OPENGOV

OpenGov + Carson, CA –
Partnership Summary

September 23rd, 2022

EXHIBIT NO. 3

OpenGov ERP Cloud

Budgeting & Planning

Operating Budget
Capital Planning
Workforce Planning
Online Budget Book

Procurement

Solicitation Development
Supplier Engagement
Evaluations & Awards
Contract Management

Financials

Core Financials
Payroll & HR
Utility Billing

Citizen Services

Permitting and Licensing
Code Enforcement
Public Portal
Workflow and eSignature

Reporting & Transparency Platform

Dashboards   Analysis   Transparency   Performance Measures   Citizen Engagement

OpenGov & Carson, CA

Current Challenges
- Creation of Budget Book is manual, time consuming, requiring many imports / exports of data
- Operating Budget done in excel, dependent on each department for consistency
- Personnel Budgeting very manual / excel based - little ability for forecasting
- Difficulty tying council priorities to the budget
- Maintaining two different systems for Budgeting (Munis & Excel)

Project Goals
- Streamlined Creation of a Digital Budget Book for staff time savings and improved accessibility
- Centralized departmental budget entry for city-wide consistency
- Direct Integration with Munis to ensure accuracy & make real time data driven decisions
- Enhanced Personnel Budgeting & Forecasting capabilities
- Provide easy to understand ARPA reports to public
- Tie Budget to Strategic Goals

Timeline: Need to have solution running by December for Budget Season

Mission-Driven Government Expertise

300+ Years of Combined Government Experience

CEO

ZAC BOOKMAN
Former Special Advisor for Rule of Law and Governance with the International Security Assistance Forces

Application Support Lead, Financials

Charity Holman
Former Deputy City Secretary at City of Westworth Village, Texas

VP Government Finance Solutions

MIKE MCCANN
Former Assistant Finance Director at City of Monterey, California

Implementation Analyst

ROBERTO RUIZ
Former Senior Budget Analyst at Teacher Retirement System of Texas

Product Lead, Financials

KENT HUDSON
Former Assistant City Manager at City of Vernon, Texas

Director, Solutions Engineering - Budgeting

SCOTT COBLE
Former Technology and Process Manager, OMB, at Montgomery County, Maryland

Integrations Engineer

JAMIE CASTELLANOS
Former Application Analyst at City of Berkeley, California

Technical Account Manager

JENNIFER NORDIN
Former Budget and Performance Analyst at Montgomery County, Maryland

Director, Professional Services

ALMIS UDRYS
Former Assistant Chief Operating Officer at San Diego, California

Senior Implementation Analyst

ARIANA TUCKEY
Former Supervisory Budget Analyst at the FBI

Solutions Engineer

MICAH INTERMILL
Former Budget Director at Minneapolis, Minnesota

Manager, Solution Architecture

MARK WELCH
Former Administrative Services Director at City of Ashland, Oregon

Lead Implementation Analyst

SETH CUMMINS
Former Financial Analyst at City of Milpitas

Senior Manager, Solutions Engineering - Financials

MONICA COOK
Former HHS Researcher at the Public Policy Institute of California (PPIC)

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Featured OpenGov Customers

CA Budget & Transparency Customers

Westminster**	Benicia**
Watsonville**	Yorba Linda**
Hayward**	Victorville**
Alameda**	Lomita
Ukiah**	San Bernardino
Napa**	Irvine
Diamond Bar**	Glendora
Encinitas**	CSU Dominguez Hills
Santa Barbara**	** - Integrated w/ Munis

Additional Munis & OpenGov Budget Customers

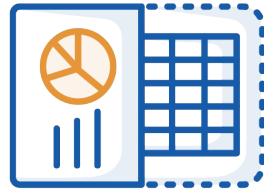|	
Ashland, OR	Nantucket, MA
Eau Claire, WI	Brookline, MA
Roswell, GA	Framingham, MA
Clearwater, FL	Las Cruces, NM
Pasco, FL	Mount Vernon, NY

