



Cloud Benefits

City of Manitowoc

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35 States, 1,100+ Customers,
10,000+ Users



35+ years of industry expertise:
local government, water, sewer,
fire



Intuitive. Easy to use. Secure
cloud-based platform



Innovation | Seamless integration for
best of class solutions



Customer Support | **Net promoter > 9.7**



Reporting | Out of the box
government powered by **Tableau**

Agenda

New Feature Development

Springbrook's Cloud solution is the primary product for new feature development.

New User Interface

Springbrook is actively developing a new user interface, built specifically for the browser.

General Benefits

Enhanced security and continuity of service.

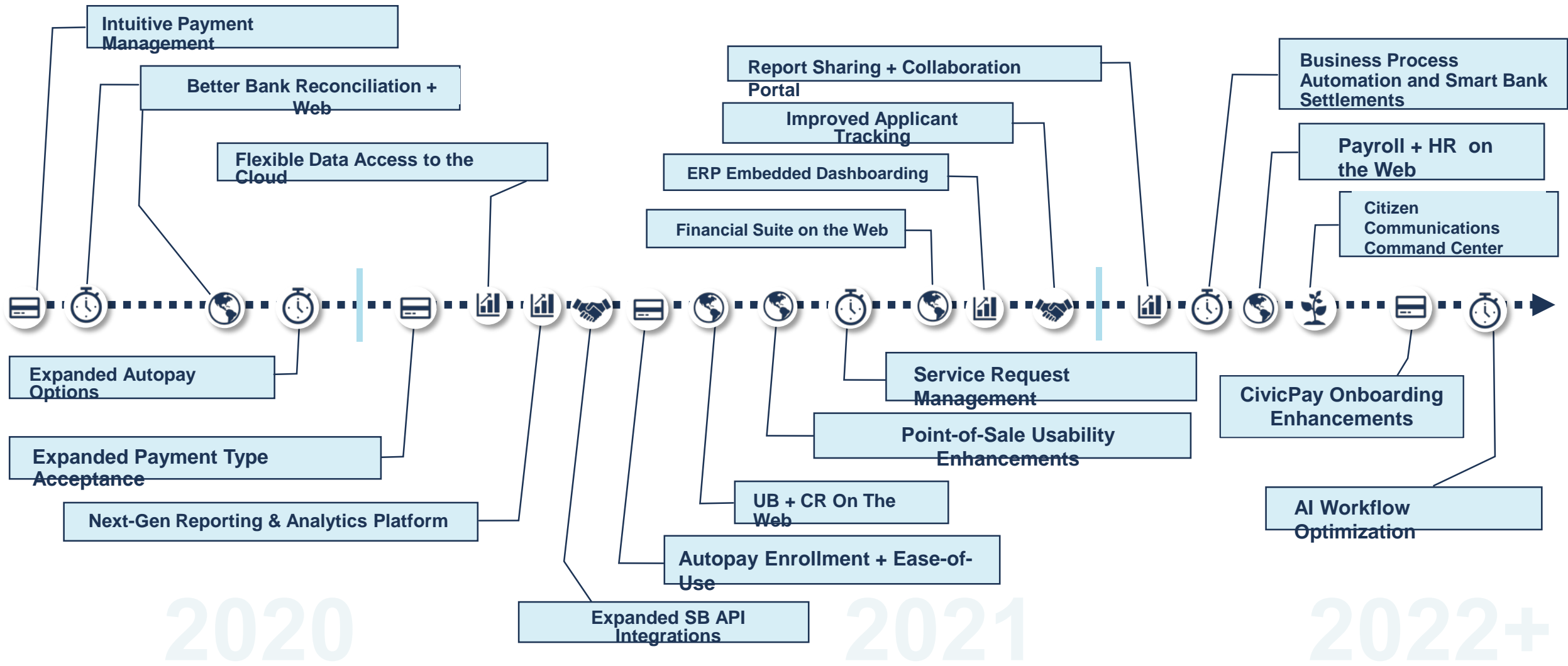
Special Pricing Offer

Specialized pricing for Manitowoc to align with incremental delivery of value.

New Feature Development

- Cloud product is *default* for new feature development
- The on-premise solution continues to be enhanced, but Cloud is enhanced at significantly increased rate
- Many new features are only available in Cloud solution, including new reporting solution and new user interface

Investing in Innovation Across the Entire Platform



Finance Suite Improvement Examples

Our new user interface is accompanied by significant new feature development.

Statement-based bank reconciliation

- Entirely based around ending statement balance

Match reconciliation transactions in real-time

- On screen calculations of your selected deposits and checks.

