OPENGOV

City of Manitowoc, WI

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750+	44+	$125B+
GOVERNMENT CUSTOMERS	STATES	BUDGETS ANALYZED
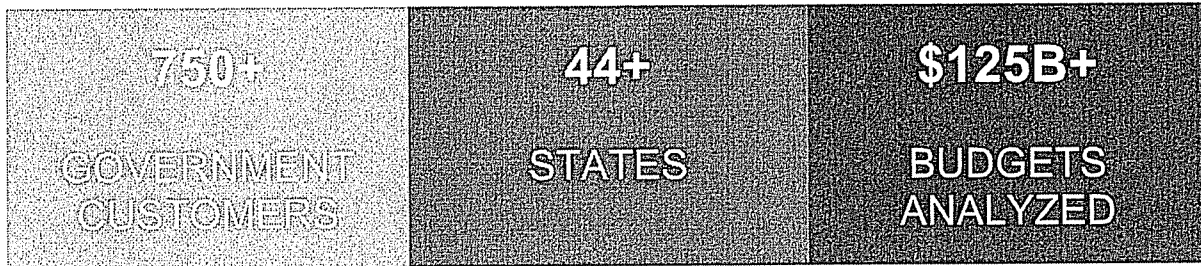
OpenGov transforms government financial and non-financial performance data — often confined to static documents and spreadsheets that are unreadable to non-financial professionals — into intuitive, interactive intelligence for both internal government employees and citizens.

The OpenGov ROI

- Improved **spending power**
  - Better operational and performance intelligence for everyone who needs it (staff, department heads, elected officials, etc.)
  - Better budget decisions and process
  - Better understanding of current year and month budgets and actuals
  - Better insights from other governments around the world
  - Better financing terms
- Internal **efficiency**
  - Save time responding to FOIA and internal requests
  - 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:

- 180 hours per year reduction in time spent producing internal reports
- Tens of thousands of dollars saved in time and consulting fees to do 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

- Minimal training
- Easy to use and understand, even for non-financial users
- Both internal data analysis and public transparency
- 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 implementation (launch within weeks)

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The OpenGov Platform

OpenGov Intelligence™

OpenGov Intelligence allows governments to easily create and share internal operational reports, combining financial and non-financial data from numerous sources to help governments manage to budget, keep department heads and legislators informed, and streamline important workflows from the budgeting process to long-term financial planning.

Tell your entire story
*   Visualize **any financial and performance data**
*   Upload and visualize data with no special training
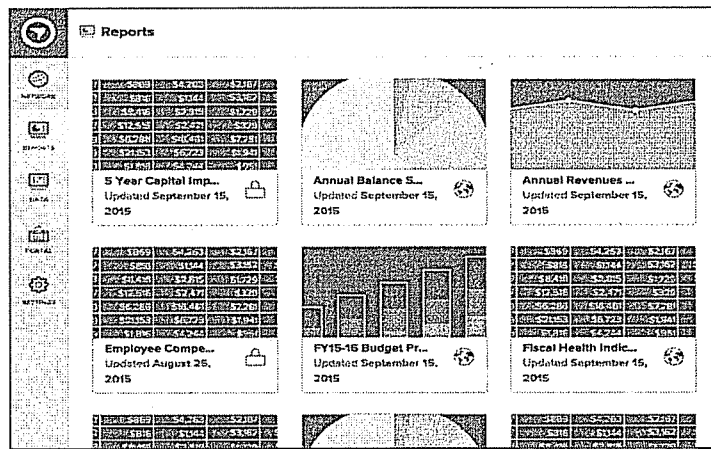
Deliver data to the decision-makers
*   Empower everyone (staff, city manager, elected officials, council members, etc.) to get the information they need
*   Control your information – decide what to share with your team, or with the world. In a click.

OpenGov Comparisons™

OpenGov Comparisons gives government administrators insights into their own financial and vendor performance in comparison to other governments, and helps them collaborate with peers across the country, thus uncovering ways to be more efficient and save money.

The fastest answers to complex questions
*   We automatically import financial and census figures
*   On-demand and always available with the latest data
*   Engage your organization with tools they can use– no training required
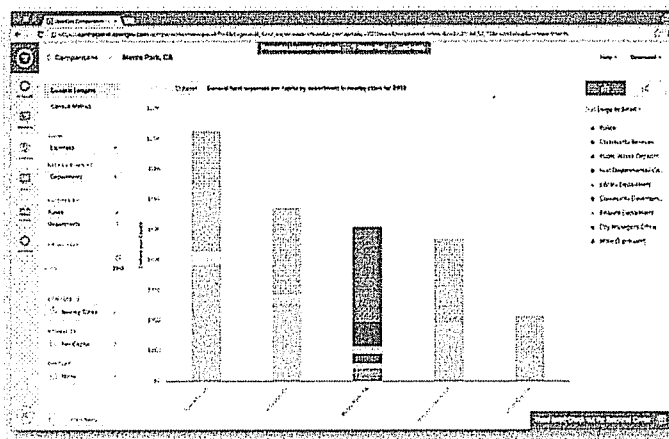
View the data from your perspective
*   Compare Apples-to-Apples
*   No need to understand other's naming conventions

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**Stay focused on what matters**
- Normalize as needed: per capita, per square mile, or view your expenditures/revenues as a % of total
- Visualize a single point in time, or view a 5+ year trend.