OPENGOV   Confidential, Do not share

Built to Drive Value

Quantifiable Results from your Investment
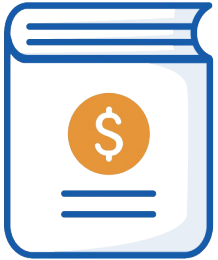
50% less time
spent on budget development

80% less time
spent on reporting

20% fewer
information requests (FOIA)

>1% of budget
freed for strategic initiatives

OPENGOV   Confidential, Do not share

Solution Detail

End to End Budget Development

Budget Development

An intuitive, online workspace where everyone budgets together. Budget proposals support attachments, narratives, itemizations, and multi-year requests for all Centralized system tracking proposals and calculations for Operating, Capital, and Personnel budgets.

Collaboration Tools

Encourage participation from departmental experts with easy, built-in collaboration tools. Communicate within proposals with commenting and real-time notifications.

Online Budget Book

Automate your budget book creation via OpenGov's online reporting solutions

City of Glendora

Table of Contents

FY 2021/22 & 2022/23 Adopted Two-Year Budget

Table of Contents

This is an interactive budget book. Use the links below to navigate the various sections of the budget. There will be links within the sections to other sources of information about the City (i.e. the City website, google maps, etc.) to add value to the information contained in this online budget book. The graphs and tables may be drilled down into and/or expanded and collapsed to view more or less detail about any section. More information about each section of the budget is available in the User Guide to the Budget link below.

About the City of Glendora Budget

User Guide to the Budget

- User Guide to the Budget

Budget Message

- City Manager's Budget Message

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🔍 Search proposals   Export ▼   **Create Proposal**

Budget Summary ⟨

Balance

Adjustments include all approved amounts

Period: 2021 Proposed Approved

Base Revenues	$42,059,705
Adjustments	+$43,618,836
Revenues	**$85,678,541**
Base Expenses	$89,484,367
Adjustments	+$4,161,935
Position Requests	$0
Expenses	**$93,646,302**
Deficit	**$7,967,761**

Phase   See all

✓ Board of Finance Review

5 Final

Move to next phase

Proposals   Line Items

Reset ▼   ❓ Budget Tour

⌄ VISUALIZATION ← ↺ Reset Showing **Expenses** broken down by **Departments**   ☰ Hide Legend

● Non-Departmental
● Public Safety
● General Administration
● Wastewater Utility
● Public Water Utility
● Parks & Recreation
● Road & Street

