



Leadership Presentation

**ERP Software
Designed for Local
Government**



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- BS&A Software is the leading provider of Financial Management, Utilities Management, and HRMS software for the Public Sector.
- BS&A has been providing our software solutions to the Public Sector for over 30 years.
- BS&A has a 99%+ client retention rate, meaning once a municipality chooses to move forward with BS&A, they want to remain a client in perpetuity.



For over 35 years, We've Seen and Solved Municipalities' Challenges



Financial Challenges

Managing **budgetary demands, providing financial reporting,** demonstrating compliance, and providing **public transparency.**



Obsolete Operations

Replacing **obsolete, paper-based workflows, manual processes, and non-integrated, aging infrastructure** as well as address poor vendor support and reliability.



Data Security & System Reliability

Protecting against **ransomware and malware,** ensuring PCI compliance of constituents' data, and ensuring system availability, performance, and **backup.**



Citizen Services & Engagement

Providing citizens the services they need with a good user experience in an **era of increasing customer expectations.**



Workforce Management

Attracting and retaining top talent, managing human resources, enabling **employee self-service,** and **processing payroll more efficiently.**

BS&A's Software Platforms

What You Have Today



.NET / Desktop

.NET is an on-premise, client-server solution. This platform was released in 2008, making it a 16-year-old product.

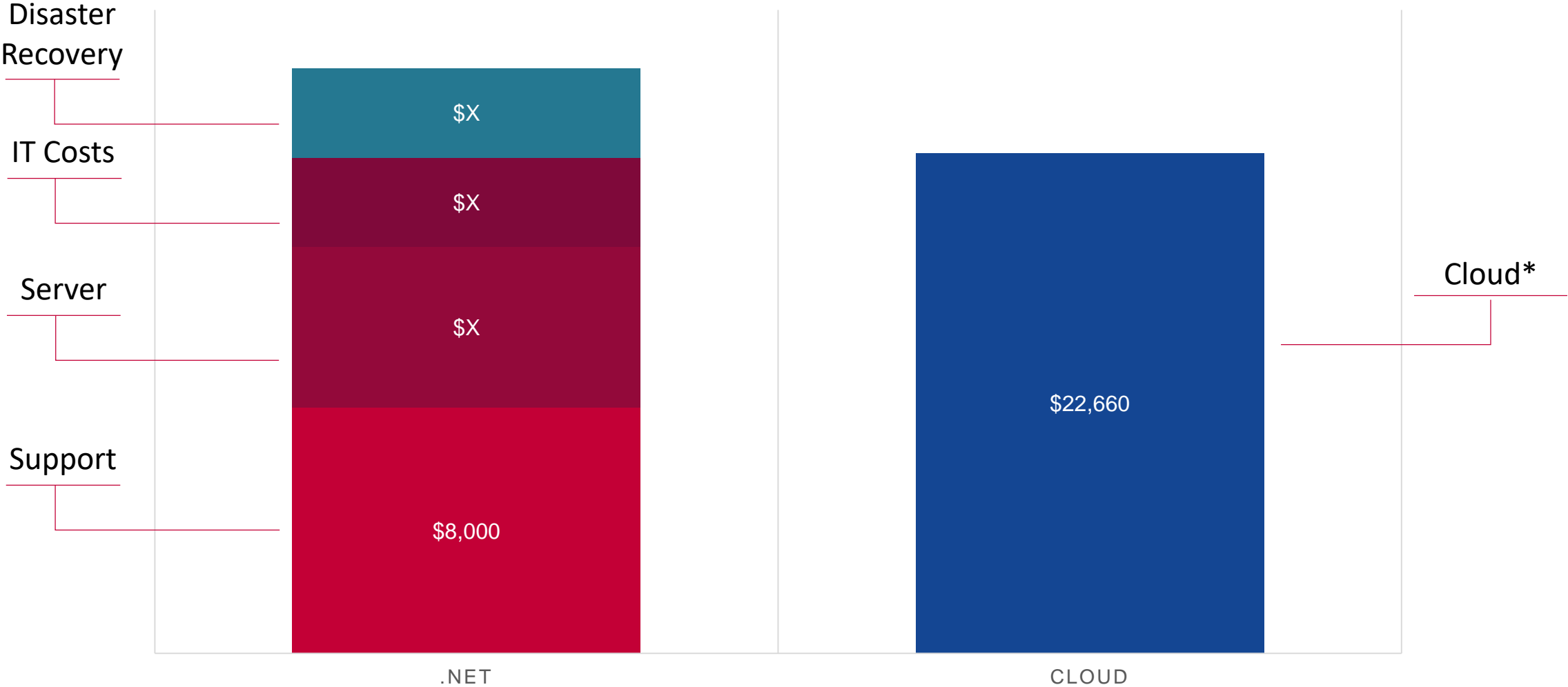


What We Recommend

Cloud

Cloud is the platform of the future. BS&A released Cloud in 2021, and it offers significant technological and security enhancements creating a more advantageous environment.

