

Project Plan and Investment Summary

OpenGov Cloud (Budgeting, eProcurement, and Reporting)

City of Port St. Lucie , FL



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Become a High Performing Organization



Adapt To Change

Operate Efficiently

Build Trust

Fiercely Innovate



Utilize Innovative Technology to Become a High Performing Organization

8 Major Strategic Initiatives

1. Transform the City's contracts management system.
2. Enhance the City's procurement internal control systems.
3. Automate production of the budget book.
4. Align the budget development and strategic planning process.
5. Expand community engagement during the budget process.
6. Streamline the capital planning and budget process.
7. Launch a bid and proposal management system.
8. Implement a vendor self-service system.
9. Automate and streamline the labor negotiation and workforce planning process



Future State | Achieving your 2024 Goals

- Solution that can interact and **integrate directly with Munis**
- Automated budget book production
- Alignment of budget development and strategic planning process
- The ability to create ease and efficiency around community engagement during the budget process
- Streamlining the capital planning, workforce planning, and budget process via AI and Automation
- Stories and Publications to create a budget storytelling experience that is transparent and engaging for residents
- Purpose-built Procurement Suite to automate solicitations through automation, increase supplier outreach, automate the evaluations & awards process, streamline contract & vendor management, advanced performance reporting, while maintaining strong internal control systems, all under one software platform.
- Workforce planning and union negotiations out of excel and done directly in budgeting system to realize additional \$'s and equip team with the best scenario forecasting and negotiation tools possible

OpenGov: The Florida Gold Standard

- **1,900 Partners across the United States**
- **Proven & Successful Implementations** with 550 governments
 - Over 100 customers in Florida alone including references the team has spoken to (Pasco, Pompano, Palm Beach Gardens)
- One Fully Integrated budgeting, procurement and reporting solution for the OMB
- City-wide Performance Reporting for City Leadership
- Purpose-Built, Government-Only Company
- 2 of 5 Technology Suites Offered as Part of the OpenGov Cloud, which could assist with other areas, such as Operating Budget, Permitting, and Enterprise Asset Management
- **Full bi-directional integration to existing Munis ERP**
- **Mature Professional Services Department Built w/ Former Government Employees and OpenGov Partners | Expertise w/ Change Management**



Trust but Verify

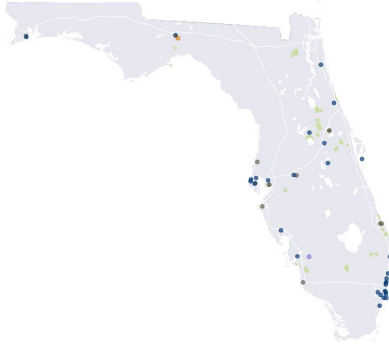
- Annual SOC2 audit: 5 suites in 2023
- Security, Reliability, Processing Integrity & Availability.



Trusted by over 1,900 Governments

The Florida Gold Standard

- Deerfield Beach
- City of Tampa
- Flagler School District
- Brevard County Schools
- Seminole County
- Pinellas County
- Clay County
- Orange County
- Alachua County
- Leon County
- Hernando County
- Escambia County
- Sarasota County
- Volusia County
- Walton County
- Santa Rosa County
- Collier County
- City of Hollywood
- City of Daytona Beach
- City of Lakeland
- City of St. Petersburg
- City of Orlando
- City of Apopka,
- New Smyrna Beach
- City of Edgewater
- City of Stuart
- City of Clermont
- Lake City
- Plant City
- Zephyrhills
- Winter Haven
- Pasco County
- Palm Beach Gardens
- City of Clearwater
- Volusia Sheriff
- Tampa International Airport
- Orlando Sanford International Airport
- Jacksonville Transit Authority
- Gainesville Regional Utility
- City of Homestead
- City of Fort Myers
- Pompano Beach
- Hillsborough Public Schools



Responsive multi-channel support, including live chat and South Florida based Customer Success Manager

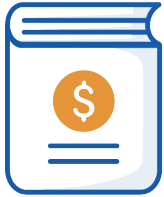
Timely implementation done by former public budget and procurement professionals

Proven results

- Easy adoption
- 3-4x more supplier responses
- 75%- 90% avg. time savings per solicitation
- 20% fewer FOIA requests
- 50% less time on budget development
- 7-14M freed for strategic initiatives