2018 Actual   2019 Actual   2020 Adopted   Current YTD   Base - 2021 Proposed   Proposed - 2021 Proposed

DETAILS ⟨   2021 PROPOSED ⟨
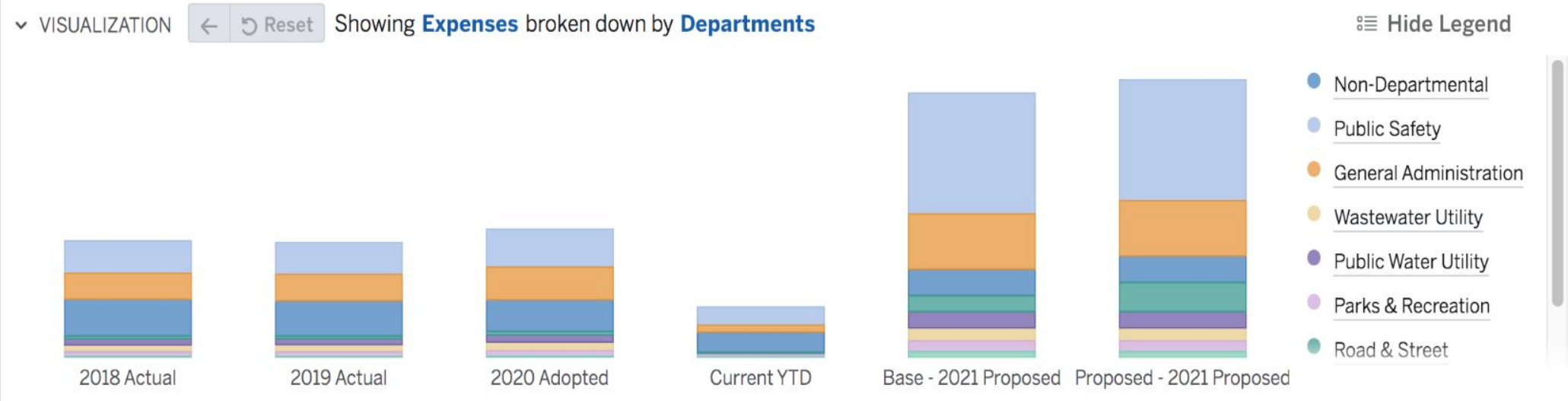
| Proposals ▼	Status ▼	Created by ▼	2021 Proposed Exp ▼	2021 Proposed Rev ▼	▼
Administration Department The Administration Department is the executive gr	IN PROGRESS	(RR) Rebecca Rosengarten 2 years ago	$2,427,379 26.12%	$3,500 0.00%	🗑
Building Department The Building Department is houses costs and reve	IN PROGRESS	(MC) Matt Cahill 2 years ago	$783,119 1.49%	$42,059,705 0.00%	🗑
Department of Public Works Priorities:infrastructure improvemens...	IN PROGRESS	(SC) Scott Coble 6 months ago	$36,461,284 2.85%	$0 0.00%	🗑
Fire Budget Enhancements	IN PROGRESS	(SC) Scott Coble a year ago	$36,777,539 0.00%	$0 0.00%	🗑
Fire Department Base Public Safety DashboardMost activities within the	IN REVIEW	(GB) Greg Balter 2 years ago	$28,707,619 0.10%	$2,981,918 1,956.50%	🗑

Centralized Reporting & Analysis

System of Record for All Financial & Non-Financial Data

Reduce manual reporting with on-demand access to all your data. Improve understanding and awareness by aggregating information from your accounting system and any other system.

