



# OpenGov and the City of Republic, MO

Executive Briefing and Investment  
Summary



**Jess O'Shea**  
Account Executive  
(562) 884-4245  
[joshea@opengov.com](mailto:joshea@opengov.com)

# Table of Contents

<b>Executive Summary</b>	<b>3</b>
<b>OpenGov Budgeting &amp; Planning</b>	<b>6</b>
<b>Reporting &amp; Transparency Platform</b>	<b>11</b>
<b>Mission-Driven Expertise</b>	<b>15</b>
Company History & Customer Stories	16
<b>OpenGov Premium Support Overview</b>	<b>19</b>
<b>OpenGov University &amp; Training</b>	<b>22</b>
<b>Partnership Investment Summary</b>	<b>24</b>
<b>Sample Deployment Timeline</b>	<b>25</b>

**Bob Ford- Director of Finance**

213 N Main St  
Republic, MO 65738

**RE: Executive Briefing for Budgeting, Planning, and Performance Management Software**

Dear Bob,

On behalf of OpenGov, we are thrilled about the opportunity to partner with the City of Republic, Missouri, by proposing our Budgeting, Planning, and Performance Reporting Solution - the industry's only modern, full-featured cloud budgeting software designed to meet the unique needs of public sector planning and analysis. We truly value your careful consideration in reviewing the project plan letter and proposal we have prepared for you.

In the following pages, we are pleased to inform you of our product offerings that are strategically aligned with the City's priorities of implementing a fully-integrated priority & outcomes-based budgeting, planning, and performance reporting solution that will allow each department head and city administration to better collaborate internally, and better engage with the community tying accurate & timely data with meaningful narrative. We believe we will exceed your expectations in implementing our cloud-based integrated solution for the city's operating budget, capital planning, workforce planning, online budget book, and reporting needs. Trusted by hundreds of forward-thinking governments, OpenGov Budgeting & Planning is the most collaborative solution for budget process automation, personnel cost forecasting, managerial reporting, and public transparency on the market.

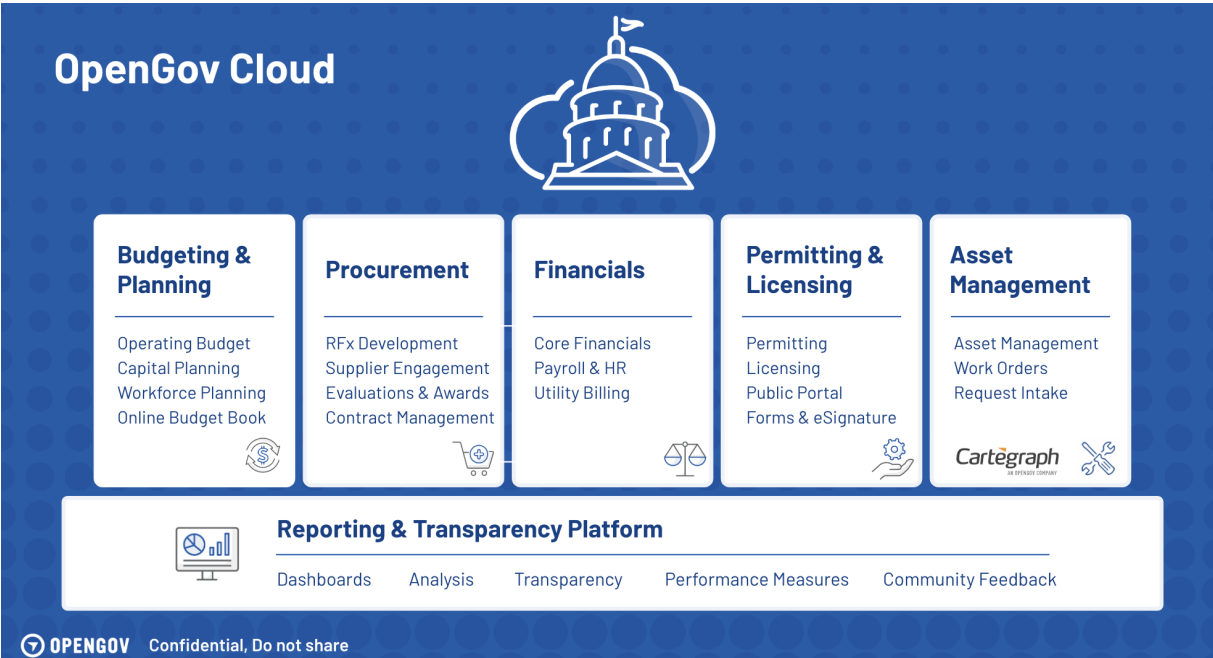
OpenGov has partnered with over 1,900 leading cities who are also in the midst of establishing a new plan and vision for their communities. As a true partner, OpenGov enables cities like Republic to build trust in their communities by communicating initiatives and progress clearly while fostering better engagement. OpenGov has a strong presence throughout the United States, partnering with many governments such as Lago Vista, TX, Marble Falls, TX; Liberty, MO; Kansas City, MO; Florissant, MO; Lawrence, KS; Prairie Village, KS; Goddard, KS and Miami County, KS; Spring Hill, KS

We are on a mission to power more effective and accountable governments, and we seek to produce long-term partnerships with the communities we serve. We look forward to putting our entire organization behind Republic to ensure this initiative exceeds expectations. I look forward to meeting with you and your team very soon.

Sincerely,  
**Jess O'Shea**

# Executive Summary

OpenGov is proposing **OpenGov Budgeting & Planning**, and the **Reporting & Transparency Platform** for consideration. We look forward to demonstrating how these solutions will meet and exceed your needs and expectations.



**OpenGov Budgeting & Planning** is the only modern, full-featured cloud budgeting software designed to meet the unique needs of public sector planning and analysis. Trusted by hundreds of forward-thinking governments, Budgeting & Planning is the industry’s most collaborative solution for budget process automation, personnel cost forecasting, managerial reporting, and public feedback – driving more effective planning and strengthening stakeholder trust.

**The Reporting & Transparency Platform** powers the OpenGov ERP Cloud with unparalleled reporting and transparency capabilities to drive faster, more effective decisions, and understand the public response. OpenGov was founded on the principle that better transparency and civic service are paramount to the future of state and local government. The Reporting & Transparency Platform provides a seamless connection between back-office capabilities and industry-leading communication tools; transforming civic engagement and empowering data-based decision making.

## Why OpenGov?

### **The only modern cloud ERP for local government.**

OpenGov offers transformative solutions for budgeting, financial management, civic services, and procurement with the market-leading Reporting & Transparency platform — allowing customers to reallocate up to 1% of their budgets for more strategic outcomes and save thousands of hours on manual and paper-based processes.