Split your cash deposits based on payment type

- Allows for splitting cash deposits based on check, cash, or user defined payment types

Re-envisioned cash entry

- Easily train new staff who are familiar with POS

Drag-and-drop files

- Drag-and-drop files both as attachments and imports

Mobile workflow approvals

- Review and approve workflows entirely in the web, on any device

Optimized requisition entry

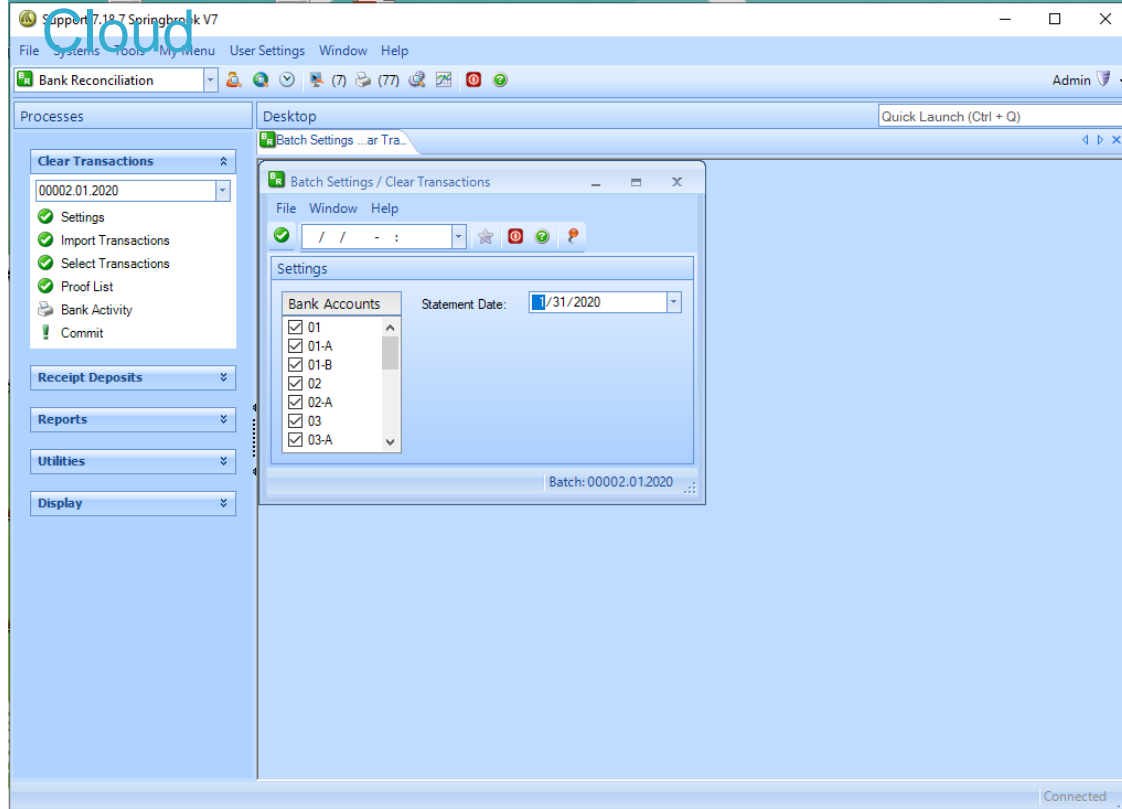
- Enter requisitions from the web, on any device