Trend Analysis and Transaction Level Detail

Track unlimited year's data across multiple datasets to identify trends and improve data driven decision making. Filters and drill down capability to the transaction level to seconds.
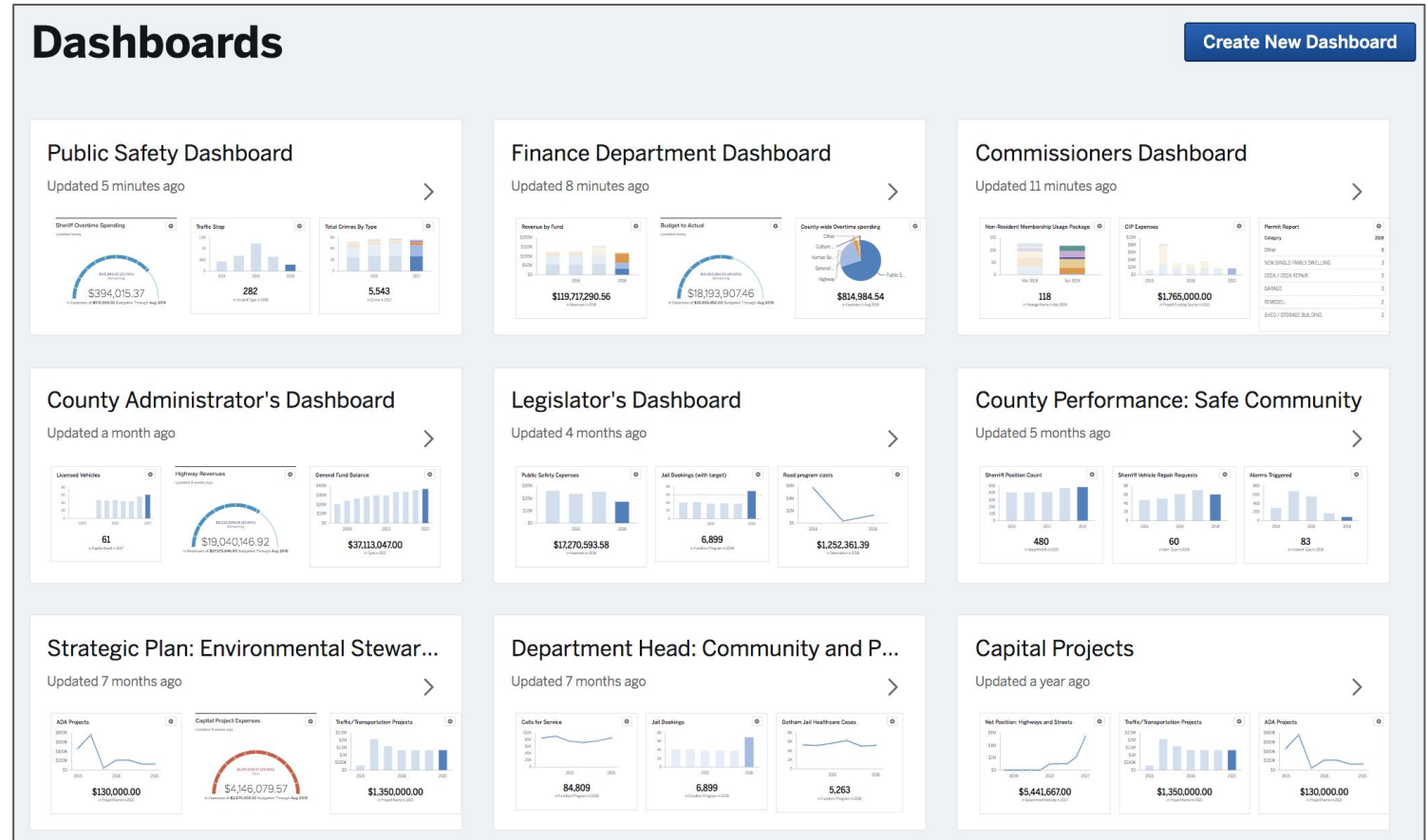
Citywide Performance Dashboard

This dashboard has been prepared for the executive staff and committees and shows high-level information across the City.

Print   Edit ▾

Annual Report

$16,568,800.21

Expenses in 2021

City-Wide Overtime

Data Updated 30 weeks ago

$178,255.17 (45.26%)
Remaining

$215,586.68

In Expenses of **$393,841.85** Budgeted Through **May 2021**

Replacement value by Asset Type

Other
LAND
STREET R...
PARK IMP...
BUILDING...

STREET I...

$267,430,717.61

Asset Type from Q4 FY1980 - Q2 FY2037

Revenue trends

$19,557,038.07

Revenues in 2021

Count of WMBE Vendors Used by Sourci Strategy

N/A   P-Card   RFP   Target Market

Traffic Stops

ON TARGET   **Target** above 195

Jul 2017   Jan 2018

Public Safety OT

Data Updated 30 weeks ago

$118,574.69 (41.38%)
Remaining

$167,959.23

In Expenses of **$286,533.92** Budgeted Through **May 2021**

311 Monthly Requests Target

311 Services Requests

ON TRACK   **Target** below 100,000

Mar 2015   Sep 2015

Citizen Engagement

Public Transparency

Transform raw data into charts, graphs, maps, and more to make complex data easy to understand.

Tell City's Story

Add valuable context to your government's initiatives with interactive web pages that feature dynamic data tiles, images, videos, text, and more.

Survey Public Priorities

Supplement public hearings with surveys, forums, and online meetings. Encourage involvement by making participation easy and convenient.

FY 2021/22 & FY 2022/23 5-Year CIP

Updated On **16 Jun, 2021**

🔍 Search in table	Search

Showing **45** rows

← Back   ↻ Reset

Broken down by

Project Type

≥ 07/01/2021 ×   ≤ 06/30/2022 ×

⌄ Visualization

Water
$4,733,806.00   43.18%

Streets
$2,674,463.00   24.40%

Facilities
$1,912,998.00   17.45%

Parks
$749,206.00   6.83%

Information Technology
$666,250.00   6.08%

Stormwater
$225,000.0...