### **A trusted partner.**

More than [1,200 governments nationwide](#) partner with OpenGov to drive more effective and accountable operations through cloud financial solutions. Built exclusively for state and local government, OpenGov's software, services, and expertise are backed by over 300 years of employee experience in the public sector.

### **A platform built to grow with you.**

Modern cloud architecture ensures all of your users have access to the latest features and upgrades while reducing your IT burden, minimizing your cost footprint, and breaking down system and data silos. Thanks to world-class professional services and a roadmap driven by customer feedback, you future-proof your investment for the next generation.



"Now I feel like I have a partner. Someone that has the same goal, that recognizes my goals, my wishes, my priorities and then helps get to the drawing board and sits down and helps identify some strategies."

**Melissa Carter**

Budget Director | City of Savannah, GA

## Benefits of Modern Government Cloud Software

In a [post-pandemic world](#), the benefits of modern cloud software (aka: “Software as a Service”) are crucial in helping governments address the challenges of remote work, digital services, and managing uncertainty. [Cloud software](#) helps you future-proof your investment while focusing on your community.

### ✓ Increase Productivity

Modern government work is collaborative. Intuitive software empowers all users for success.

### ✓ Improve Citizen Experience

Digital services map to the expectations of community members and improve satisfaction.

### ✓ Strengthen Public Trust

Better decisions and alignment come from common, shared, accurate information

### ✓ Build Resilience

Leaders have confidence in the face of uncertainty that their [processes are secure](#) and sustainable.

## All Cloud’s aren’t Created Equal

Many software providers try to sell legacy systems as “cloud” because they are delivered remotely. Same software, different packaging. These aren’t designed for 21st-century government. [Modern government cloud software](#) has these characteristics:

- **Anywhere, Any Device** - Nothing to install - only a browser required
- **Intuitive User Interfaces** - Built in the era of consumer software, eliminates the nuances and complexities that only “power users” can understand
- **Fast and Configurable** - Can be deployed quicking providing value when you need it and configured without deep technical expertise or IT assistance
- **Continuous Enhancement** - Updates are hassle-free and transparent to customers
- **World-Class Security and Infrastructure** - Modern applications take advantage of the leading cloud service providers (like [Amazon Web Services](#)) to ensure your mission-critical systems are resilient
- **100% Hassle-Free** - Always up-to-date with no effort from your government. No upgrades, patches, customizations, or (of course) hardware to manage.



---

“We thought we knew the benefits of having a web-based platform, but during the pandemic, we realized how absolutely crucial it is, from report sharing to book building.”

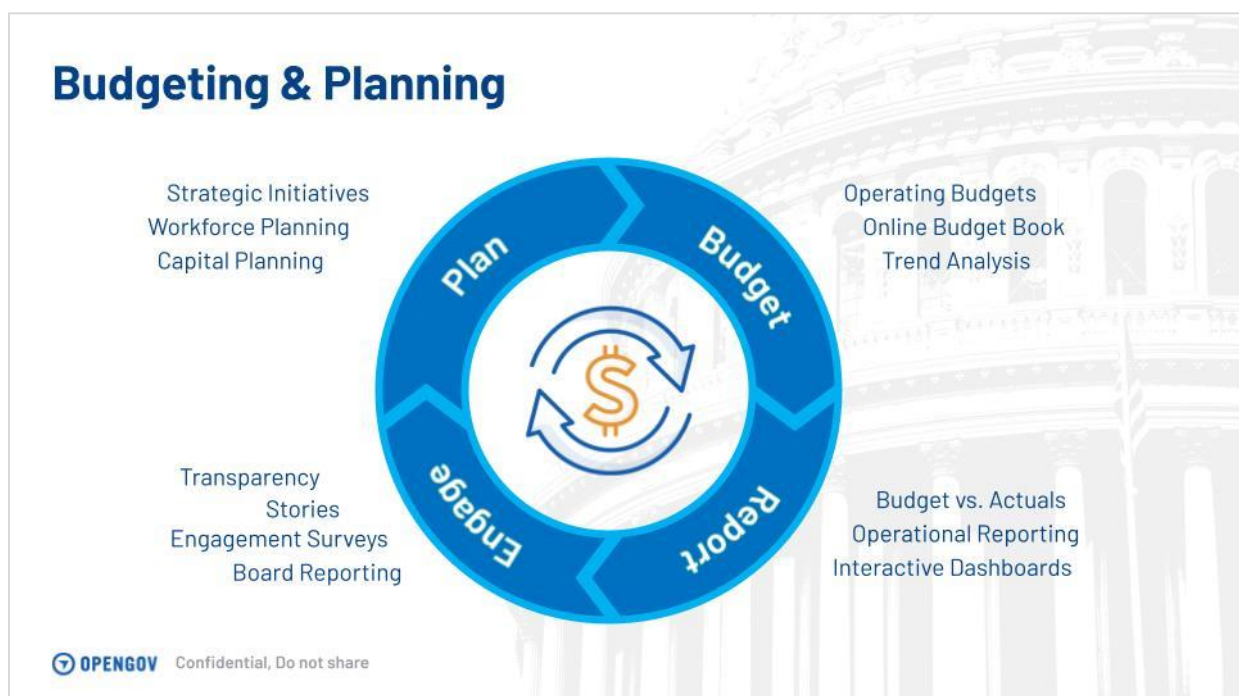
**Christen Sullivan**, Senior Budget Analyst | Harford County, MD

# OpenGov Budgeting & Planning

Modernize your budget and align spending to strategic outcomes.

## Manage an Accurate, Outcome-Focused Budget Process

Streamline and unify your end-to-end budgeting process, seamlessly tie budget dollars to key organizational initiatives, and draw actionable insights that maximize performance outcomes. Then, through Reporting & Transparency, add context to your results and share internally and externally for better collaboration.



“The major successes for us are the [transparency and efficiency in creating our budget](#), and especially using OpenGov tools to have the budget book prepared for us seamlessly, so we’re excited about that.”

### Lenora Reid

Deputy Chief Admin Officer | City of Richmond, VA



**Collaborate More Effectively.** Collaborate across departments by sending and receiving budget proposals, tracking performance on strategic objectives, commenting on key reports, and sharing your outcomes with colleagues.



**Improve Decision Making.** Gain the context you need for budget decisions and the information you need to manage performance. You can visualize trends and model the impact of proposed budget changes while you transform complex financial and performance data into actionable insights.



**Save Time.** Through a simple and intuitive user interface, you can see your budget, receive commentary from your team, and get your plans approved. Easily seed the budget by importing last year's actuals, then adjust, add, or compare proposal line items in real-time.