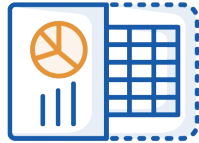
Built to Drive Value

Quantifiable Results from your Investment



50% less time

spent on budget
development



80% less time

spent on
reporting



20% fewer

information
requests (FOIA)



>1% of budget

freed for
strategic
initiatives

2024 Roadmap - Budgeting & Planning



Tailored Information at a Glance*

New home page with configurable dashboards based on user needs



One-click Navigation

Simplified search functionality powered by OpenGov Assist



Interactive Reporting*

Real-time data with the ability to drill into more detail and share with others



Effortless Story Summaries

AI generated narratives powered by OpenGov Assist



Task Management

Track and monitor all budgeting activities year-round



Accessibility

Striving for AA compliance



Easy to Print Publications

Enhancements to Publications including intelligent page breaks



Platform Navigation

Standardize the navigation menu across all OpenGov Suites

Year Round Budget Management



Relevant, Timely Information

Configurable dashboards are tailored to the needs of the user, from Budget Admins to Department Heads



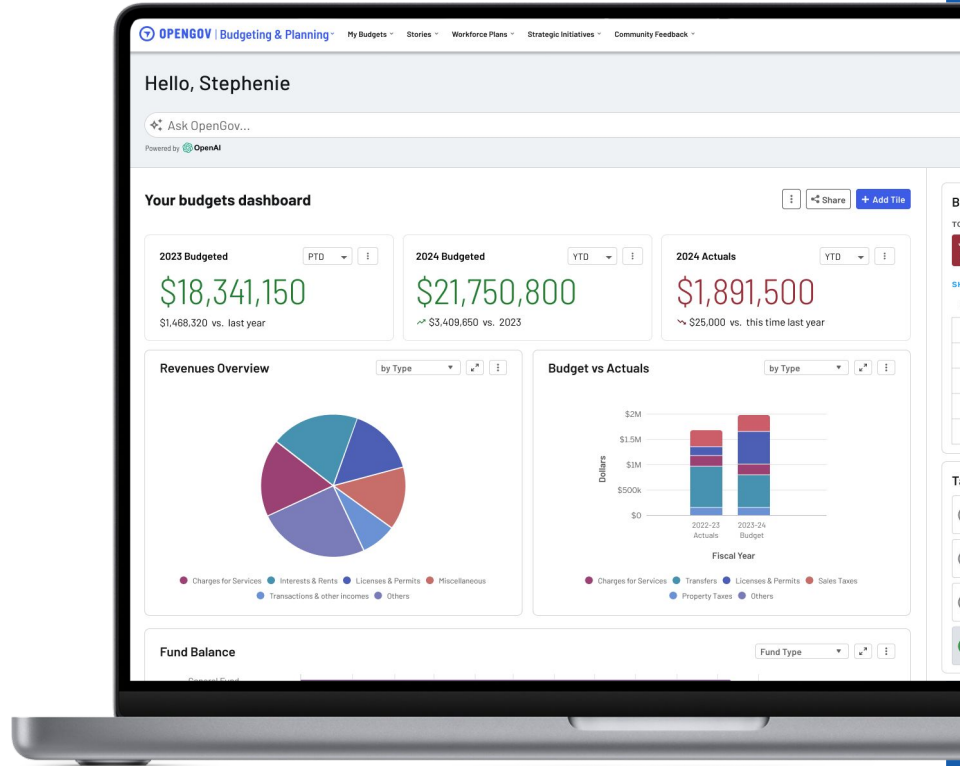
Flexible Reporting

In-app reports with real-time data that can be easily manipulated, to get to the answers you need faster



Stay Ahead of the Game

Keep a task list, manage time and monitor progress all year long with calendar, task and activity tools



Built for Security



People

Security is prioritized in our culture with regular company-wide trainings to prevent against ransomware attacks



Process

Aligned to best-practice security standards around physical, environmental, digital, and organizational security



Technology

Run on the leading cloud service providers, Amazon Web Services and Microsoft Azure with high-level security and data encryption



Continuous Improvement

Continuously evolving with the rapidly changing risk landscape with annual SOC2 audits, penetration testing, and risk assessments

