
ERJETA DIAMANTI, Budget Manager

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MEMORANDUM

DATE: May 4, 2018

TO: Greg Harrison, City Manager

VIA: Suzette Sibble, Assistant City Manager

FROM: Erjeta Diamanti, Budget Manager *ED*

SUBJECT: Recommendation to purchase the OpenGov Cloud

Since November 2017, the Budget Office, IT Department as well as, the City Manager's Office, Development Services Department, Capital Improvement Team, and Public Communications Department have reviewed at least six different cloud based companies (OpenGov, Socrata, MySidewalk, Achieve it, Envisio, Bang the Table) that provide for various cloud based solutions such as: an interactive Strategic Plan module, access to open data sources from outside agencies, financial transparency, and the creation of the budget book document.

Based on the variety of services provided staff narrowed down the list to 2 (two) vendors: OpenGov and Socrata. During the final demonstrations scheduled on February 20, 2018 and March 21, 2018, respectively, both OpenGov and Socrata addressed these areas:

1. Allow creation of yearly Budget by user Departments, outside of Naviline, to be imported back into Naviline when done
2. Ease of creation of Budget book. Display our City Budget online with easy to use graphs and data
3. Has access to open data sources from outside agencies like FBI, Census and Voter data. Can easily manipulate this data to create different graphs and comparisons
4. Has a CIP Module
5. Has a partnership with Superior/Naviline to allow the display of internal Naviline data.
6. Has an online interactive Strategic Plan module
7. Citizen engagement

After much consideration and a lengthy and diligent evaluation of multiple software vendors, staff reached into conclusion and made the recommendation to move forward with a contract for

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the OpenGov Cloud software and services. Staff has determined that the OpenGov Cloud is the most powerful and complete solution available. OpenGov is also the best long term partner for the City.

Staff and OpenGov have successfully negotiated a 5-year agreement which includes an overall 24% discount (including the one-time implementation fee for the first year), additional pricing concession and hands on onsite support to deliver their powerful software to the City; subject to Commission approval. Please find below itemized pricing schedule – Exhibit A.

About OpenGov and software

OpenGov is the leader in cloud-based tools purpose built for local government. The City has partnered with OpenGov since FY2016 and we are live with the Financial Transparency Tool that allows residents, businesses and visitors to visualize the City's annual budgets from FY 2010 to present: http://pompanobeachfl.gov/pages/budget_opengov/opengov

OpenGov complete solution is the only platform that provides capabilities for every critical part of our City functions. The OpenGov Cloud is also the only platform that is powerful enough to help transform our City, while providing ease of use for all users.

Currently, OpenGov has partnered with over 1800 governments, including dozens locally like Fort Lauderdale, Miami Beach, North Miami, Aventura, Plantation and many others.

Finally, OpenGov has provided a detailed project plan to ensure a smooth rollout and support while we launch their tools. Their team will provide multiple resources and take a hand-holding, phased approach to delivery of the platform.

OpenGov platform will provide the following software components:

- **Budgeting and Planning:** The OpenGov platform will provide an end to end budget development solution that will drastically modernize and streamline the City's current process. The Budgeting and Planning tools will allow the City departments and budget staff to reduce manual and clerical efforts during the budgeting process, provide a central collaborative location to develop budget numbers and evaluate scenarios, project workforce and personnel costs, and ultimately provide the publication of the budget document. This part of the OpenGov Cloud will provide the greatest efficiencies to City

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staff and provide powerful analytical capability to allow us to be forward thinking in our future strategy for the City.

