

OpenGov[®]

Financial and Performance Intelligence
for the 21st Century Government



What is OpenGov?

OpenGov is a web based tool for governments, which enables them to easily visualize and share their financial and non-financial performance data; both internally to improve decision making and increase efficiency, and externally to increase transparency and build trust.

Building a Network for the 21st Century Government

800+
GOVERNMENTS

46
STATES

\$125B+
EXPENDITURES ANALYZED



STATE OF
OHIO



CITY OF
ANAHEIM



CITY OF
SAN DIEGO



COUNTY OF ORANGE
COUNTY
CALIFORNIA



HAWTHORNE
SCHOOL DISTRICT



CITY OF
DETROIT



CITY OF
MCKINNEY



COUNTY OF MONTGOMERY
COUNTY
TEXAS



**HACIENDA
LA PUENTE**
UNIFIED SCHOOL DISTRICT



CITY OF
ALPHARETTA



CITY OF
FT LAUDERDALE

OpenGov Believes...

- **Governing is HARD**

Staff, Department Heads, Managers, and Elected Officials deserve real-time actionable information to make better decisions

- **Everyone is NOT a Finance Director or Data Analyst**

Yet, to meet today's challenges, we all need to have a better understanding of government finances and performance

- **Data is NOT Information**

True insights and intelligence result from people being able to interact with data, not read numbers off of tables

- **Resources are limited**

The right tools can save everyone time and improve processes, without requiring additional resources

The Opportunity



› Improve **spending power**

- › Better financial and performance data in real-time
- › Better insights from other governments around the world
- › Better budget decisions and process
- › Better financing terms



› Drive massive internal **efficiencies**

- › Reduce staff interruptions
- › Streamline processes
- › Speed up internal and external collaboration
- › Automate data presentation & analysis
- › Tell your whole story

OpenGov Delivers Value Throughout the Organization

➤ Finance Team

- › Better tools for communicating finances inside and outside government
- › Improved budget process and reporting

➤ City Manager / Department Heads

- › “On Demand” Access to current financial and performance data
- › Improved budget process and reporting

➤ Elected Officials

- › Better insights to help make better decisions
- › Better engagement and trust with the community

