Finance Report for Software Services Agreement

Date: *September 16, 2021*

Purpose: *Approving a Software Services Agreement with OpenGov Inc.*

Recommendation: *Approve the Purchase*

Description:

OpenGov is a cloud-based software solutions for government. The City owns and uses OpenGov budgeting software, but the integration capability was not purchased by the City. It is standard operating procedure for governments who purchase OpenGov to also purchase the integration capability with the accounting system used by the government. City staff will reduce the amount of time needed to maintain the information inside of OpenGov, and an integration will help reduce the possibility of human error.

Along with integrating Pelorus to OpenGov, the City would be switching out the Transparency software with a Workforce Planning software to help improve salary projections, increase visibility into cost drivers, and reduce broad assumptions used in budgeting.

The cost of the integration and Workforce Planning software is $15,549. This was budgeted for operationally and is to be allocated amongst all the City funds.

Staff recommends the City Council approve the Software Services Agreement with OpenGov Inc. Dale Coulam, City Manager, has given his approval for this software agreement. OpenGov Budgeting software will become a more valuable tool once it is connected to the City's financial system via automatic updates and has the enhanced feature of Workforce Planning.

Regards,

Cade Visser

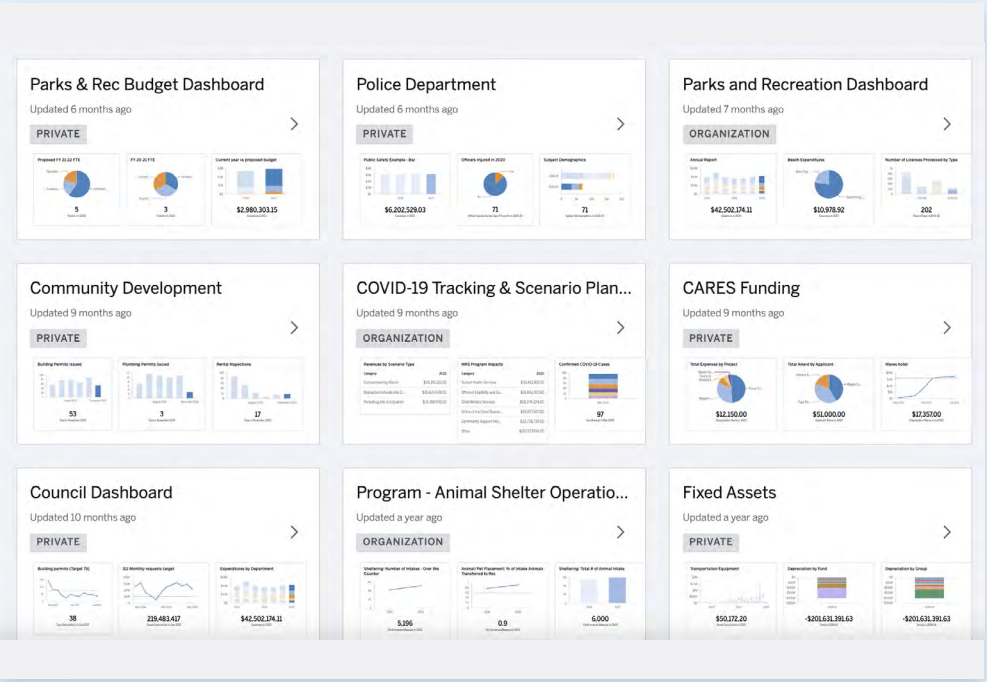
Cade Visser
Director of Finance

OPENGOV

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OpenGov Integrations

Connect your data to OpenGov with automated data synchronization



Accelerate Government Performance

OpenGov's Reporting & Transparency Platform serves as the reporting command center for other OpenGov product suites. For other data sources, we deliver OpenGov Integrations, which automate data transfer from a multitude of 3rd party systems, delivering an enterprise-wide view of performance for our customers.

Saves Time: Automating data transfers eliminates the need for manual uploads.