Total Cost of Ownership



*Note: Includes \$6k in New Software Modules (Building & Online Permit Applications)

Why BS&A Cloud?



Automatic Updates & Maintenance

Save time & effort through automatic updates. Stay up-to-date with the latest software features & security patches from an always modern interface.



High Availability & Reliability

Reliable infrastructure with guaranteed uptime.



Enhanced Security

Strengthened security posture through Multi-factor authentication (MFA), reducing unauthorized access.



Seamless Integration

Efficient collaboration & data sharing across departments & teams.



Cost Savings

No upfront hardware costs, pay-as-you-go pricing, and reduce overall IT expenses.



Dedicated Teams

Protect against attacks before they take place with threat intelligence monitoring.



Scalability

Flexible scaling to meet your requirements without the limitations of on-premises systems.



Accessibility & Mobility

Boost productivity by accessing BS&A Cloud remotely.



Disaster recovery and data backup

Minimize data loss & ensure business continuity during disasters or outages



Unified Database

Centralize data, and enhance accuracy of data across your organization. No more data silos.

Let's Compare the Differences

	.NET	Cloud
Comprehensive Access	VPN only or Remote Connection to Access solutions	Browser-based system, allowing for easy remote access
Robust Security	Limited security settings by user.	Detailed data access control, including record & field level security, & user role-based access restrictions
Disaster Recovery	No built-in disaster recovery features, need an additional service purchased outside of BS&A.	Disaster recovery included in the cloud platform
Hardware Requirements	Requires hardware like a Windows PC, SQL Server, and routine maintenance	No need for a server
Automatic Updates	Requires end-users to install updates manually on each workstation for each module	Cloud automatically updates, providing an always modern system
Background Reporting/Processing	Requires halting the module to execute reports, leading to system freezes	Cloud solutions allow for seamless system use by running reports and processes in the background
Unlimited Storage	Storage capacities are determined and purchased separately by the municipality, independently of BS&A's products.	Cloud includes unlimited storage on MS Azure
User-Defined Workflows	On-premise offers limited workflow capabilities.	Cloud technology facilitates efficient workflows and process automation
User-Defined Dashboards	Dashboards are not available	Cloud supports unlimited role-based dashboards

What are the Benefits?



Peace of Mind

- Ransomware Resistance
- Disaster Recovery
- Regular, Automatic Backups
- Reduce Liability



Enhanced Productivity

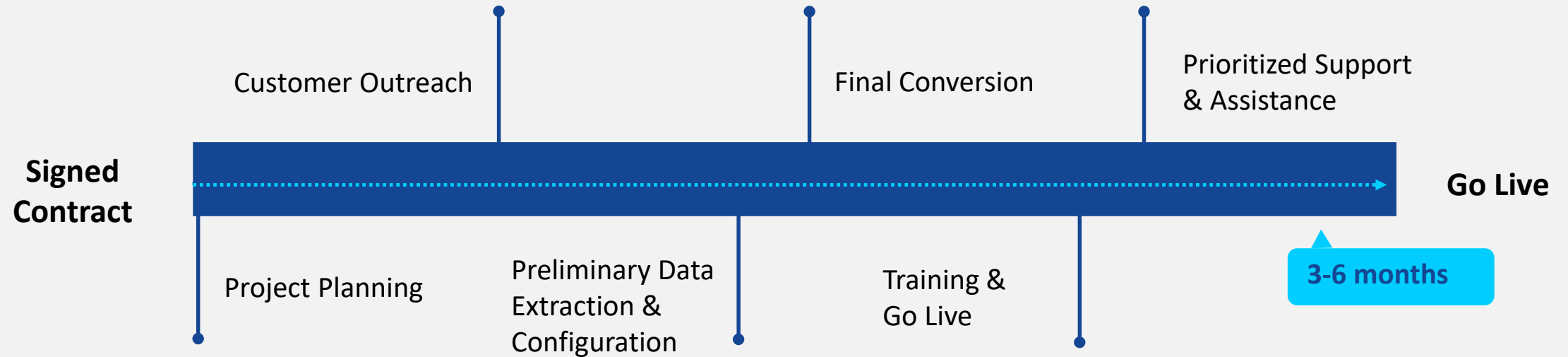
- Less Downtime
- Run heavy Processes in the Background
- Customized Dashboards, Workflows, and more



Flexibility

- Easy Access from Anywhere
- Access to Real-Time Data from Multiple Locations
- No Need to Maintain a Physical Server

A Path Forward: Standard Upgrade Timeframe





References in Illinois

- Village of Libertyville
- Village of Burr Ridge
- Village of Wheeling
- Village of Northfield

Cloud Adoption Statistics

141+

The number of units ahead of you, in various stages of their Cloud project.

228+

The number of units that are already live on Cloud.



The United States experienced “...an unprecedented and **unrelenting barrage of ransomware attacks that impacted at least 966 government agencies**, educational establishments, and healthcare providers at a **potential cost in excess of \$7.5 billion.**”



Thank you