OpenGov Transparency™

OpenGov Transparency enables governments to engage constituents with interactive budget reports, detailed transaction data, and year-to-date actuals, improving transparency and information quality with very little effort. By making this information public, they are also receiving better financing terms on bonds and improving revenue collection.
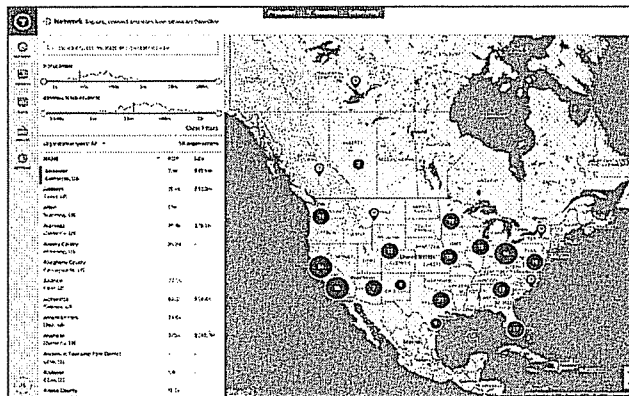
Make budgeting more transparent
Allow citizens to track the annual budget process at every step.

Share financial and performance data
Unite nonfinancial and financial data to give citizens a holistic view. Share goals and performance measures from across the organization.
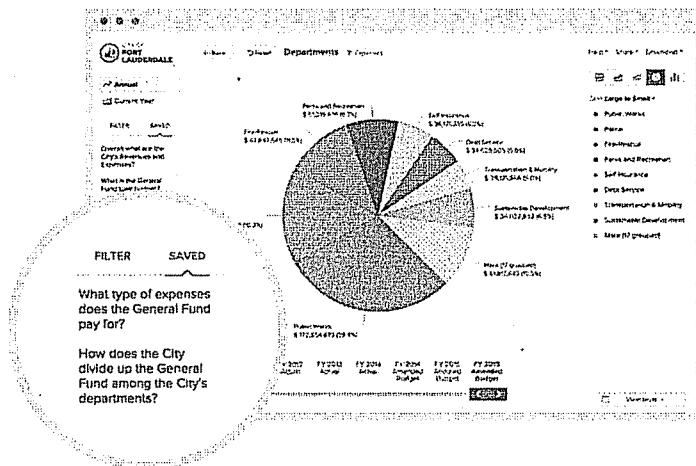
The OpenGov Network™

- 700+ Governments, School Districts, and Special Districts (and growing!)
- Flexible Search
    o Nearest Governments
    o Budget Size
    o Demographics
- Review Budgets, Actuals, and any other Public Reports

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Sample Report Types

Annual GL Reports

"What is a 5-year trend on Overtime spending?"

Annual Year allows users to evaluate 'big picture' trends, perform multi-year analysis, and communicate budget plans by visualizing expenses, revenues, or both concurrently. Data can be broken down by Fund, Department, Activity, Division, Program, Unit, Site, Resource, or even Revenue Type and Expense Type. This allows for analysis across multiple funds, all the way down to a single object in your Chart of Accounts.
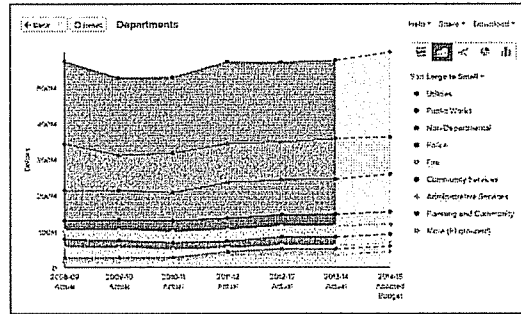
Current Year GL Reports

"How am I performing compared to the Budget?"

Current Year allows users to evaluate monthly trends in the current fiscal year, perform multi-year comparative analysis, and communicate budget to actual variance for both expenses, and revenues. Data can be broken down by Fund, Department, Activity, Division, Program, Unit, Site, Resource, or even Revenue Type and Expense Type. This allows for analysis across multiple funds, all the way down to a single object in your Chart of Accounts. Department heads, directors, and council members can see how the expenses or revenues are trending against the budget through the most recent month.
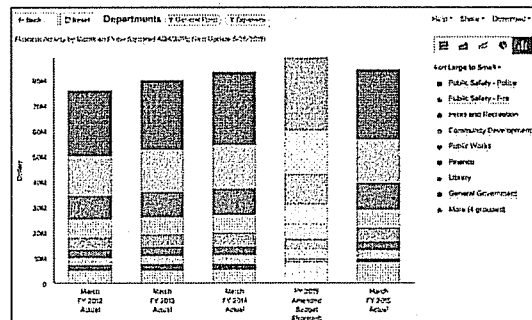
Automatically calculate **budget** to **actual** variance in both dollar amount and percentage.