## Budgeting & Planning Use Cases

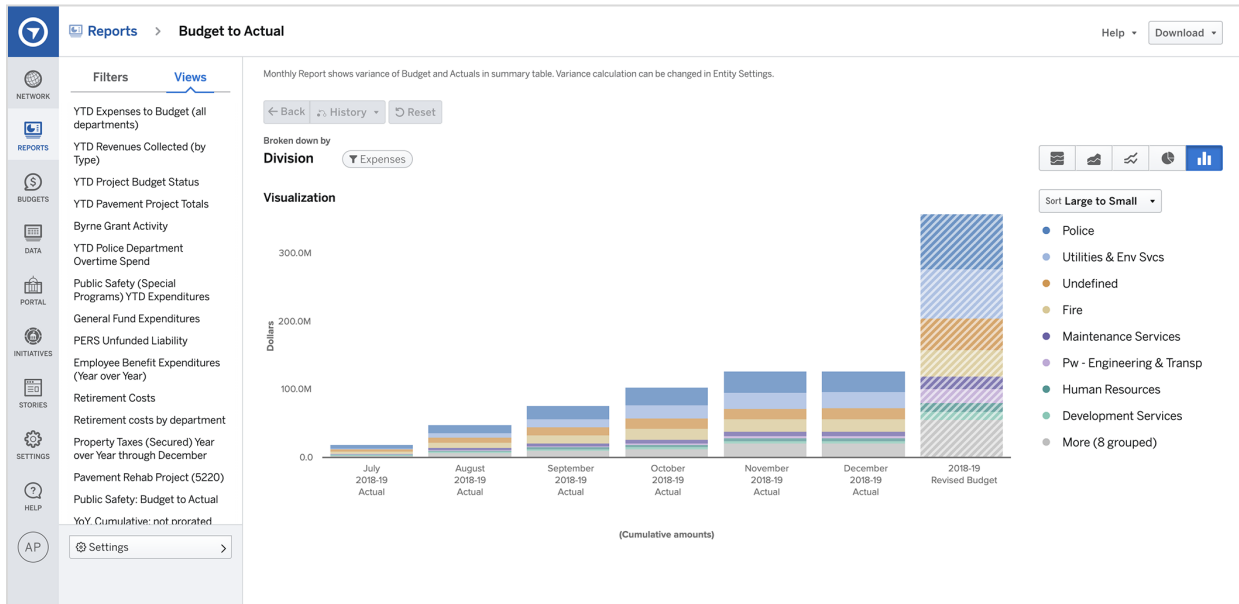
- Collaborative budgeting
- Capital planning
- Online budget book publication
- Workforce calculation
- Budgetary reporting
- Financial projections
- Operating budgets
- What-if scenario analysis
- Strategic initiative tagging

## Full-Featured Public Sector Budgeting

Enable maximum effectiveness for your budget and planning cycle from end-to-end, from near-term forecast adjustments to long-range capital initiatives.

- **Centralized, Automated Budgeting:** Liberate your budgeting from disparate spreadsheets with a unified process that seamlessly ties spending to desired outcomes
- **Workforce Planning:** Simplify planning for your most complex and important cost with scenario analysis, advanced calculations, and integrated budget requests
- **Capital Initiatives:** Forecast long-term capital expenditures, manage proposals, track performance, and easily keep the public informed of progress
- **Online Budget Book:** Publish a fully interactive, easily digestible [online budget book](#) that makes future publications vastly more repeatable





## Government's Most Collaborative Budgeting & Planning Solution

OpenGov drives efficiency through heightened collaboration by centralizing your planning in an intuitive online solution, delivering breakthrough communication between offices and departments.

- Achieve **unprecedented alignment** around strategic priorities that comes from a real-time, singular source of truth
- Give your budget collaborators an **easy-to-use** system that reduces the back-and-forth of traditional processes
- **Controlled collaboration** is made simple through configurable administrative settings for user access and editing ability

## Industry-Leading Reporting and Analysis

OpenGov Budgeting & Planning is built with a data-first foundation that provides out-of-the-box reporting & analysis capabilities for dashboards, managerial reporting, KPI tracking, scenario modeling, and data consolidation and sharing.

- Present **complex information that the public, elected officials, departments, and administration can understand** with at-a-glance insights and interactive dashboards
- **Reduce reporting bottlenecks** by freeing up your IT, finance, and other staff with centralized, self-serve reporting
- **Sharpen your focus on outcomes** by establishing and tracking relevant KPIs to keep stakeholders updated on spending, initiatives, and operations

## Strengthen Public Trust with the Leading Transparency Platform

Build trust in your community by communicating initiatives and progress clearly while fostering better engagement through integrated tools to collect feedback and sentiment.

- **Publish interactive budget books online** to provide taxpayers with a better understanding of how dollars are impacting the community
- **Communicate initiatives effortlessly** with a simple drag-and-drop web-page builder and customizable themes that make it easy for citizens to digest key narratives
- **Run public meetings** and budget simulations with our Virtual Town Hall – complete with robust forms, surveys, and other tools for a compliant feedback process.
- **Deliver up-to-date financial and operational data with context** to keep the public informed of progress and fiscal health.

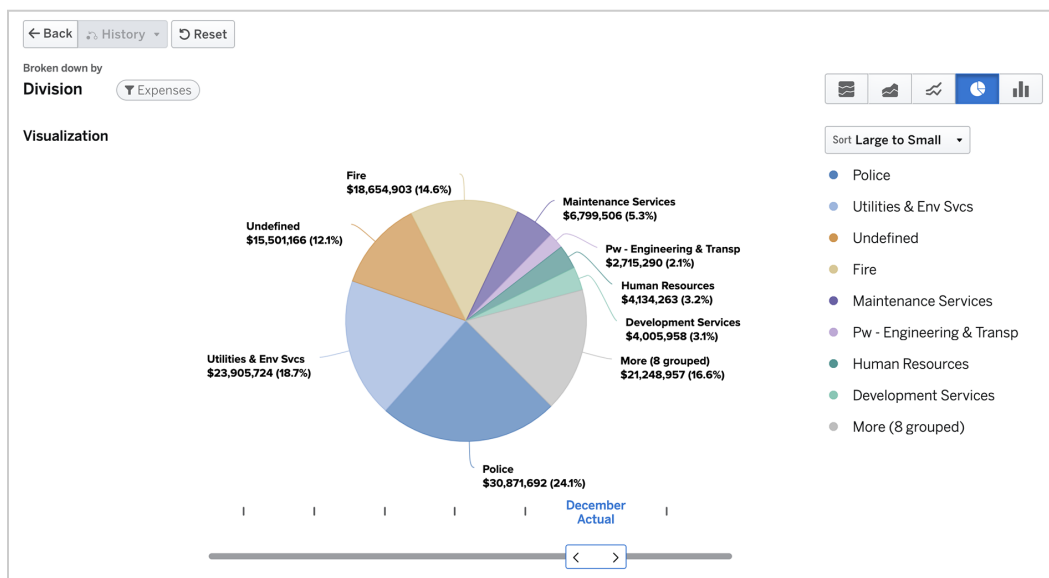
## Key Features

### Precisely calculate personnel costs through workforce planning.

Drive better salary projections, increase visibility into cost drivers, and reduce broad assumptions. You can calculate the fully burdened labor costs of an individual or [overall workforce](#), perform scenario analysis to inform negotiations and budget decisions, run vacancy reporting, compare actual positions to budgeted positions, and request new positions using accurate, updated costs.