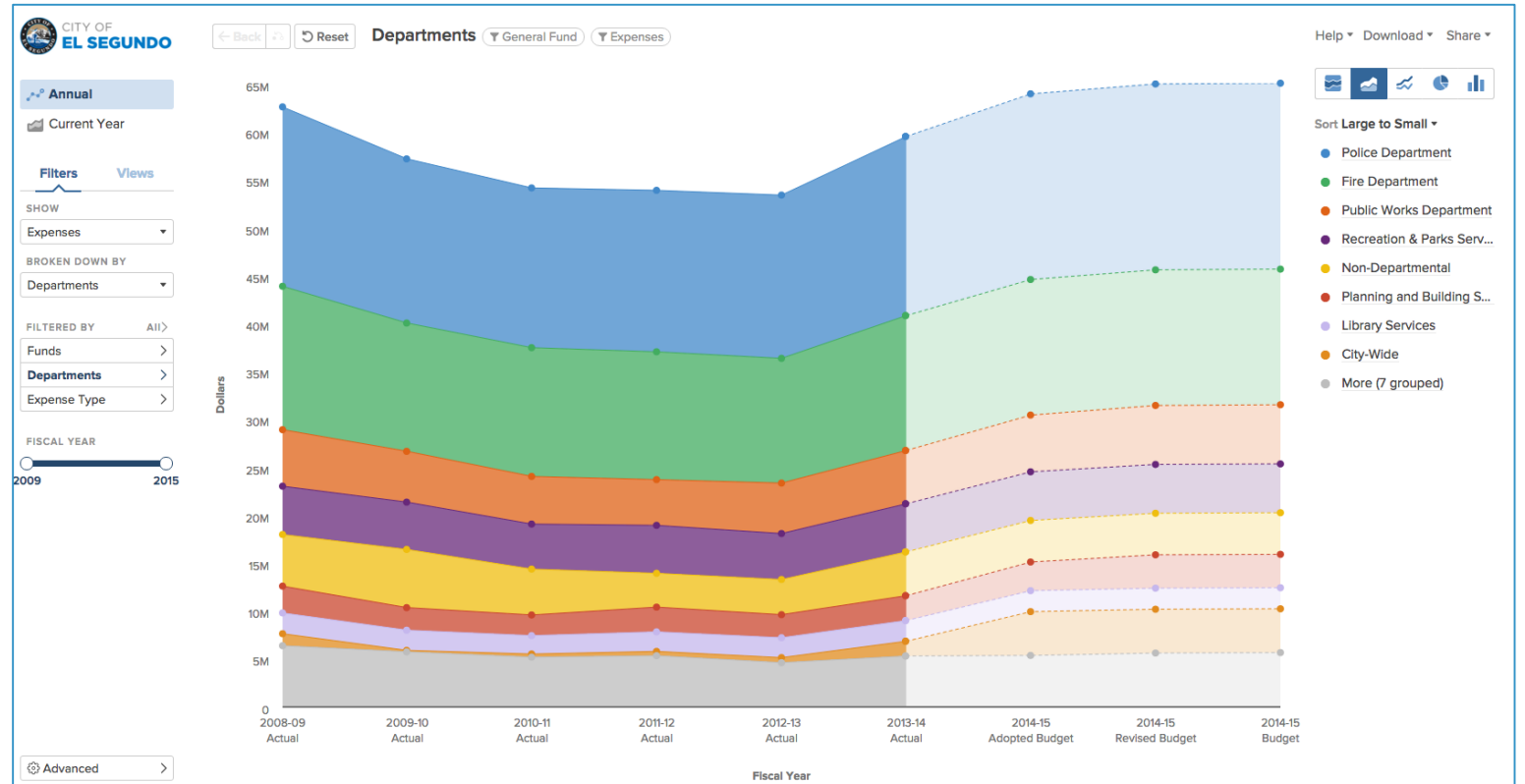
➤ The Public

- › Better access to financial and performance data
- › Better understanding of policy decisions