- **Citizen Engagement:** The OpenGov platform will allow us to effectively communicate our Strategic Plan to the public, provide transparency to the community and build trust with our citizens. The OpenGov team supported our citywide Open Data Hackathon by providing a portal to enable the event. Additionally, the OpenGov platform will provide the ability for us to poll and survey our constituents in an online format for wide reaching feedback. This will provide our City Commissioners and Leadership the ability to understand feedback on our strategic plan and priorities from the entirety of our community.
- **Performance Management and Strategic Planning:** The OpenGov platform will enable the City to track our Strategic Plan internally in easy to use dashboards, while providing administration and department heads the ability to see executive views of city performance. OpenGov uniquely ties together our financial and non-financial data from across the City's current systems and ties it together in a single source of truth. OpenGov will provide internal efficiencies and streamline information sharing tied to our new Strategic Plan, which will increase data-driven decision making. The City is currently utilizing Achieve it as a performance management software, however our intent is to move forward with one solution.

We appreciate your consideration of our recommendation; an agenda item will follow up upon your approval.

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OpenGov Cloud Quote - Pompano Beach, FL- Exhibit A						
Budgeting and Planning	Description	Effective Date	End Date	List Price	YTD Spent FY 2016-18	Offer Price
Budget Builder	Collaborative Cloud-based Budgeting and Forecasting Module	5/1/2018	4/30/2023	\$47,023.00		
Budget Book (automated publication of Budget Book)	Automated publication of Budget Book	5/1/2018	4/30/2023	\$18,700.00		
Workforce Planning	Payroll and benefit projection and budgeting	5/1/2018	4/30/2023	\$10,687.00		
Totals:				\$76,410.00		\$59,748.00
Operational Performance		Effective Date	End Date	List Price		
Reporting and Analysis	Current Financial Transparency site	5/1/2018	4/30/2023	\$32,483.00	\$45,000.00	\$15,000.00
Performance Measures	Strategic Planning Dashboards	5/1/2018	4/30/2023	\$21,114.00		\$5,444.00
Strategic Initiative	Includes Capital Improvement Plan Database and mapping of the CIP	5/1/2018	4/30/2023	\$0		\$0
ERP Integration (current automated data connection to NaviLine)	Current automated data connection to NaviLine			\$3,875.00		\$700.00
Totals:				\$57,472.00		\$21,144.00
Citizen Engagement		Effective Date	End Date	List Price		
Story Builder	Narrative rich citizen facing pages	5/1/2018	4/30/2023	\$19,420.00		
Surveys and Feedback	Citizen input, surveys and forums	5/1/2018	4/30/2023	\$17,952.00		
Totals:				\$37,372.00		\$26,398.00
Open Data Portal		Effective Date	End Date	List Price		
Open Data Portal Level II		5/1/2018	4/30/2023	\$29,800.00		
Agile Services (Professional Services Hours)		5/1/2018	4/30/2023	\$7,524.00		
Totals:				\$37,324.00		\$37,324.00
One-time Fees						
One-time implementation Fee for Financial Transparency Tool					\$3,000.00	
One-time implementation Fee for the ERP Integration System					\$3,605.00	
Totals:					\$6,605.00	
			Total:	\$208,578.00	\$58,210.00	\$144,614.00

One-Time Deployment Fees FY 2018		Hours	Fee
Budgeting and Planning		220	\$34,100
Budget Book Premium On-boarding Package (Fixed Fee)			\$12,500
Operational Performance		108	\$16,740
Citizen Engagement		108	\$16,740
Open Data (Standard Deployment) (Fixed Fee)			\$4,900
Total:			\$84,980.00
Total Pricing		Year	Total Price
		Year 1	\$144,614.00
		Reduction Year 1	-\$60,974.00
		Reduction Paid in FY 2018	-\$15,700
		One-Time Deployment Fee	\$84,980.00
		Total First Year FY 2018	\$152,920
		Year 2-5 (per year)	\$144,614.00

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cc.	Gene Zamoski, Chief Information Officer Brian Donovan, Assistant City Manager Phyllis Korab, Assistant City Manager Brenda Joseph, Budget Analyst Sandra King, Communications and Marketing Director David Recor, Development Services Director Jennifer Gomez, Assistant Development Services Director John Sfiropoulos, City Engineer Horacio Danovich, CIP Manager	
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