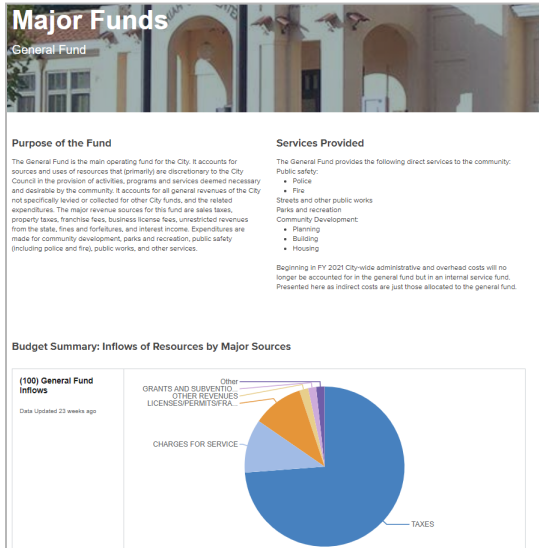
### Forecast long-term expenditures for [capital planning initiatives](#).

Seamlessly harness the information your team needs to make educated decisions while providing a working blueprint for sustaining and improving your community's infrastructures. You can send and receive capital planning proposals, adjust proposal line items, track performance on projects, and comment on key reports. Then, easily create printable dashboards to streamline capital meetings.



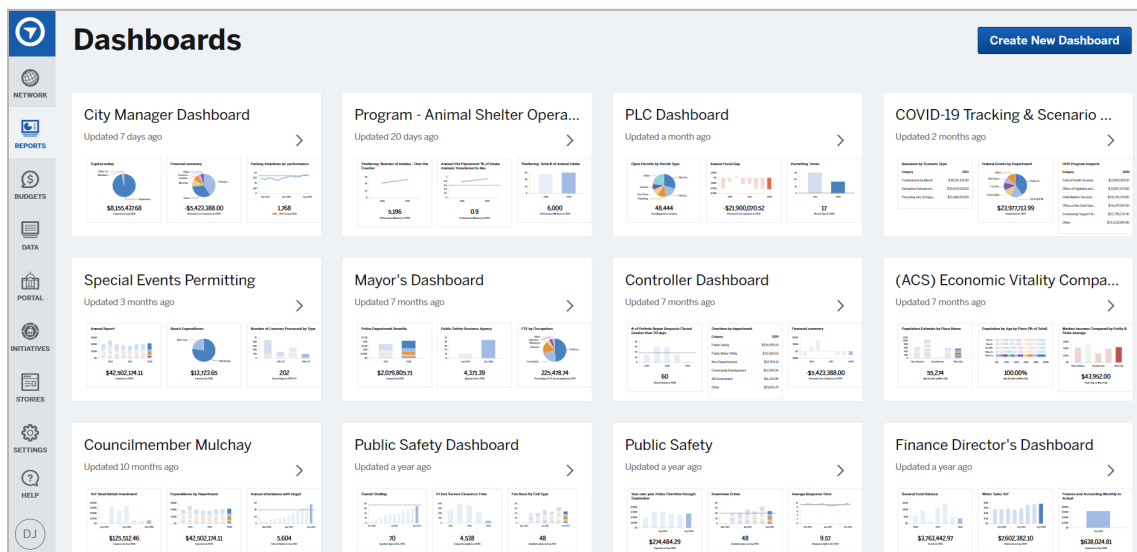
## Simplify online budget book publication.

Establish a framework for building your online budget book faster and more accurately, making the process repeatable and scalable for future cycles.



## Centralize dashboards onto a single Reporting & Transparency platform.

Powering OpenGov Budgeting & Planning is the Reporting & Transparency platform. Integrate and synchronize your financial and non-financial data with other data sources including your ERP. When any data point changes, all reports automatically update. You can go beyond seeing your outcomes and truly understand the reasoning behind performance with OpenGov's reporting platform. Then, add context to your outcomes and insights and share internally and externally.

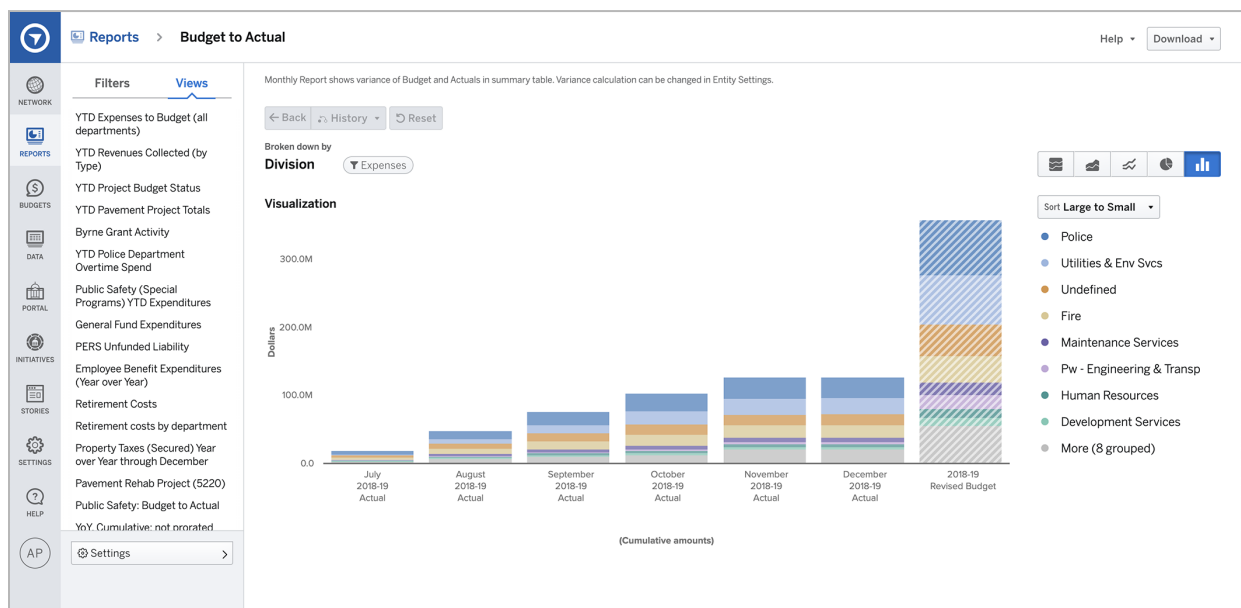


# Reporting & Transparency Platform

Centralize reporting and align data with context for internal and external stakeholders

OpenGov Budgeting & Planning is powered by our robust **Reporting & Transparency Platform**.