Improves Data Quality and Upload Performance: Integrations keep your data synchronized and conflict-free, while improving speed and scalability.

Proven Success: OpenGov has roughly a decade of experience integrating with complex financial data and different Chart of Account structures

Drive real-time decision making

5x Faster
Report creation

Nightly Data Syncing From any Source for **Fresh Data**

We actively integrate with **55+ different ERP Systems**

It's your data, use it!

Achieve breakthrough collaboration between offices and departments without sacrificing administrative control, by centralizing your data in an intuitive online solution

Create Department Dashboards combining reports across all financial and operational data, together in one space

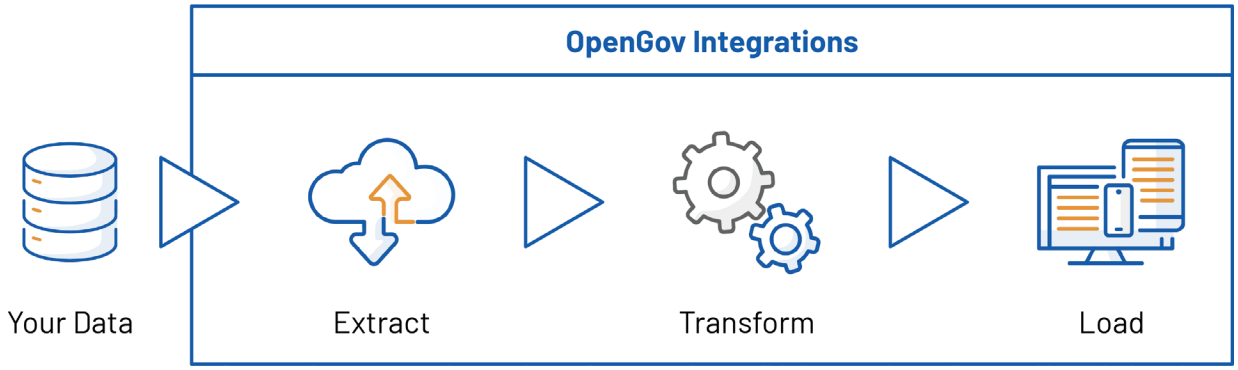
Deliver up-to-date financial and operational data with context to keep all stakeholders, internal and external, informed

Types of Integrated Data

- Financial/Accounting (ERP) Systems
- 311 Data
- Human Resources Information Systems
- Public Safety Systems
- Public Records
- Performance Data
- Permitting Systems
- Public Health Systems
- Many more...

A Powerful and Flexible Solution

Extract, Transform, Load



Secure Data Transfer

Security encompasses all aspects of OpenGov Integrations. The user interface, agents, and applications communicate with the cloud through secure channels. Connectors that address authentication, discovery of metadata, query formation, and target operations use secure protocols to communicate with OpenGov applications. Credentials are stored in encrypted containers, and IP safe lists restrict access to specific tenants.

Why OpenGov?

- **The only modern cloud ERP for local government.** OpenGov offers transformative solutions for budgeting, financial management, and citizen services with the market-leading reporting and transparency platform -- allowing customers to re-allocate up to 1% of their budgets for more strategic outcomes and save thousands of hours on manual and paper-based processes.
- **A trusted and dedicated partner.** More than 1,000 governments nationwide partner with OpenGov to drive more effective and accountable operations and strengthen public trust. Built exclusively for state and local government, OpenGov's software, services, and expertise are backed by over 300 years of employee experience in the public sector.
- **A platform built to grow with you.** Modern cloud architecture ensures all of your users have access to the latest features and upgrades while reducing your IT burden, minimizing your cost footprint, and breaking down system and data silos. Thanks to world-class professional services and a roadmap driven by customer feedback, you future-proof your investment for the next generation.