Why The Right Partner Matters

| | Functionality | 🔍 OPENGOV Others | Why Critical |
|---|---------------|------------------|---|
| Local Government Expertise on Staff to Support | ✓ | ✗ | <ul style="list-style-type: none"> • Support and solution experts that have been in your shoes and faced your exact problems • Better help you design and implement |
| Fully-Integrated Data and Systems | ✓ | ✗ | <ul style="list-style-type: none"> • One product start-to-finish for seamless and accurate data flow • Year-round budget and performance reporting with automatically fresh data to reduce errors and confusion |
| SOC 2 Type 2 Data Security | ✓ | ✗ | <ul style="list-style-type: none"> • Best-in-class security cannot be compromised on • Protect your data, your processes, and your reputation |
| A True Partner Now and in the Future | ✓ | ✗ | <ul style="list-style-type: none"> • Full-service implementation support with comprehensive training • Repeated year-over-year awards in customer support • Expansive mission-critical software offerings, all from one vendor |
| Budget Your Way | ✓ | ✗ | <ul style="list-style-type: none"> • Don't be confined to one fixed template • Budget using YOUR process, budget structure, chart of accounts, data, calculations, branding, designs, templates, access controls |

Budgeting & Planning

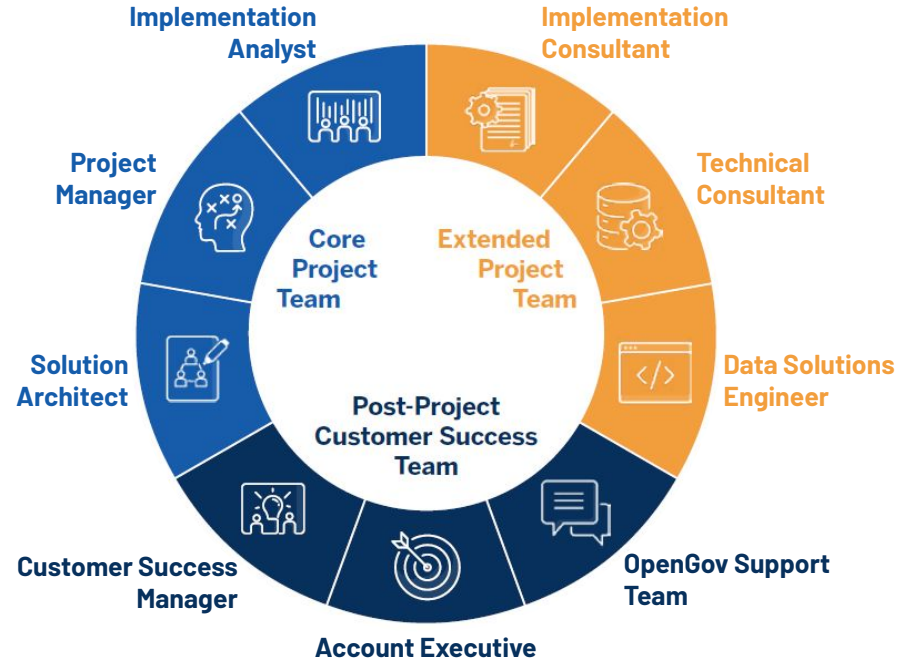
"Affordable homes, good paying jobs, reliable mass transit, and an overarching view of resiliency and sustainability – that's what OpenGov allows us to track."

Jane Castor, Mayor | City of Tampa, FL



A Team of Experts in Your Corner

- Over 700+ Years of Government Experience
- 8 Stevie Awards for Customer Service Excellence
- Tried and True - Thousands of Successful Implementations



"The deployment team has been incredibly knowledgeable, efficient, and responsive - all while making complex concepts and tasks enjoyable with their superb customer service skills and exceptionally quick wit. Their desire for our success has been clear from day one; it has been a pleasure to work with them!"