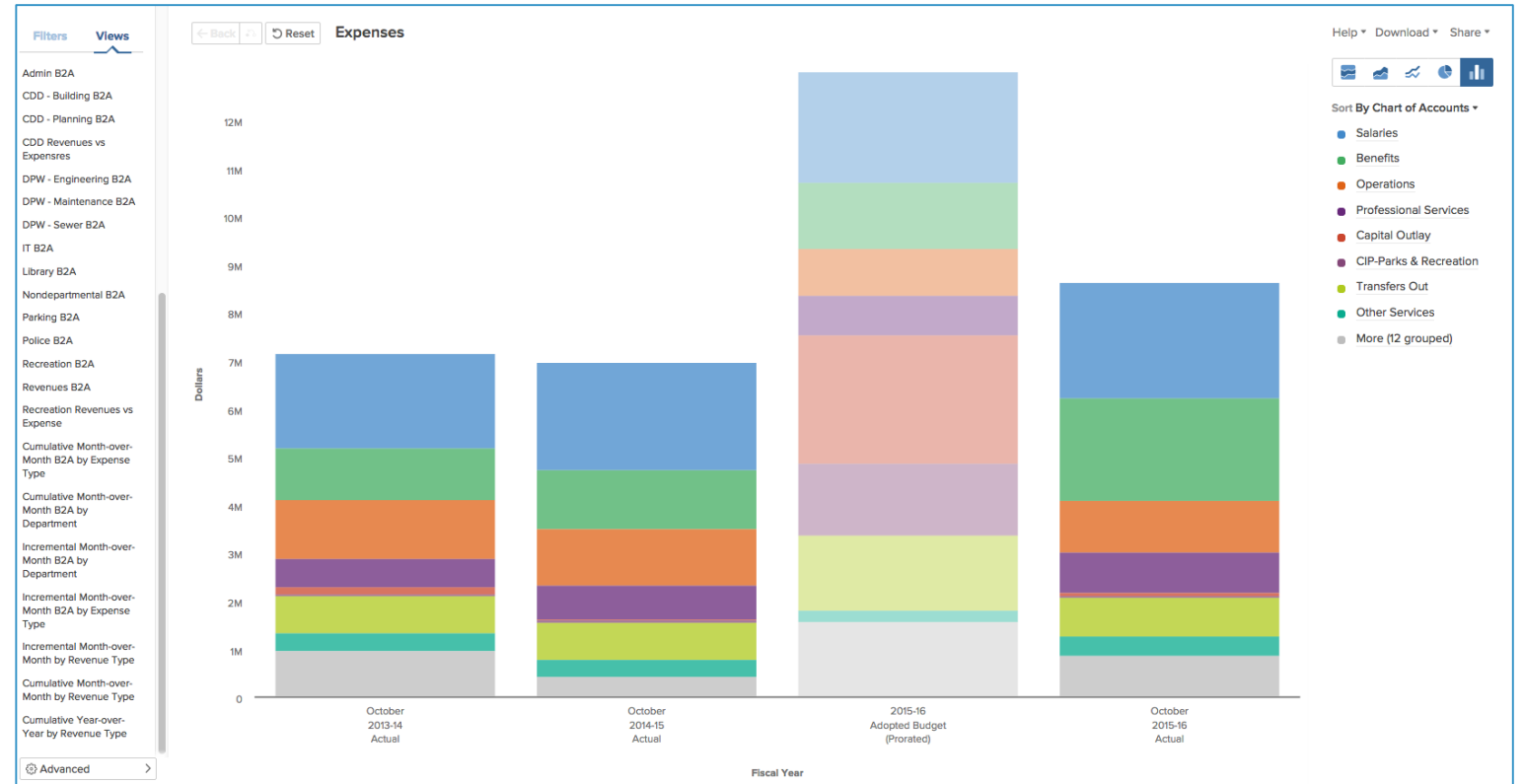
What We Get: Annual Budget Reports

Get a high-level overview of adopted and actual annual budgets for internal use, council presentations, and external communication