CITY OF **STAMFORD** · STATE OF **RHODE ISLAND** · CITY OF **CHATTANOOGA** · COUNTY OF **SUFFOLK** · STATE OF **IDAHO** · COUNTY OF **MONO**

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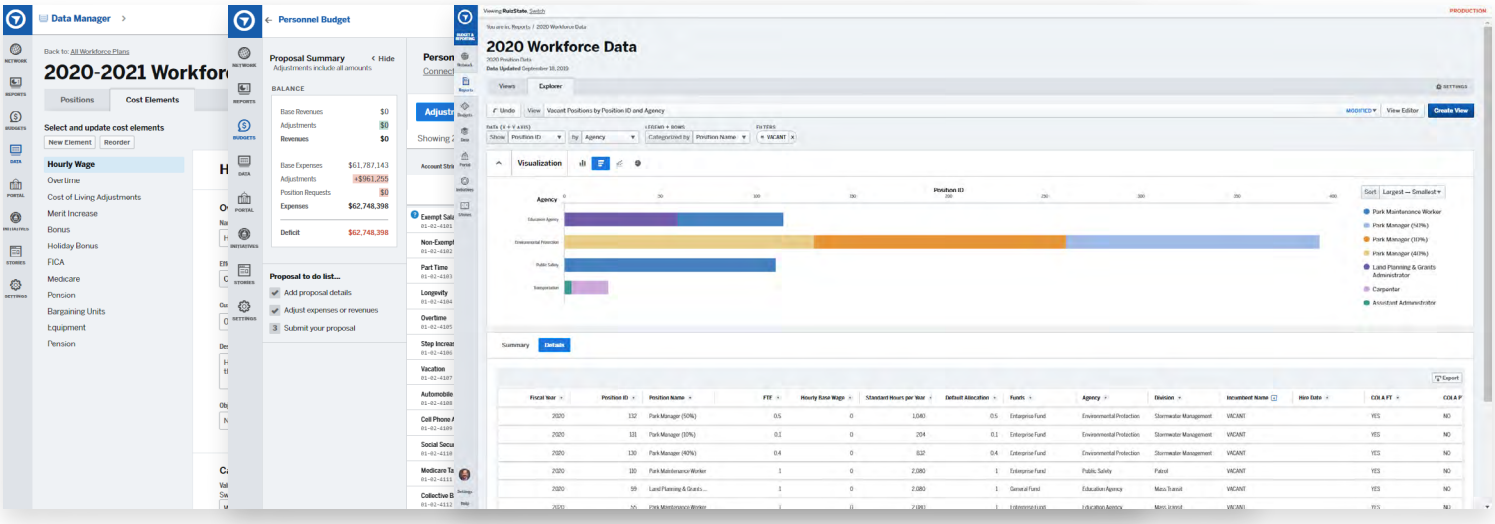
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Workforce Planning

Drive better salary projections, increase visibility into cost drivers, and reduce broad assumptions.

Plan Today for the Workforce of Tomorrow

Reduce the burden of complex manual calculations on variable personnel cost elements by choosing the only modern government workforce planning solution designed to help you make informed decisions based on data-driven personnel investment planning scenarios.



Integrated Personnel Budgeting

Improve budget accuracy and save time by connecting dynamic workforce plans to budget requests

Employee Cost Calculations

Automatically calculate the fully burdened labor costs of your individual employees or of your overall workforce

Scenario Analysis

Make changes to position lists and centrally modify personnel cost drivers to inform negotiations and budget decisions

Position Requests

Request new positions during budget season or mid-year, using accurate, updated costs

↓ 30-50%

Governments using OpenGov's Budgeting & Planning solutions have seen a 30-50% reduction in the time spent creating the budget.