Built with a data-first mindset, OpenGov's Reporting & Transparency Platform powers Budgeting & Planning with unparalleled reporting and transparency capabilities to drive faster, more effective decisions, and understand the public response. OpenGov was founded on the principle that better transparency and civic service are paramount to the future of state and local government. Trusted by hundreds of forward-thinking customers, the Reporting & Transparency Platform provides a seamless connection between back-office capabilities and industry-leading communication tools – transforming better civic engagement from aspiration to reality.



## Reporting & Transparency Use Cases

- Interactive budget summary
- Satisfactory survey
- Participants budgeting
- Performance reporting
- Stakeholder engagement
- Citizen ideas/feedback portal
- Internal project coordination
- Emergency communication
- Strategic planning

## Present complex information that all parties can understand.

Keep internal and external stakeholders updated on performance and aligned around high-level strategic goals. Gain at-a-glance insights with interactive dashboards, take action with customized alerts, or dive into the granular details for deeper analysis.



## Broaden citizen engagement.

Supplement public hearings with virtual town halls, budget simulations, and online surveys that are easy and convenient. You can gather broader feedback from residents by reducing the barriers of involvement.

## Reduce reporting bottlenecks across your organization.

Free up your IT and Business Intelligence professionals with centralized reporting and immediate access to necessary day-to-day data for every department.

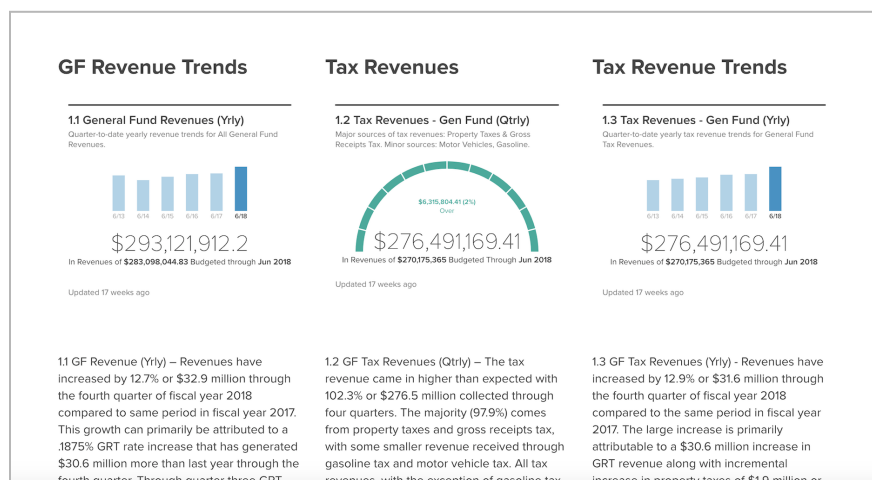


## Achieve your communications objectives.

Put your operating and strategic plans online in a way that your constituents can easily understand and even interact with. Tell the stories behind your data by quickly creating, editing, and publishing content in real-time, while easily incorporating feedback. Then, identify and analyze engagement by seeing the number of views, unique visitors, and social sharing metrics.

## Focus on outcomes with dynamic reporting functionality.

Establish goals for departments, programs, or initiatives, then track relevant KPIs to keep external stakeholders updated on spending, performance, and progress.

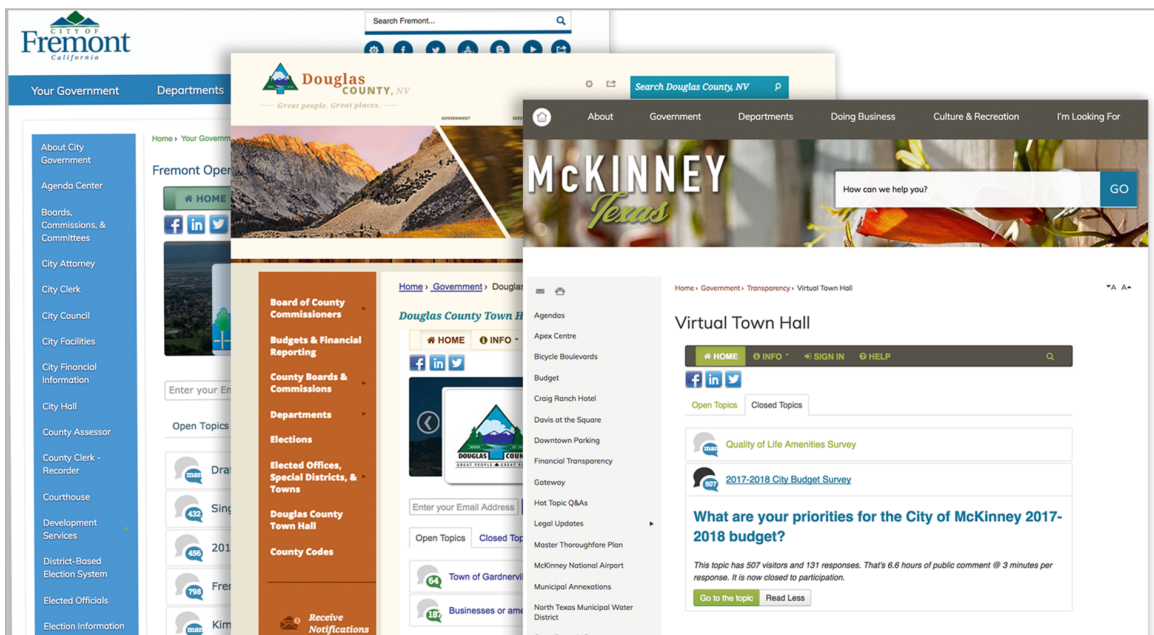


## Communicate clearly and increase transparency with stakeholders.

Create and share content easily and quickly. Use a simple, drag-and-drop page builder to combine your data with images, dashboards, maps, and narrative context. Present complex information in a way that's easy for anyone to understand. Share via email, social media, or through your agency's website.

## Capture feedback online, at meetings, or on the go.

Record feedback from residents, colleagues, and other stakeholders at any moment through online surveys, virtual town halls, mobile forms, or budget simulations.