Ukiah, California
Saves 600 Hours Creating Budget Book w/ OpenGov

Population
16,000

Agency type
City

Annual Budget
$83 Million

Role
Administration & Finance

Region
West

Solution
OpenGov Budgeting & Planning

Customer Results

✔ **Saved Over 600 Hours & $87,000 Building Annual Budget**

Nearly 50% reduction in staff time in budget book creation and reduction in materials needed

✔ **Increased Resident Involvement in Budget Process**

User friendly online format increased resident views and engagement

✔ **Enhanced Collaborative Internal Budgeting Process**

Easy to use interface allowed over 50 Ukiah staff members to enter in budget numbers concurrently and track back to overall budget

Population
14,000

Agency type
County

Annual Budget
$85 Million

Role
Finance

Region
West

Solution
OpenGov Budgeting & Planning

Mono County, CA Re-Allocates Over $2M with OpenGov Budgeting

Customer Results

✔ **Re-Allocated Over $2M with OpenGov Budgeting**

With increased analysis functionality, The County found projects overfunded by $2M to be re-allocated

✔ **Consolidated 150+ Excel Sheets into One Centralized System**

Removed complicated sheets and formulas, allowing The County to quickly create and adjust financial scenarios & plans

✔ **"One Budget, One Government, One Team"**

Empowered Department Heads to make fiscally responsible decisions and hold themselves accountable to budget

Budgeting - Additional Customer Results

- **Ashland, OR:** *Reduced the amount of time spent on budget by 67% and saved $110,000 annually (1 FTE)*, by removing the manual rework steps in process

- **Ravalli, MT:** *Went from a six month process down to four months* (>30% time savings!) Saving the equivalent of one FTE *($70K annually)*

- **Farmersville, TX:** *50% time savings to create budget and provide with automatic reporting updates*, freeing up staff and enabling to work on things to move the city forward!

- **Glendora, CA:** *Freed up 900 Hours* on preparing, formatting, reviewing, re-formatting, re-working, and all the steps required to create a budget document

- **Irvine, CA:** *Runs five-year projections with cross-department input* allowing City to forecast with confidence

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All Clouds Aren't Equal

Anywhere, Any Device
Nothing to install – only a browser required

Intuitive User Interfaces
Eliminate the nuances and complexities that only "power users" can understand

Fast and Configurable
Get up-and-running quickly providing value when you need it

Cloud-First
Focused on one great experience, not managing different versions of software

Continuous Enhancement
Rapid innovation driven by customer feedback

World-class security and infrastructure
Built on leading cloud infrastructure (like AWS) to ensure resiliency

100% Hassle-Free
Always up-to-date with no effort from your government

Future-Proof
Most software will be re-architected for the cloud – setting the stage for future headache

Customer Quotes – OpenGov Support

"Sometimes you're held captive by whatever a software will or won't do. The best thing about OpenGov PLC is that you dictate how you're going to use it and it's so easy to make changes on the back end." - **Mike Horney, Development Services Director, Kernersville, NC**

*"In all my years working in public accounting and government work, I've never had a contract that I got more out of than what I was told I would get. Usually you get disappointed with contracts, but OpenGov way exceeded my expectations." **- Klarryse Murphy, CFO, County of Ravalli, MT***

"I'm often submitting requests to the OpenGov PLC support team, and every time I say something they are friendly and supportive. We really feel that we've been listened to—I don't think there's been a single time I've submitted something that hasn't been responded to in the same day or following day. I only have positive things to say about OpenGov's support team." - **Kamille Parks, Planning Department, Lomita, CA**

*"OpenGov was the best implementation I have ever experienced and I have literally been involved in thousands in my career."**- Bret Wier, Assistant Village Manager, Angel Fire, NM***

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