Optimized purchase order entry

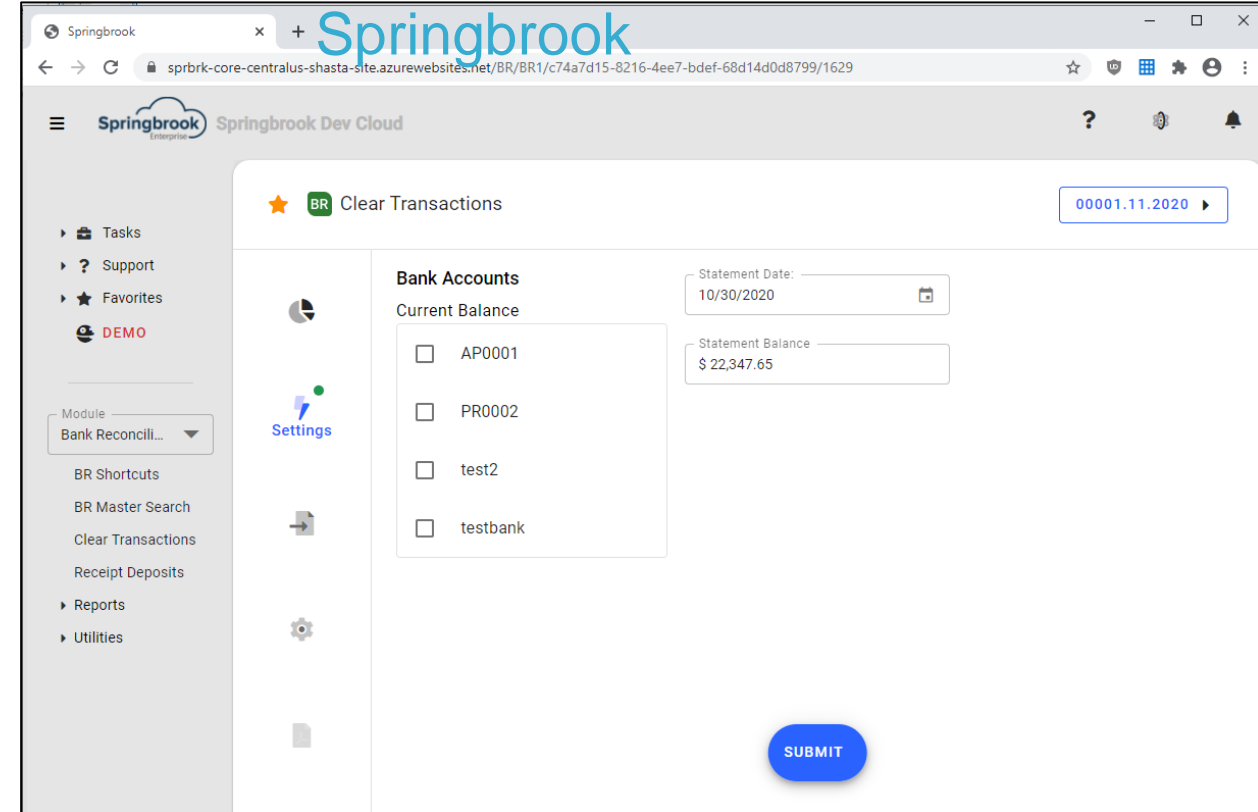
- Easily enter purchase orders without the use of a batch

New User Interface

Springbrook Today – On Premise &

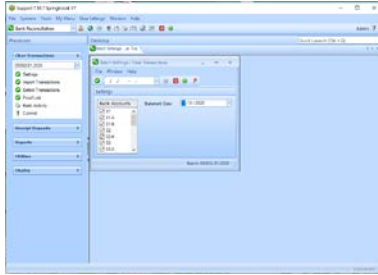


Next Generation Springbrook



New User Interface

Springbrook Today – On Premise & Cloud



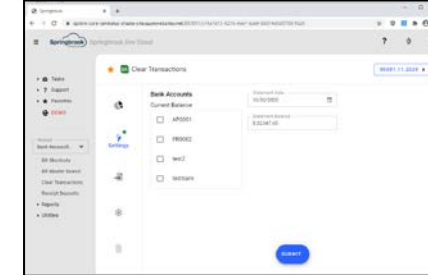
Easy Transition from On-Prem

Familiar experience, easily transition staff with minimal training.

Always Up To Date

The software never goes out of date again – updates are automatically installed.

Next Generation Springbrook



Entirely in the Browser

Access Springbrook from any internet connected device, including Android and iPad tablets.

Streamlined & Simplified Navigation

Easier to on-board new users unfamiliar with Springbrook.

Easy Implementation

Users can continue to use the existing interface and ease their way into browser-based solution.

We Didn't Start from Scratch

Evolution of the existing product with similar features and capabilities.

General Cloud Benefits: Addressing on-premise challenges

Requires Updating

Manual updates take time and resources to not only execute but to schedule and plan around.

Requires IT Staff

People and time are needed to maintain software & servers associated with an on-premise instance.

Requires Back-Up Planning

Back-up management is an entirely different workstream that takes lots of time and resources.

Requires Hardware

There is a cost to procure and maintain servers (regardless of if you self-hosted or use a 3rd party).