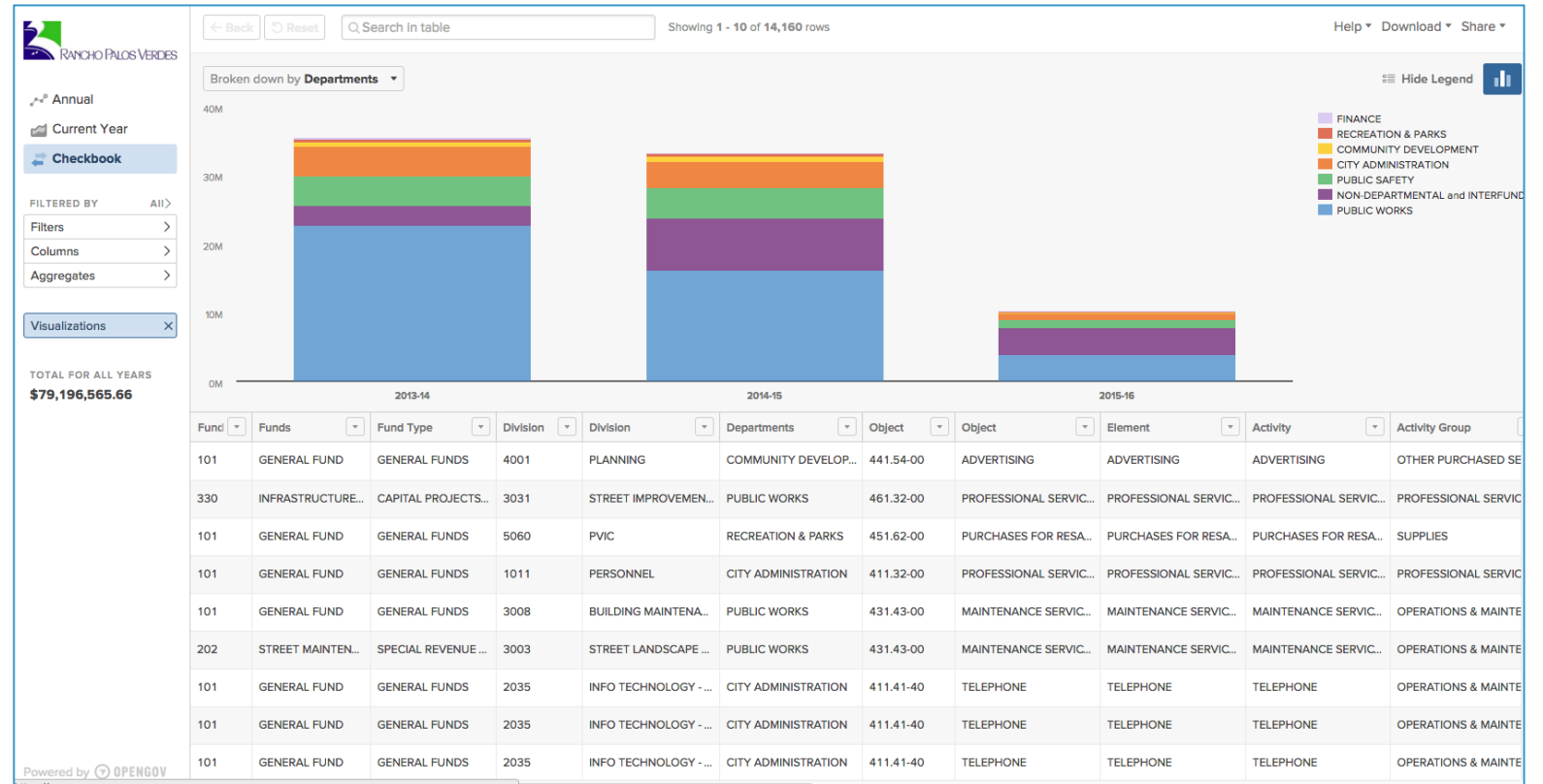
What We Get: Current Year Financials

Get fast access to a dashboard of year-to-date financial performance



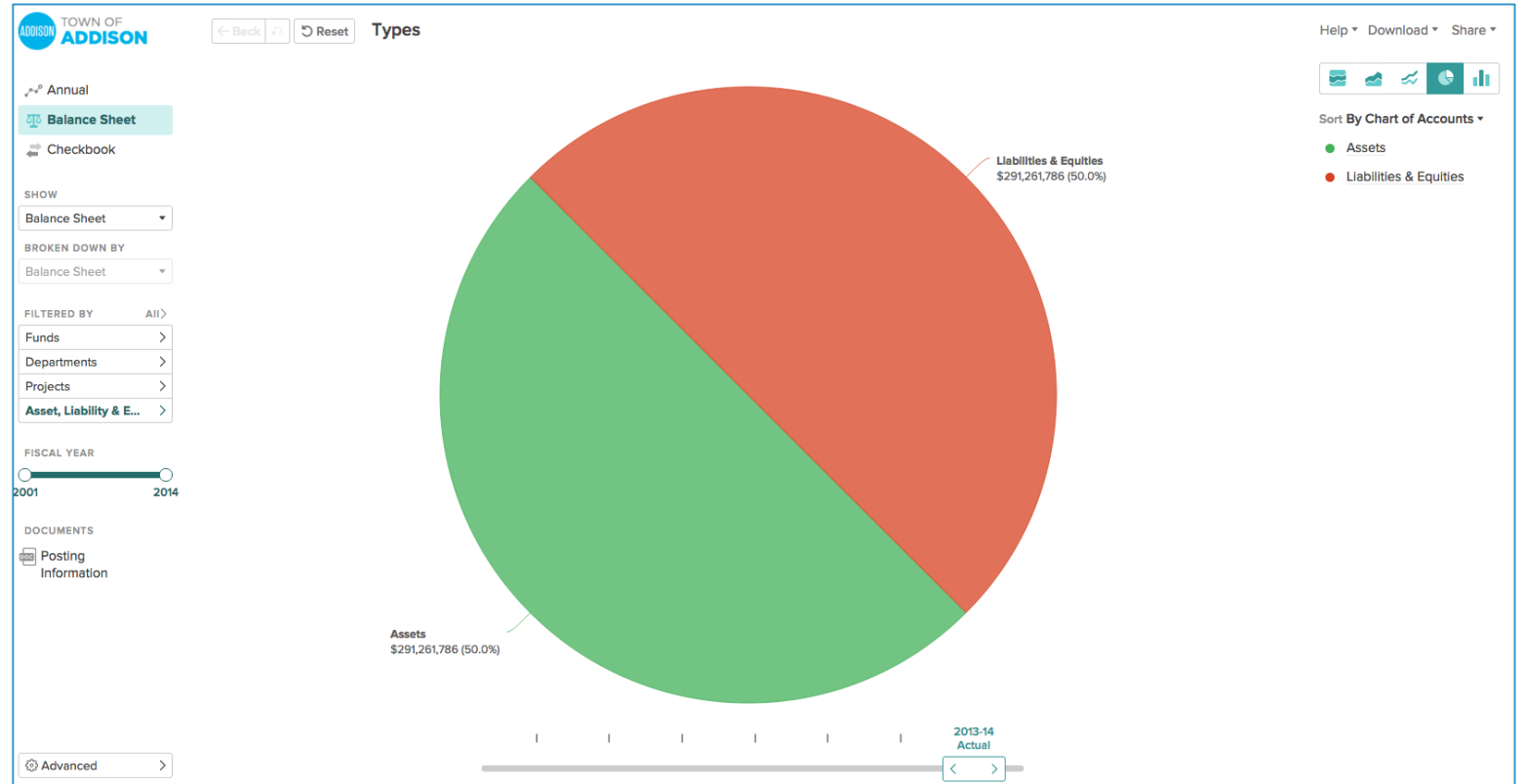
What We Get: Online Access & Search of Transactions