Expand All	March FY 2013 Actual	March FY 2014 Actual	FY 2015 Amended Budget ⓘ	March FY 2015 Actual	2014-15 Variance ⓘ	2014-15 Variance ⓘ
▸ Public Safety - Police	$ 27,243,427	$ 28,691,308	$ 28,779,037	$ 27,515,394	$ -1,263,643	-4.39%
▸ Public Safety - Fire	16,848,495	17,371,940	17,241,482	17,199,290	-42,192	-0.24%
▸ Parks and Recreation	9,825,962	10,287,506	11,835,219	10,588,935	-1,246,284	-10.53%
▸ Community Development	6,837,516	7,126,605	7,840,516	7,046,777	-793,739	-10.12%
▸ Public Works	5,156,981	5,261,504	5,923,778	5,318,192	-605,586	-10.22%

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Transactions / Open Checkbook Reports

**"What have we spent with a vendor in the past 7 years?"**

The Transactions report allows users to present and communicate every transaction used to facilitate government activities. Check registers, P-Card, revenues, collections, encumbrances, transfers, can all be tracked in a single filterable report. Filter millions of transactions by type, department, vendor, check date, invoice date – the possibilities are endless. Tie multiple systems of record into one place for a comprehensive filterable database. OpenGov doesn't care if your data comes from 10 sources, it can all be housed in a single location!
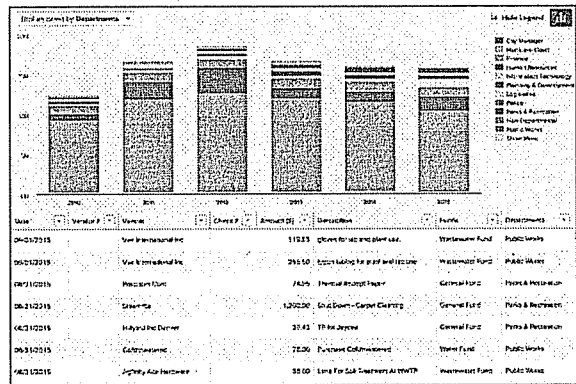
Balance Sheet Reports

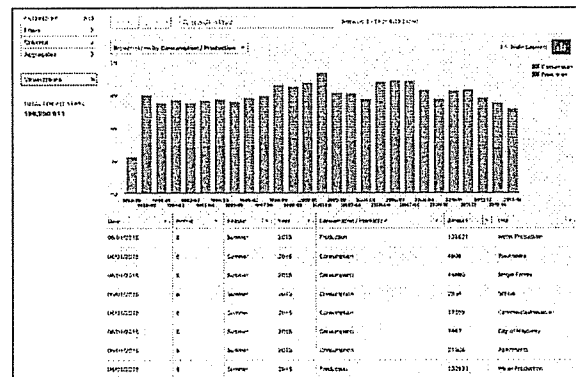**"What is our Fund Balance/Cash Balance through June?"**

Balance sheet visualizes the municipalities Assets, Liabilities, and Equities. This allows you to easily provide updates on your cash and investments to the state or auditors. It also allows you to easily visualize the balances in each of your Funds. The biggest advantage, like all of our reports, it the functionality to filter and dynamically drilldown through your own balance-sheet instead of flipping through a pdf document.
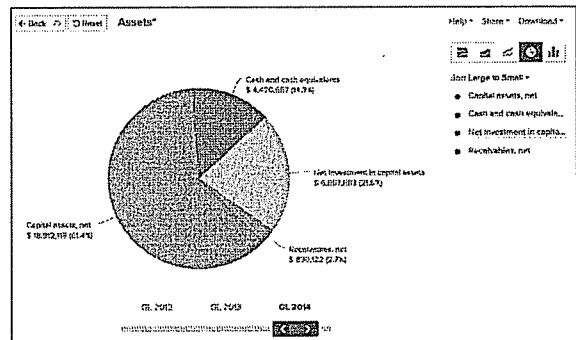
Performance / Non-Financial Reports

"How are non-financial operations performing against goals and objectives?"

Visualize any non-financial data (e,g., 311 response times, utilities reports, crime rates, pet adoptions, etc.) using advanced tabular reports and visualizations.

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Pricing

Package	Feature	Price
OpenGov Intelligence + Transparency		
	- Annual Year - Current Year - Budget Milestones - Balance Sheet - Check Register/Transactions - Unlimited Users - Unlimited Custom Report Creation - Non Financial Data Report Creation - OpenGov Comparisons	$10,925
Implementation	- One-time Set-up fee (non-recurring)	$4900
Support/Maintenance		-
	- Hosting - Maintenance - Training - Existing feature updates - Dedicated support - Data Customization	Included

- Payment is requested 30 days after the invoice is received

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