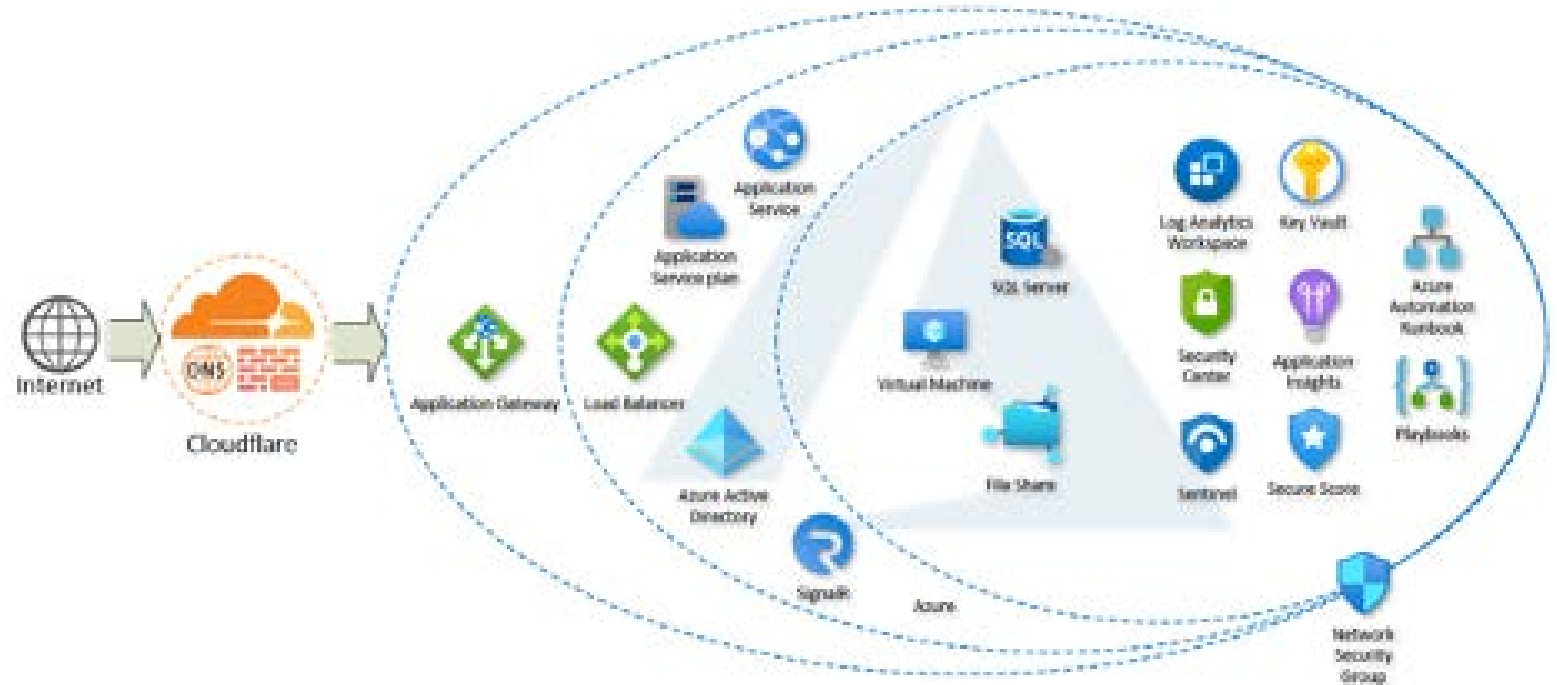
Increased System Vulnerabilities

The security infrastructure provided by the cloud is difficult for cities to implement at a small scale.

General Cloud Benefits: Secure and Scalable

Balancing the Load

- Managed DNS – Cloudflare acts as Springbrook’s authoritative DNS service providing advanced security, DDoS mitigation and DNSSEC capabilities.
- Argo Smart Routing – optimizes traffic routing from Cloudflare edge to Springbrook origin servers, routing around internet congestion.
- Content Delivery Network (CDN) – static content caching
- Web Application Firewall (WAF) – provides real-time protection against malicious attacks based on the OWASP Top 10. Additionally, Cloudflare developed and managed rulesets are deployed that are tuned based on machine learning and intelligence gathered by Cloudflare as the threat landscape evolves.



General Cloud Benefits: Infrastructure Redundancy

Always On

Azure infrastructure and services are grouped into Regions, which is a set of datacenters deployed within a defined geographic area and interconnected with a high-speed low-latency network.



Special Pricing Offer

Current Pricing

	Software	Additional	Services	Annual Cost
Yr 1	\$111,101.00	\$0.00	\$4,000.00	\$115,101.00
Yr 2	\$116,656.05	\$0.00	\$0.00	\$116,656.05
Yr 3	\$122,488.85	\$0.00	\$0.00	\$122,488.85
Yr 4	\$128,613.30	\$0.00	\$0.00	\$128,613.30
Yr 5	\$135,043.96	\$0.00	\$0.00	\$135,043.96

One Time Offer

	Current Price	Discount	Annual Cost
Yr 1	\$115,101.00	-35%	\$72,650.00
Yr 2	\$116,656.05	-25%	\$87,073.00
Yr 3	\$122,488.85	-15%	\$104,487.00
Yr 4	\$128,613.30	-15%	\$109,711.00
Yr 5	\$135,043.96	-15%	\$115,197.00

Why Now?

- Take advantage of the newest features as they are delivered
- Immediate value from new analytics offering
- Leverage ability to switch between current user interface and new interface
- Limited availability special pricing offer

Next Steps

- Present contract to City Council
- Finalize contract prior to 12/31/20 to receive special one-time pricing



Harness the cloud!

Reliable, powerful software built for local government



Take the load off your shoulders

We're an **extension of your team:** account managers, customer support and professional services



We're in this together!

Join our nationwide community of thousands of local government and public servants...**just like you!**

Thank You