Quickly look up any transaction, quicken the audit process, assist with fiscal impact reports



What We Get: On-Demand Balance Sheet

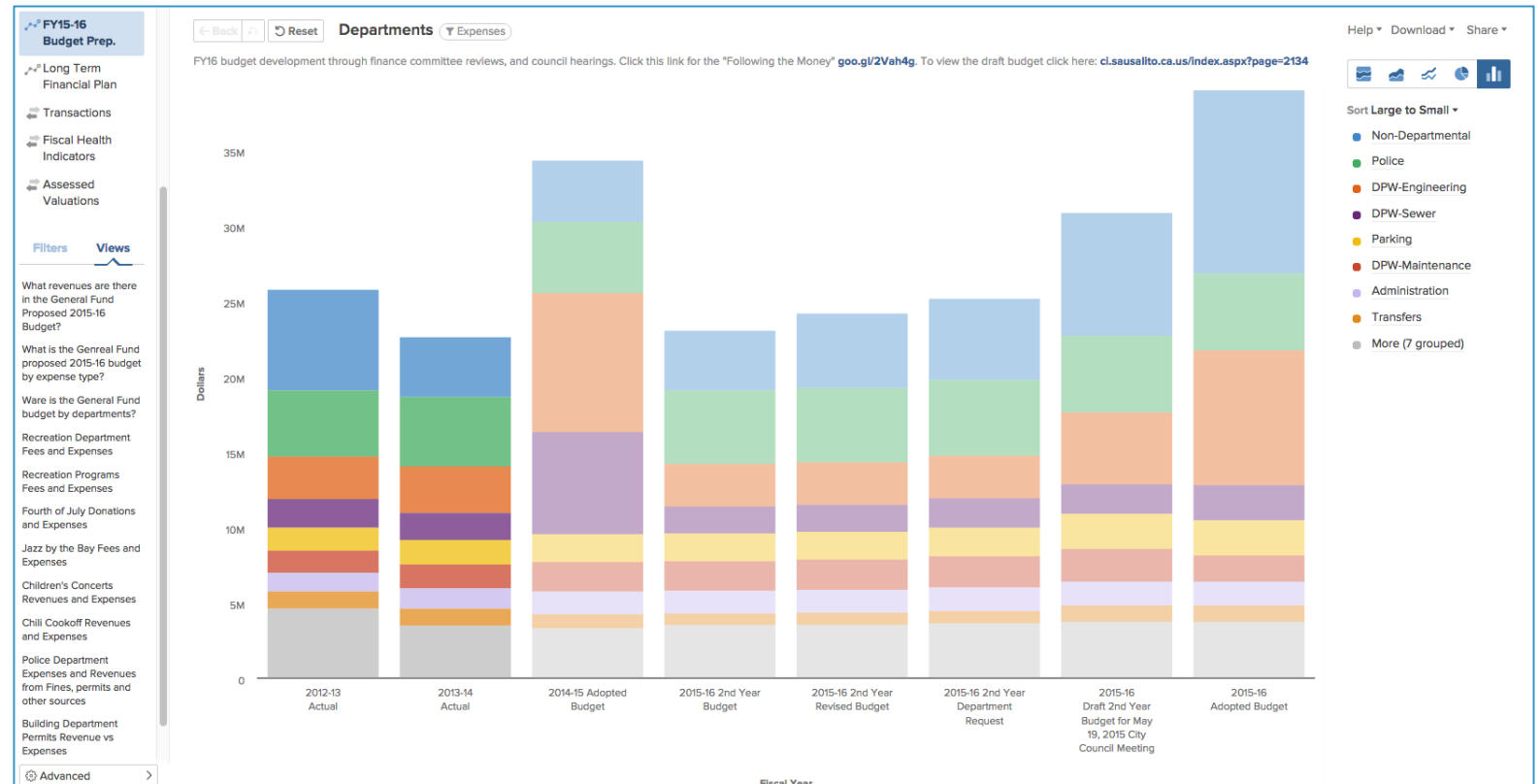
Visualize your balance sheet and build a treasurer's report



What We Get: Budget Milestone Reports

Compare different iterations of the budget throughout the budget process.

