include a budgeting application, had been driving Lawrence's budget process. However, it required multiple static spreadsheets and manual, time-consuming data manipulation. "Before OpenGov Budget Builder, we spent many, many nights of trying to crunch and verify numbers," Kidney explained. "If we made a change in one fund, it didn't roll up into the other summary reports, so we were spending a lot of time just putting data together."

"Before OpenGov Budget Builder, we spent many, many nights of trying to crunch and verify numbers."

BRYAN KIDNEY
Finance Director



Lawrence's shrinking finance team adopted OpenGov Budget Builder because they sought to make the budget process more efficient. (Image: iStock)

Implementing OpenGov to increase internal information access and save staff time was quick, easy, and a success with City staff. “I really appreciate how quickly we were able to get it up and going,” Kidney noted. “The install was quick, and we were up and running. It has been a hit in our organization.” Kidney also valued the ease of training the departments to use the platform, and the OpenGov team’s availability to respond to technical questions. “The OpenGov staff is very excited about being able to provide this tool quickly, efficiently, and cost-effectively. They are just passionate about getting good information out to the people,” he said.

Time Savings Realized with OpenGov

Before implementing OpenGov, Kidney and his team primarily used spreadsheets to develop the budget, share it with the public, and provide reports to elected officials. “Before OpenGov, we

were doing a lot of things manually, including trying to put graphs together. Anything we provided to the decision-makers had to be done in spreadsheets,” Kidney explained. “But since OpenGov, the entire graphic interface and the ability to drill down is completely automatic. It’s saving us a lot of time, and since we don’t have a lot of time, it’s very beneficial.”

“OpenGov has given us back our nights and weekends.”

BRYAN KIDNEY
Finance Director

Kidney noted that OpenGov alleviated significant stress on his team, many of whom have young families but stayed at the office until 10:00 pm or 11:00 pm each night during budget season. “OpenGov has given us back our nights and weekends,” Kidney said. “After OpenGov, there were weekends when I thought, ‘Oh, last time at

this year I was in the office trying to figure out why one number wasn't tying to another number.' The time saved is considerable."

OpenGov also allowed Kidney to focus on higher priority tasks, something critical to Lawrence because large debt issuances were occurring during the budget process. "I wear a lot of hats," Kidney noted. "The automation of OpenGov allowed me to focus on those things a finance director should be focused on, instead of spending time trying to make spreadsheets tie together."

Operational Efficiency Enhanced

Kidney credits OpenGov Budget Builder with creating new internal efficiencies for the City. Real-time access to budget figures has empowered department heads to edit and make changes on their own, something made simple through the product's user-friendly interface. "OpenGov is intuitive; it's easy," Kidney said. "It's easy to explain to departments because it's very visual. One of the biggest benefits for me is that departments are able to go in and see how we've changed their initial requests without having to get into my spreadsheets." The history OpenGov helps tell has proven instructive and useful for department heads, as they can easily track their requests and changes over time.

Likewise, OpenGov enabled Kidney and other staff members to present data to stakeholders more effectively than in the past. With the click of a button, staff can create visualizations that tell their story, while allowing them to be flexible with how to best to showcase their information. "If I were doing this in any other application," Kidney said, "it would be a major issue to create

graphs and then go back and change those graphs or change how I want to present something. But with Opengov, I can literally just go in and click to make a graph, and I automatically have consistency across all my departments." This flexibility allows Kidney to test different methods of communication and adopt one approach if it works better than the others.

"OpenGov is intuitive. It's easy."

BRYAN KIDNEY
Finance Director

With OpenGov, the City is able to run new reports that provide staff and officials alike the ability to conduct trend analysis. Elected officials, for example, can see total expenditures across all departments, which enables the staff to tell the story of why something might cost more over time. "It is very easy for us to show, for example, total expenditures across all departments as a graph. The governing body can actually take a look at it," he said.

Lawrence Leverages the OpenGov Network

Kidney says he benefits from the OpenGov Network, which provides access to reports governments make available to one another in OpenGov. It is full of unique examples of how other cities are successfully utilizing the platform. "It's fun to explore the Network and see what other communities are doing," Kidney said. "Very easily, you can see what other people in your state are doing and even pick up the phone and contact them. The idea is that it's not just me thinking about what I can do with data. It's

also a lot of people creating different reports and using OpenGov in ways I never would have thought of.” For example, Kidney discovered reports on police and fire calls in the OpenGov Network, which he is passing along to his fleet manager for consideration.

Lawrence has gained a reputation for being cutting-edge in how it leverages technology,

especially amid strained resources. “We’re a small department trying to provide a lot of information,” Kidney said. “I’m relying on technology. As other cities face budget cuts, I hope they look to us to see that if Lawrence can do this, they can, too.”



Using OpenGov Budget Builder saved the finance team time, giving them back their nights and weekends during budget season. (Image: Wikimedia Commons)

RESULTS

- ✓ **Significant Staff Time Saved.** Using OpenGov Budget Builder gave Lawrence’s finance team their nights and weekends back during budget season.
- ✓ **Finance Director Able to Focus on Strategic Priorities.** The time saved using OpenGov enabled the Finance Director to focus on critically important bond issuances that overlapped with the budget’s development.
- ✓ **History and Trends Help Tell the Story.** Department heads are able to see their budget requests and changes over time, and elected officials can examine expenditures across funds and spot relevant trends easily.



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