Heather Toner, Office of Management and Budget, Pasco County, FL

Value of Support and Services

“Investing in services and subject matter expertise to make you successful is not a bad thing”

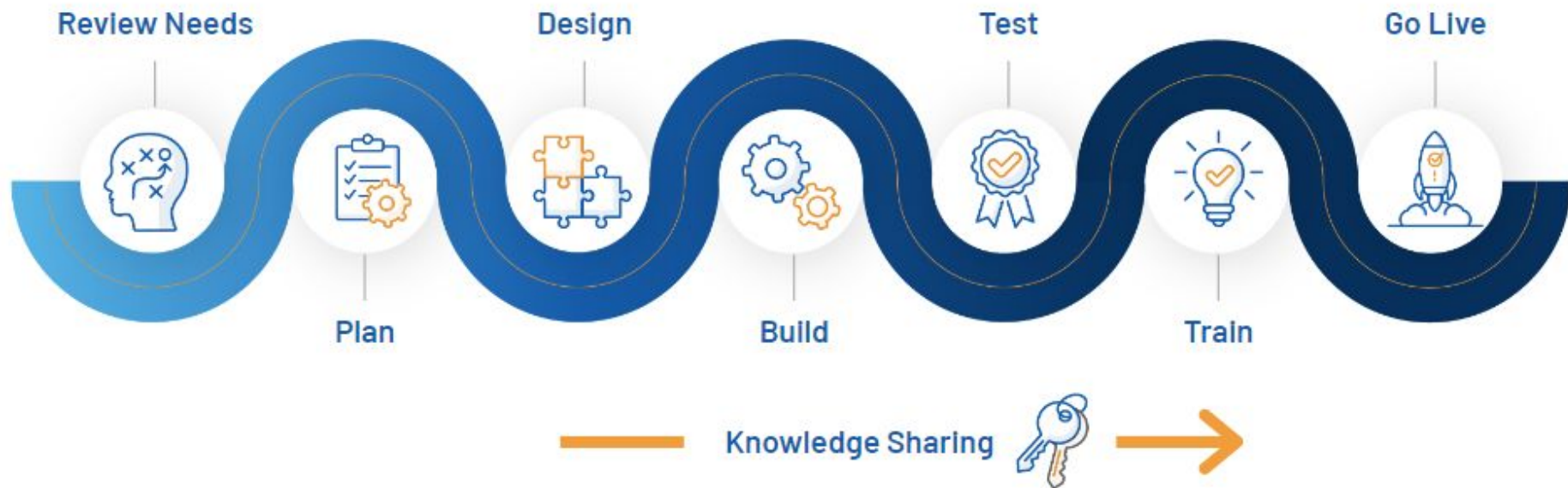
“Other Vendor” Services

- Chart of Accounts Formatting (You must fit their requirements)
- Historical Data Uploading
- Video Training Setup to train yourself

OpenGov Services

- Unique Chart of Accounts Mapping and Consulting
- Historical Data Uploading
- Video Training Setup
- ✓ **Operating Budget Setup**
- ✓ **Budget Book Publication Support**
- ✓ **User creation and setup support**
- ✓ **Local Government Subject Matter Expert Consultants**
- ✓ **Workforce Planning Data Model Setup**
- ✓ **Capital Planning Data Upload**
- ✓ **Reporting Build and Design**
- ✓ **Dashboard Creation**
- ✓ **Ongoing Support through your Budget Process**
- ✓ **Tailored Training**

Professional Services Deployment



City of Port St. Lucie - Implementation Timeline

| Budgeting & Planning Suite Illustrative Timeline | | Month 1 | Month 2 | Month 3 | Month 4 | Month 5 | Month 6 | Month 7 |
|--|--------------------------|---------|---------|---------|---------|---------|---------|---------|
| Financial Integration | | | | | | | | |
| Budget and Planning Suite | Chart of Accounts | | | | | | | |
| | Workforce Planning | | | | | | | |
| | Capital Budget | | | | | | | |
| | Capital Budget Book | | | | | | | |
| | Budget End User Training | | | | | | | |
| GoLive Support | Hypercare | | | | | | | |
| Customer is responsible for attending the kick off of each phase, providing any necessary data for each phase, participating in working sessions during active phases, and signing off on deliverables at the end of each phase. | | | | | | | | |

| Procurement Suite Illustrative Timeline | | Month 1 | Month 2 | Month 3 | Month 4 |
|--|---|---------|---------|---------|---------|
| Procurement Suite | Supplier Engagement, Evaluation, & Award Solution | | | | |
| | Solicitation Development Solution | | | | |
| | Contract Management Solution | | | | |
| GoLive Support | Hypercare | | | | |
| Customer is responsible for attending the kick off of each phase, providing any necessary data for each phase, participating in working sessions during active phases, and signing off on deliverables at the end of each phase. | | | | | |

*Budget deployment will take place after 10/1. Phased Approach.