## Additional Features

- **Share the data behind the news.** Visually dynamic tiles reveal the yearly, monthly or weekly breakdowns of your underlying report through pie charts, stacked bars, and summary tables.
- **Better project planning.** Fulfill public input requirements for grant applications and collect the public response you need to for planning large-scale projects.
- **Social media impact.** Share your published pages on Facebook, Twitter, Nextdoor, or LinkedIn and track your story's analytics in OpenGov.



"OpenGov has absolutely [made us more proactive](#) in looking at data and attacking the data, instead of saying, 'It's too big.'"

**Andrew McCreery**

Finance Director | Township of Mt. Lebanon, PA

---

"OpenGov is very helpful in identifying where trends have been, and how to estimate future years. It allows us to [see where we need to focus our financial energies.](#)"

**Aimee Tihonivich**

Budget and Finance Director | Pueblo County, CO



# Mission-Driven Expertise

[The OpenGov Team](#) has over 400 years of combined Government experience. Check out just a few of our star players, and their specific experience in the public sector below...



**ZAC BOOKMAN**  
CEO

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



**MONICA COOK**  
Senior Manager Solutions Engineering

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



**CHARITY HOLMAN**  
Application Support Lead

Former Deputy City Secretary at City of Westworth Village, Texas



**MIKE MCCANN**  
VP of Government Finance Solutions

Former Assistant Finance Director at City of Monterey, California



**ROBERTO RUIZ**  
Implementation Analyst

Former Senior Budget Analyst at Teacher Retirement System of Texas



**SCOTT COBLE**  
Director, Solutions Engineering - Budgeting

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



**ARIANNA TUCKEY**  
Solutions Consultant

Former Supervisory Budget Analyst at the FBI



**MARK WELCH**  
Manager, Solutions Architecture

Former Administrative Services Director at City of Ashland, Oregon



**JAMIE CASTELLANOS**  
Integrations Engineer

Former Application Analyst at City of Berkeley, California



**MICAH INTERMILL**  
Solutions Engineer

Former Budget Director at Minneapolis, Minnesota



**ALMÍS UDRÝS**  
Director of Professional Services

Former Assistant Chief Operating Officer at San Diego, California



**JENNIFER NORDIN**  
Technical Account Manager

Former Budget and Performance Analyst at Montgomery County, Maryland



## Awards & Credentials

As mentioned above, OpenGov employees have over 300 years of collective government employment experience, and many of our key personnel are members of government-focused organizations like [GFOA](#) and [ICMA](#). OpenGov has consistently appeared on the [GovTech 100 list](#) for several years, was awarded the [Bay Area Top Workplaces 2020](#) and most recently was named to the [Forbes 2021 list of America's Best Startup Employers](#). We focus our hiring on top-tier talent pools for individuals with proven track records in government and/or the government technology SaaS industry.



## Company History & Customer Stories

After witnessing the City of Palo Alto spend over \$10 million on an ERP system that was delivered on 20 discs and had green screens, OpenGov's founders learned that governments across the country were similarly hamstrung by outdated technology. The public sector has been underserved by its vendors for decades, while the digital era has transformed consumer experiences and private sector organizations.

State and local governments deserve access to modern cloud software suited for their increasingly complex needs. Citizens deserve to know that their tax dollars are being spent by effective and accountable organizations. Our public sector leaders deserve to be supported by companies who act as true partners. In order to address these needs, OpenGov was born in 2012.

Today we have over 1,200 government customers using our cloud-based suites. Below are the stories of just a few of our customers who have adopted OpenGov Budgeting & Planning to transform their communities...

## How Tampa is Transforming for Tomorrow with OpenGov

The City of Tampa was looking for software that would provide leadership with the real-time data they needed to make informed, transparent, and transformative decisions. With the implementation of OpenGov Budgeting & Planning, the City enabled a variety of capabilities to modernize its budgeting and financial processes, including:

- Reviewing, versioning, and approving department budget proposals from a single portal
- Building a printed or online budget book faster, while preserving institutional knowledge with access to historical records
- Providing staff and residents with critical budget information via powerful dashboards and data visualizations

With OpenGov, the City of Tampa transformed into a more effective and accountable government, empowered by connected data sources, better budget processes, and a greater foundation of trust between the City and its constituents.

For the full story, [click here](#) to watch how Tampa is for Transforming Tomorrow with OpenGov.



"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 | Tampa, FL

---

## Ukiah, CA Saves 600 Hours and \$90k with Collaborative Budgeting

The City of Ukiah, Calif., the first city in California to publish [a fully digital budget](#), was presented with an Innovation Award at this year's California State Municipal Finance Officers conference for its work using OpenGov's interactive budget book to publish the fully digital budget. Here's why the City is so deserving of this award:

- **Increasing Community Engagement**

OpenGov's budgeting software has transformed how the City reports and shares its budget with the public and has significantly increased residents' ability to engage with the data. Community members can now access the budget through a user-friendly online format, where they can view the budget broken down by funds and departments, and even change views using different report and chart styles.

- **Save Time Energy and Resources in Budget Development and Review**

Due to the more streamlined process, the City's cost to produce the budget decreased significantly from \$200,000 to about \$113,000. Those funds will be reinvested in focusing on more detailed data analysis and daily work that often gets set aside during budget season. "We were able to **reduce time spent building the budget by about 600 hours** since implementing the new system," said Financial Services Manager Daphne Harris. "Three years ago the budget I worked on was just over 1,000 pages; we were able to **reduce it to about 500 pages and now we have gone completely paperless with an online budget.**"

For the full story, [click here](#) to watch how Ukiah, CA saves with collaborative budgeting.



"It was a vision that we had, and an opportunity, and we just ran with it. We needed to do this, this is the next evolution of budgeting."

**Daphne Harris**

Financial Services Manager | The City of Ukiah, CA

---

For more customer stories on how OpenGov's solutions are driving success in communities around the country, please visit: <https://opengov.com/customers/>

# OpenGov Premium Support Overview

OpenGov offers Premium Support to help organizations on their journey to successfully adopt OpenGov's solution suites. With Premium Support, increased Service Level Agreement (SLAs) mean that we start working on urgent requests even on weekends. In the spirit of addressing problems quickly, Premium Support's designated OpenGov contact builds a relationship with you and understands your organization and the nuances of your OpenGov application setup.

OpenGov's Support Philosophy is simple: You invest in us. We invest in you. We are driven by customer success. If you ever need help or have questions about your system, we want to make sure you get well-informed, proactive support from the OpenGov team. Our goal is 100% satisfaction.