88%

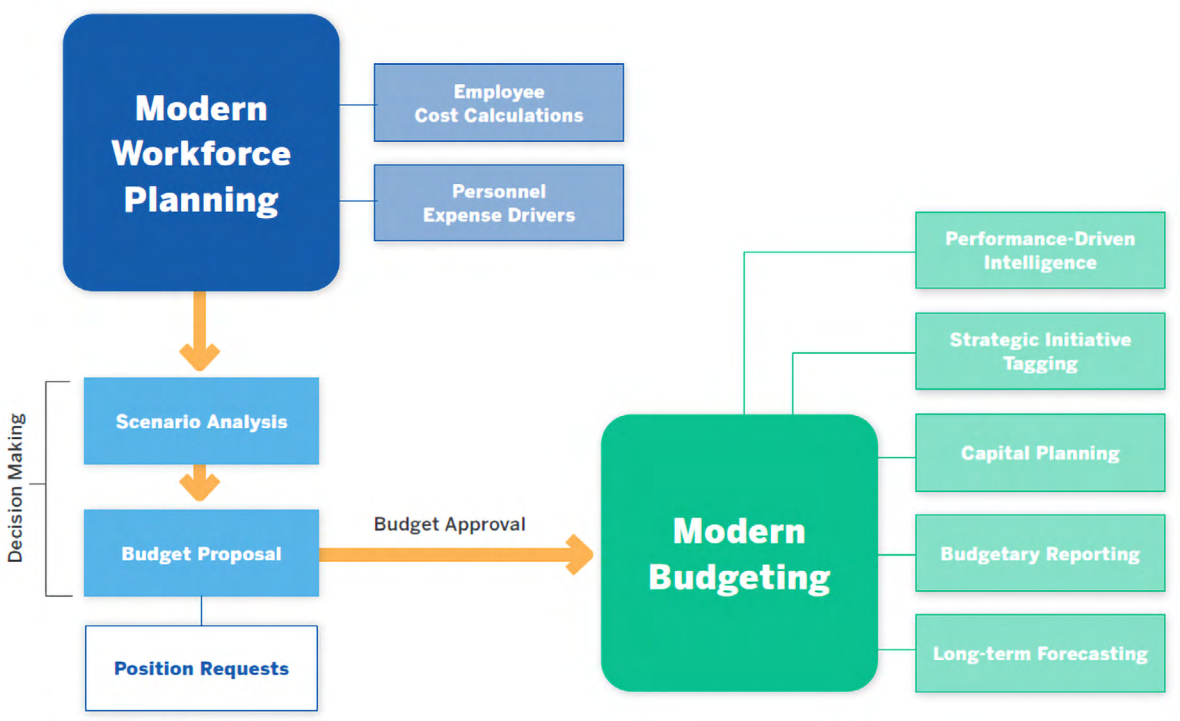
88% of all spreadsheets, including those used to make the budget, have errors.

$ 1%

Many governments were able to re-allocate 1% of their total budget to strategic initiatives with OpenGov.

> **"We got $2M back in our budget immediately thanks to better clarity into results that come with OpenGov... Workforce [Planning] is a game changer."**
>
> **Janet Dutcher**
> Financial Director,
> Mono County, CA

A modern workforce planning solution designed for modern budgeting.



A Flexible Solution Designed to Help You Prepare for the Future

Reduce manual workload by instantly calculating all types of labor-related variable costs, like health insurance, pension, and social security. Increase organizational transparency by making it easy for department heads to create new position requests and see the fully burdened costs.

Seamless Integration with OpenGov Budgeting for a Streamlined Process

Automate complex processes by populating personnel expenses in budget requests with accurate, updated, and exact values. Tie new hire scenarios to strategic initiatives across your organization.

About OpenGov

OpenGov is the leader in modern cloud ERP software for our nation's cities, counties, and state agencies. On a mission to power more effective and accountable government, OpenGov serves more than 1,000 agencies across the U.S. Built exclusively for the unique budgeting, financial management, and citizen services needs of the public sector, the OpenGov ERP Cloud enables organizations to plan more strategically and collaboratively, streamline mission-critical processes, and communicate with stakeholders more transparently.

> **"Partnering on multi-year workforce planning was a great experience. The OpenGov engineering team catered to us to build a game-changing capability because they saw the benefit to their other customers."**
>
> **Jonathan Nih**
> Senior Management Analyst,
> City of Irvine, CA

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CITY OF RICHMOND
STATE OF IDAHO
STATE OF OKLAHOMA
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