Build consensus & approve the budget more quickly.

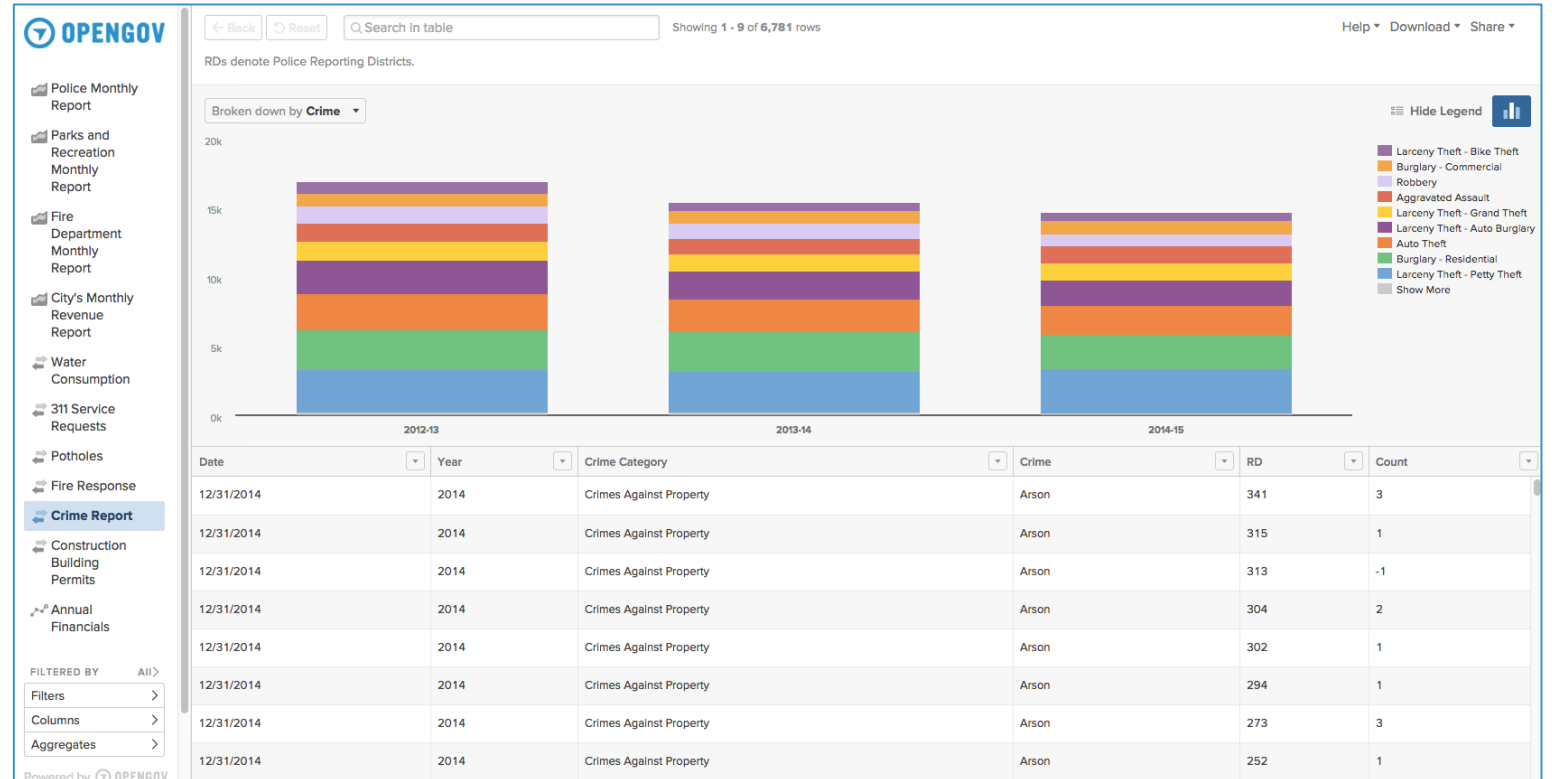


What We Get: Visualization of Performance Data

Visualize non-financial operational and performance metrics

Some Examples:

- Long-term financial projections
- 311 Response times
- Sales Tax by Industry
- Water Usage
- Building Permits
- Crime Statistics

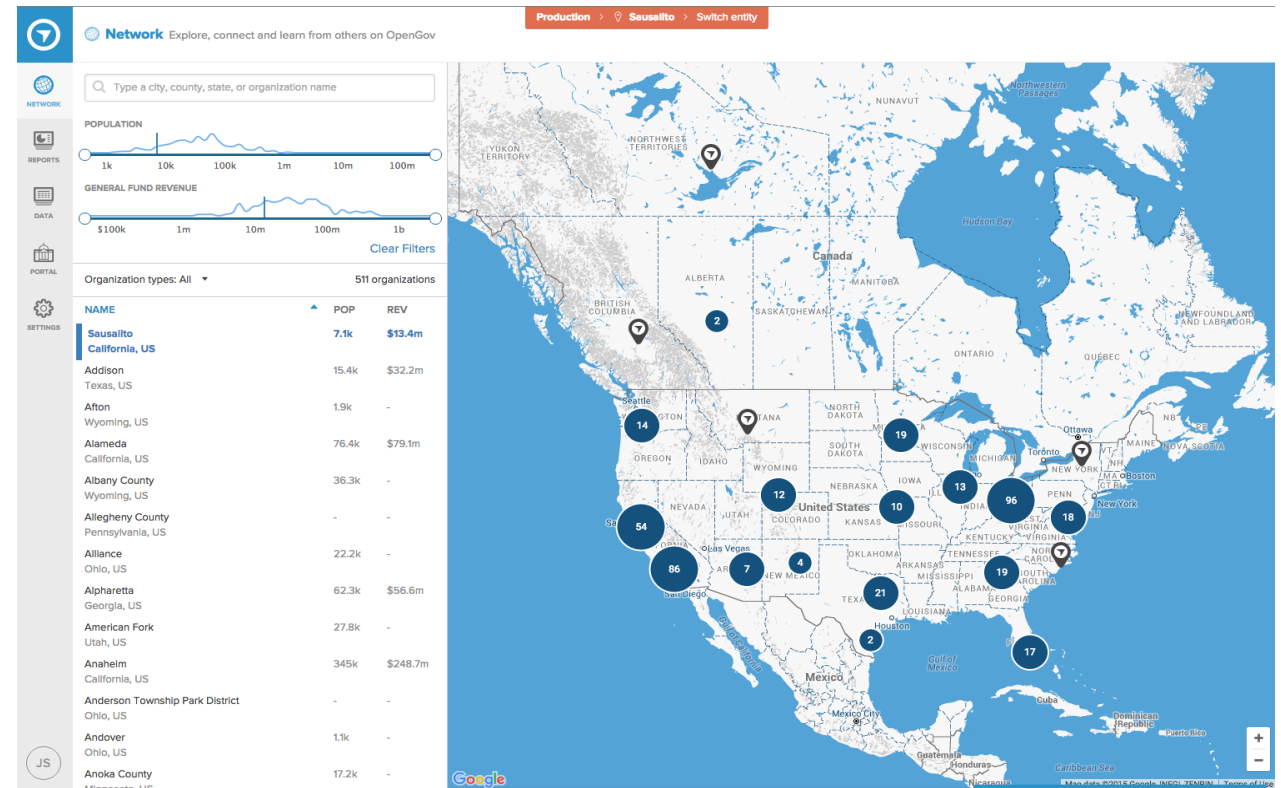


What We Get: Network Comparative Data

Compare and Benchmark financial and non-financial operational and performance metrics

Some Examples:

- Financial Data
- Crime Stats (FBI)
- Census Metric Data
- Housing Data
- Salary Data
- National Survey Data



OpenGov Transparency

Publish Any Report to Engage Citizens and Tell Your Story

➤ Inspire Trust

Create pre-configured views and annotations to help answer their most important questions. Provide advanced filtering to enable citizens to engage more deeply.