We have three main components to our philosophy for ensuring every customer is successful and happy:



**Access to our team of Government Solution Experts:** This team, composed of former government finance directors, chief information officers, budget and performance analysts, and others, provides insight and expertise, best practices, and context to the people that use OpenGov's suites driving efficiency and outcomes for your agency.



**Customer Success:** Our Customer Success team supports you from deployment through adoption and beyond. You will get up and running quickly and receive the training and support that you need to maximize the value of your investment in OpenGov.

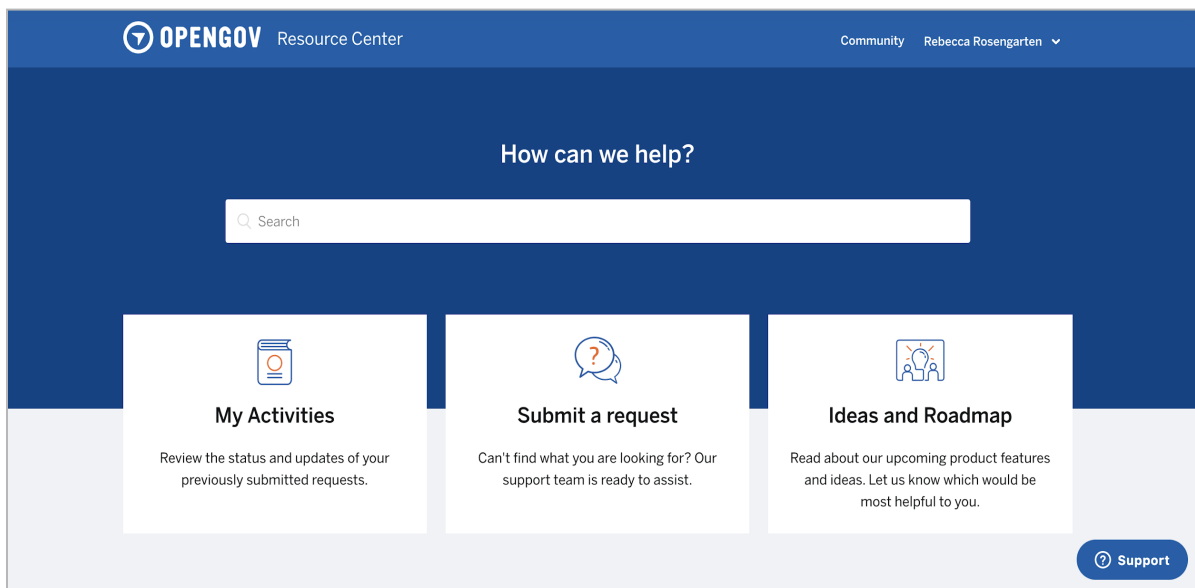


**Customer Support:** OpenGov Support is staffed by a veteran team with over 95 years of combined government experience. Our highly trained support analysts are available to solve any issues that you encounter within OpenGov's suites. We are committed to resolving your issues in a timely fashion and to your satisfaction.

## Resources and Support

As an OpenGov customer, you are supported by our Customer Success team from deployment through adoption and beyond. When you contact OpenGov, your first point of contact will be a real, live person. OpenGov provides best-in-class standard support resources such as telephone, email, chat, and an online portal as well as additional engagement channels like webinars, user groups, and a resource center.

- **User Groups:** Our subject matter experts host regular user groups online and in person. Learn from the pros and your peers!
- **Resource Center:** We provide you with articles and videos to enhance your learning and education of OpenGov.
- **Free Webinars:** As a customer, you can look forward to engaging and informative webinars. Get a crash course in performance management or learn about the latest features of your OpenGov software.



“The responsiveness was incredible. They always had an answer for us and were always open to recommendations and suggestions. I was just blown away by their level of professionalism and knowledge of the system.”

**Dannette Allen**

Finance Director | City of Diamond Bar, CA

## Premium vs Standard Support

OpenGov Premium Support provides customers a level of support above and beyond our Standard Support. This level of support provides a host of options, from a 24/7 Resource Center with documentation and case access to live business day phone support. Our support processes are designed to support you throughout your journey with OpenGov. Premium Support is intended for customers who view their Budgeting, Planning, Performance Reporting, and Transparency solution as mission-critical and therefore require expedited response times.

Offering	Standard	Premium
Unlimited Number of Support Cases per Year*	✓	✓
Unlimited Access to OpenGov Resource Center	✓	✓
Unlimited Online access to the Support Request Portal	✓	✓
Access to Phone/Chat Support 24 hours each day, 7 days per week, 365 days each year	✓	✓
Designated OpenGov Contact	✓	✓
Increased Response Times	-	✓

\* Support Cases are defined as issues related to the OpenGov Software Services.

# OpenGov University & Training

OpenGov is the leader in modern cloud software for our nation's cities, counties, and state agencies. On a mission to power more effective and accountable government, OpenGov serves more than 1,100 agencies across the U.S.

**OpenGov University** helps your government staff become power-users of our software. With unlimited access to the tools below, your staff can easily adopt new features and ensure that best practices are followed when business processes are enhanced with our technology solutions. Access to OpenGov University includes:



## Training from OpenGov Experts

Walk through core functionality with your OpenGov deployment team as defined in the Statement of Work.



## OpenGov Resource Center

Read help articles, review company announcements, or chat with Support.



## Self-paced learning modules

Learn OpenGov product suites with on demand training in our learning management system.



## In-app guidance

Master your software with instructions and helpful hints offered while using the software.



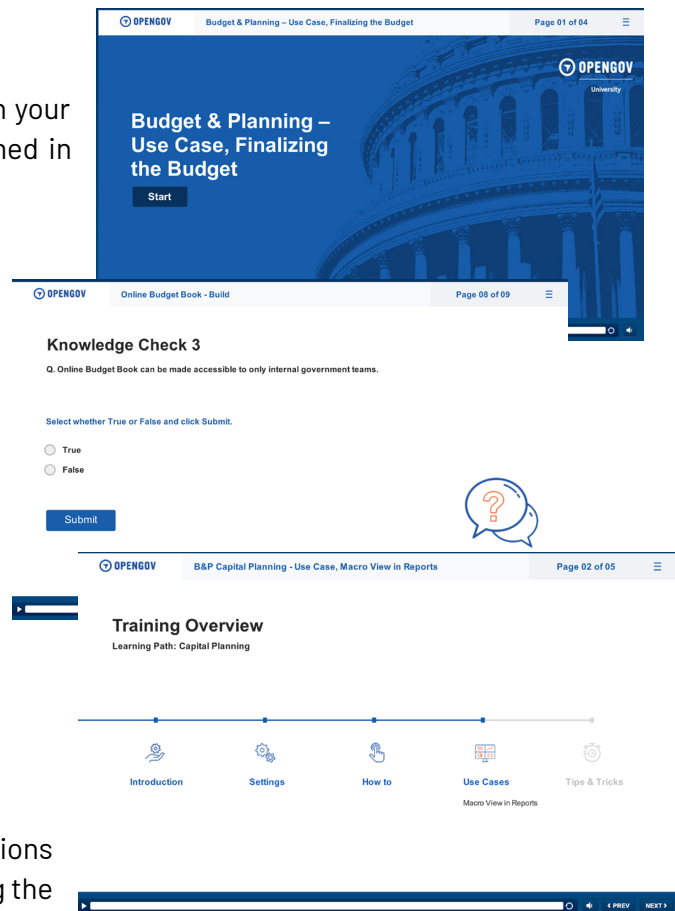
## Training Workshops

Access our recurring, virtual training series on product best practices.



