

Powering More Effective and Accountable Government

Effingham County, GA



December 2024

OpenGov Cloud



BUDGETING & PLANNING

Operating Budget
Capital Planning
Workforce Planning
Online Budget Book
Publications



PROCUREMENT

Solicitation Development
Supplier Engagement
Evaluations & Awards
Contract Management



FINANCIALS

Core Financials
Utility Billing
Accounts Payable
Accounts Receivable
Bank Reconciliations



TAX & REVENUE

Property Tax
Business Tax
Operating Dashboard
Public Portal



ASSET MANAGEMENT

Asset Management
Work Management
Resource Management
Infrastructure Planning



PERMITTING & LICENSING

Forms & Workflows
Public Portal
Inspections
Online Payments



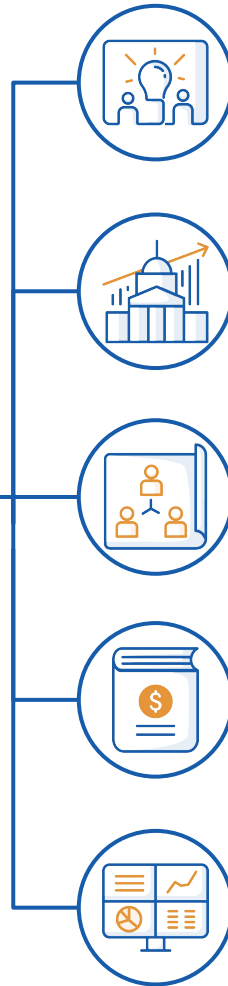
REPORTING & TRANSPARENCY

Dashboards | Performance
Public Engagement



Budgeting & Planning

Year-Round Collaborative
Budgeting



OPERATING BUDGET

Collaborative tools to drive an automated and strategic process

CAPITAL PLANNING

Prioritize, plan, and promote your biggest investments

WORKFORCE PLANNING

Simplify planning for your most important asset – your people

BUDGET PUBLICATIONS

Auto-updating publications, including GFOA award-winning budget books, Capital Budget Books, etc.

BUDGET REPORTING

Track your budget vs actuals and performance measures all year round

Effingham County | OpenGov Capital Budgeting Road Map

December 17th

- **OpenGov Scoping Workshop**
- **Status:** *Completed*

December 18th or 19th

- **Project Investment**
- **Review of formal Pricing Proposal**
- **Status:** *Completed - Proposal sent on 12/18*

December 20th

- **1/7 Board of Commissioners Meeting, Agenda Submission Deadline**
- **Status:** *Pending*

January 7th

- **Effingham County Board of Commissioners Meeting**
- **OpenGov to seek approval from the Board to expand its existing partnership with the County by way of Capital Budgeting.**
- **Status:** *Pending*

January 13th

- **Effingham County + OpenGov | Project Welcome Call - Capital Budgeting**
- **Status:** *Pending*



Implementation Overview @ Effingham County, GA

Key Deliverables: Please refer to SOW for complete implementation overview

Capital Planning:

- Configure one (1) Budget instance.
- Configure proposals and worksheets for up to fifty (50) Capital Projects
- Provide training to Customer on how to:
 - Create new Proposals and Worksheets
 - Manage Budgets

Capital Budget Book Configuration:

- 4 Standard OBB Templates
 - Home Page
 - Generic (Multi-use)
 - Capital
 - Capital Project
- Up to 50 Project story pages shells from templates
- Up to 2 reports with report views to use in the OBB

Reporting & Transparency

- 3 Standard Reports: Annual, Budget to Actuals, Transaction
- 2 Capital Budget Reports using OpenGov Capital Budget Data.
- Dashboards based on a segment of the COA.

Financial Integration:

- Set up a unidirectional data integration from ADG to OpenGov
- Integration Setup
 - Integrate the follow functionalities
 - Actuals (Revenue & Expenses)
 - Budget

Training

- Administrator training for Budget, Publications, and Reporting.
- End User training for Capital Budget end users.