➤ Make Budgeting More Transparent

Allow citizens to track the annual budget process at every step.

➤ Share Financial and Performance Data

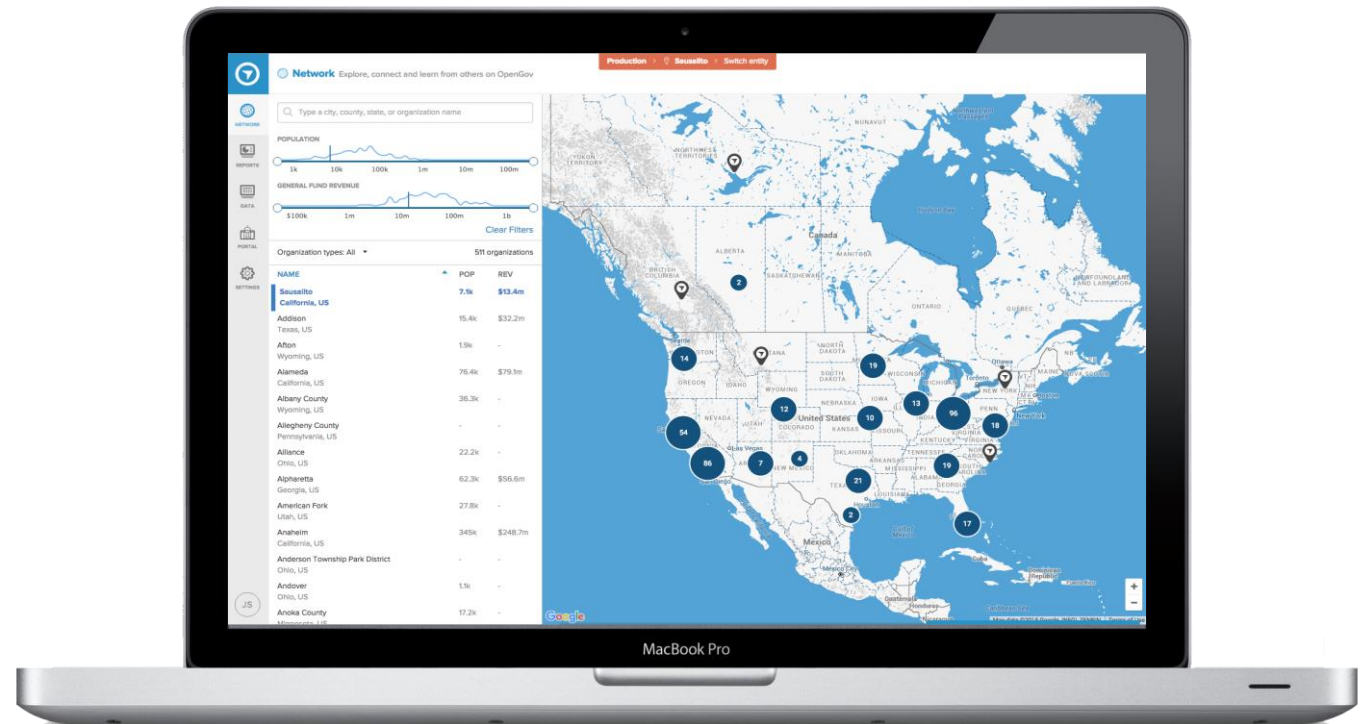
Unite nonfinancial and financial data to give citizens a holistic view. Share goals and performance measures from across the organization.



Participation In The OpenGov Network

Explore, connect and learn from other organizations on OpenGov

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



Summary



CLOUD-BASED SOLUTION FOR GOVERNMENT

Setting the standard for accessing, analyzing, and sharing public agency financial data



VISION

The smart, collaborative, comparative platform that powers the 21st Century government



MOMENTUM

800+ customers and growing daily



CULTURE OF INNOVATION

Entrepreneurial DNA focused on rapid iteration in engineering, design, and product



SUPERIOR TECHNOLOGY

The industry's fastest, most powerful SaaS platform with significant investment in network ontology and data science



GOVERNMENT, FINANCE & TECHNOLOGY LEADERSHIP

Experienced team comprised of visionaries and builders of industry-transforming, multi-billion dollar companies



DOMINANT BRAND

Defining the space with thought-leadership and expertise in software, government, and finance