## Live Training Events

Join OpenGov's hybrid or live trainings around the country.



## Benefits of OpenGov University

### Maximize your investment

Save time by accelerating your team's knowledge and confidence to apply the software and best practices to your government.

### Successful Change Management

Shorten the time for a new team member to provide value to your department.

### Empower your teams

Develop confidence in working with OpenGov by understanding how to use our tools to best improve your team's effectiveness.

### Training that grows with you

Ensure that new employees have easily accessible training as both your team grows and as your future-proof technology investment evolves.

### Available on your schedule

On-demand training when you need it, to help get the entire team on the same page.

### Deliver modern software to your government

Leading governments are deploying modern software to improve their process, reduce their costs and deliver more to their communities.



"I understand so much more about what we can do with the system after completing the OpenGov University classes, I am just so excited about the ways we are using all the features this year."

**Amelia Cruver**

Budget Director | City of Minneapolis, MN



# Partnership Investment Summary

OpenGov’s pricing model consists of an annual subscription with 5% YOY escalator for the associated software and one-time professional services components.. Our professional services include everything needed to ensure a successful launch: Initiation, Configuration, Validation, Deployment, and Training. **OpenGov offers an unlimited pricing model, meaning customers are not limited to the number of users, logins, dashboards, reports or datasets.** Rather, we charge a relatively flat, annually recurring subscription fee to encourage our customers to utilize the platform, increase adoption throughout their organization, get valuable unlimited usage, and have a predictable annual cost.

Software	Description	Year 1	Year 2	Year 3	
<b>OpenGov Budgeting &amp; Planning</b>	Operating Budget Capital Budget Workforce Planning Priority Based Budgeting Online Budget Book	<b>Total \$38,268 \$26,788</b>	<b>Total \$28,127</b>	<b>Total \$29,533</b>	<b>Annual</b>
	<b>Reporting &amp; Transparency Platform</b>				

Professional Services Deployment Fee			
<b>Professional Services Hourly rate \$215 Discounted to \$195</b>	<b>200 Hours</b>	<b>\$39,000</b>	<b>One-Time</b>
	<ul style="list-style-type: none"> <li>• COA: <b>10 hours</b></li> <li>• Operating Budget: <b>30 hours</b></li> <li>• WFP: <b>25 hours</b></li> </ul>		

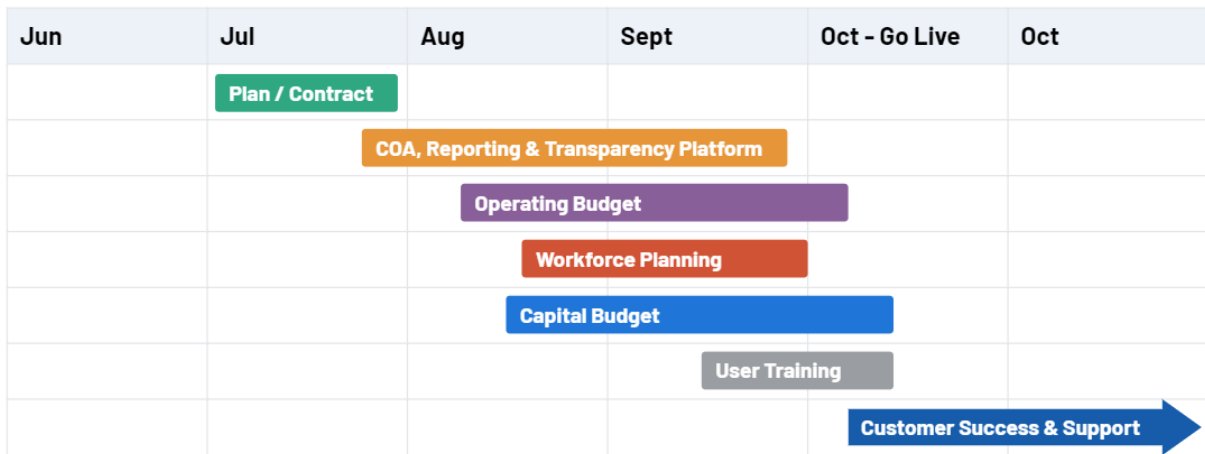
	<ul style="list-style-type: none"> <li>• Capital Budget: <b>30 hours</b></li> <li>• 2 End User Virtual Training(s): <b>4 hours</b></li> <li>• Standard OBB: <b>65 hours</b></li> <li>• Integration: <b>43 hours</b></li> <li>• Project oversight: <b>58 hours</b></li> </ul>		
--	--	--	--

*\*The pricing above is contingent upon OpenGov's current understanding of the project. Due to the complexity of projects like this, pricing may be adjusted upon further discovery sessions with the City to establish alignment between both parties on key objectives, expected timelines, future-state vision, etc. We look forward to meeting with you soon!*

# Sample Deployment Timeline

OpenGov's implementation timeline typically follows a 12-16 week schedule from project kickoff to the Go-Live date. Depending on the City's level of commitment to the project, availability, etc. We have the ability to expedite this process and deliver a faster, successful Go-Live date. This sample deployment timeline model, specific to the City of Kansas City, MO was carefully reviewed by both the OpenGov team and KCMO City Staff as we work backwards from September of 2022. The below timeline assumes a tentative project kickoff date in August of 2022 with milestones scheduled to Go-Live between September and December of this year. This timeline will allow for adequate training and validation of software and associated workflows between September - December of 2022 to ensure that the City Staff are set up for continued success for decades to come. Taking into consideration these factors, we do highly recommend beginning such a project by August of this year.

## Kansas City, Missouri - Sample Deployment Timeline



 **OPENGOV** Confidential, Do not share

\*The sample deployment timeline above is contingent upon OpenGov's current understanding of the project. Due to the complexity of projects like this, timelines may be adjusted upon further discovery sessions with the City to establish alignment between both parties on key objectives, expected timelines, future-state vision, etc.