OpenGov Proposal @ Effingham County, GA

Annual Software Subscription, Professional Services Implementation, Ongoing Support & Maintenance.
All Future Software Enhancements, Fixes, and Updates

OpenGov Proposal - Effingham County, GA Capital Budgeting				
Subscription Year	Months	Software	Professional Services	Annual Total
Jan 1, 2025 - Jun 30, 2025	6	\$13,315.68	\$48,400.00	\$61,715.68
Jul 1, 2025 - June 30, 2026	12	\$26,631.36	\$0.00	\$26,631.36
Jul 1, 2026 - Jun 30, 2027	12	\$27,962.93	\$0.00	\$27,962.93
			Total	\$116,309.97

OpenGov Pricing Includes:

- OpenGov Capital Budgeting, Reporting & Transparency, Capital Budget Publications
- Unlimited Users, Usage, Data

OpenGov Proposal @ Effingham County, GA

Annual Software Subscription, Professional Services Implementation, Ongoing Support & Maintenance.
All Future Software Enhancements, Fixes, and Updates

Add-on pricing for Operating Budget, Workforce Planning, Full Online Budget Book:

- Additional Software Cost:
 - **\$13,426**
 - *Price is reflective of a full 12 months. Proration would be applied in alignment with the County's Fiscal Year.
- Additional Professional Services Cost:
 - **\$26,000 - \$35,000**
 - Operating Budget, Workforce Planning, Full Online Budget Book
 - The range factors in the creation of a separate Publication (Online Budget Book) for your Operating Budget, keeping your Capital Budget Book a separate document. The lower end of the range assumes we will add Operating/Department pages to the existing Capital Budget Book to create 1 combined Operating/Capital budget book document in Project 2.
- Total Annual Software Cost:
 - *Assuming all modules are included. (Operating Budget, Capital, Workforce Planning, Full Online Budget Book)*
 - **\$40,057**



End-to-End Collaborative Budgeting

Plan

- Multi-year Budget Scenarios
- Strategic Asset Investments
- Strategic Initiatives

Engage

- Strategic Communication
- Narrative Reporting
- Feedback Surveys



Budget

- Outcome-Driven Operating Budgets
- Strategic Capital Planning
- Multi-year Workforce Planning
- Online Budget Book

Report

- Performance Reports
- Interactive Dashboards
- Data Access Controls

The OpenGov Advantage



Complete Solution

You need a complete solution that includes **integrated data** to support all your year-round budget and reporting needs



Proven Partner

It's not just about having easy to use technology, it's about having a **partner** with **government expertise** and technical **experience**



Better Decisions

Insights don't come from decisions made in silos, without the right data, or without **performance tracking**



Budget Your Way

Dynamic chart of accounts, flexible setup, unlimited users, reports, datasets, scenarios, and templates, all **easy to use** and **easy to configure** - do things your way to **build trust**

Challenges in Budgeting and Planning



Short Staffed -
Everyone Needs to
be More Efficient



Outdated
Technology



Limited Reporting
Hinders Data-Driven
Decisions



Budget trapped in
Excel Spreadsheets



Difficulty Evaluating
and Selecting
Capital Projects



Need to Increase
Community Trust



Staff Work Overtime
During the Budget
Season



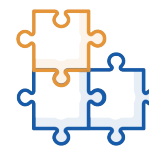
Time-Consuming
Budget Book
Creation Process



Challenging to
Share Progress on
Goals and Initiatives



Inaccurately
Estimating
Personnel Costs



Miscalculating
Capital Impacts to
Operating Budget



Manual Workflows
Clogging Up
Processes

Mission-Driven Government Expertise

500+ Years of Combined Public Sector Experience

CEO



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

Support Specialist Financials



CHARITY HOLMAN
Former Deputy City Secretary at City of Westworth Village, Texas

Director, Solutions Engineering



QUINT PERTZSCH
Former GIS Coordinator at the City of Golden, Colorado

Implementation Consultant



ART TORRES, CPM
Former Chief Procurement Officer at California State University-San Bernardino

Solution Specialist



SHERI JONES
Former Grants Management Specialist at the U.S. Department of Health and Human Services (HHS)

Sr. Director, Solutions Engineering



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

Manager, Implementation Consultants



ROBERTO RUIZ JR.
Former Sr. Budget Analyst at the Teacher Retirement System of Texas

Financial Support Specialist



TERESA ROJAS
Former Revenue Manager at the City of Fate, TX

Sr. Director, Professional Services



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

Solutions Engineer



BOBBY WILLIAMS
Former Procurement Supervisor at Mesa Public Schools

Manager, Solutions Engineer



GERROD FRANKLIN
Former Asst. Director of Community Engagement at the City of Fishers, IN

Solution Architect



AMBER MCCLURE, CPA
Former Chief Budget Officer at Escambia County, FL

Solution Architect



CRAIG WHITE
Former Finance Director City of Chesterfield, MO

VP, Solutions Engineering



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