

7 Steps to Getting Your Head in the Cloud Where It Should Be... and How to Keep It There

True cloud-based software solutions are exactly where your technology strategy should be headed. For local government jurisdictions, the benefits are just too great to bury your head in the sand. So, how do you launch your IT strategy into the stratosphere rather than keeping it grounded in outdated technology? With apologies to the great astronaut, Neil Armstrong, here are the seven small steps your jurisdiction can take today to make one giant leap for your constituents.

1 The True Cloud is NOT Fake...and Neither was the Moon Landing

Let's get one thing straight right off the launch pad. The cloud is a principle; not a software version. Long accepted in the private sector, the list of benefits gained by utilizing the cloud for your local GRP (Government Resource Planning) system could reach to the moon and back. Well, maybe not quite, but the simple fact is that you can better serve the citizens in your jurisdiction from the cloud. And do it with fewer headaches and sleepless nights.

The Benefits of True-Cloud Software

- **Everybody using the software is using the same, latest version** — product upgrades are fast, regular and at no additional cost. There are no compatibility issues nor hidden fees.
- **You can trust the cloud** — the state-of-the-art security and technical resources provided by cloud data centers are at a level no single jurisdiction can afford.
- **You don't have to download any software to your computer** — gone are the days of tedious, problematic and time-consuming software upgrades that often came with significant service fees from on-premise software vendors.
- **Get access anywhere at any time on any device** — because the software is accessed via the internet, you can work 24/7/365.
- **Get a 360° view of your business** — true-cloud solutions can be easily integrated with other systems, whether those systems are cloud based or not.
- **Low TCO (total cost of ownership)** — the multi-tenancy approach shares the common aspects of the software while only costing you for any additions necessary and specific to your needs.
- **You can still make a true-cloud system your own** — the flexibility to service your own application allows you to manage, maintain and configure it immediately.

How to Avoid Fake-Cloud Systems

Use this pre-launch checklist to avoid purchasing a system that is not truly in the cloud. If the vendor's answer is NO to any of these questions, scrap the launch and look for a True-Cloud Solution.

- Do you host, maintain or manage your own solution?
- Are all of your current customers using the same version of your software?
- Are software upgrades free of charge?
- Is it true that consulting or implementation services are not required for software upgrades?
- Do you provide solutions with an open API?
- Can customers execute their own business-specific customizations within the system?

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2 To Boldly Go Where the Private Sector... Has Gone Before AND Arrived Safely

Cloud computing has long been the accepted and preferred platform for private sector companies. Why is it not the same for the public sector? Why do local government jurisdictions shy away from the benefits of using cloud-based software?

First is the issue of security. Cloud-based computing gives you best-in-class data center security systems at a level no local government jurisdiction can afford. The private sector learned long ago that their data was more secure in the cloud and that the cost of that security was much less with a cloud-based software vendor.

Another concern in the public sector is the lack of need for IT support of cloud-based systems. Use of cloud technology has not only changed the focus of IT professionals in the private sector, but has also enabled system end users to move into the realm of promoting thought-leadership. Cloud-based software is easy to use, flexible and customizable which affords time to everyone in every role using the system to focus on being strategic change agents for their organizations. This approach has the ability within the public sector to provide the best possible services to their constituents and save tax dollars while doing so. The key here is to invest in people, not infrastructure.

3 Gravity is a Good Thing...Unless It's Holding You Down from Moving Up

It takes a lot of power to escape the Earth's atmosphere, and that's exactly what cloud computing can give your jurisdiction — the power to increase the level of service to your constituents astronomically! So, what's holding you down?

You're undoubtedly "version locked" into your existing GRP or other specific software, and you've never had the extra funds to budget for expensive upgrades. Here are some of the ways your legacy software applications are not only holding you down, but actually harming the way you provide services to your jurisdiction:

- You're spending your valuable, yet limited, IT budget on maintenance instead of innovation
- You fail to provide your constituents with the Internet-based services they are demanding

- Your constituents complain they are frustrated because they can not access your legacy system 24/7/365
- Lack of transparency causes citizens to question your jurisdiction's business decisions and tax-funded expenditures
- Your workforce in the field is inefficient and frustrated because they can't work anywhere, anytime



4 Ditch the Dinosaurs...Evolve Your Technology in a Matter of Minutes

Outdated systems can not provide your citizens nor your workforce with the information they need at any time, from anywhere and on any device with a lumbering, T-Rex sized system that ravenously consumes your data, but then refuses to give it back in the form of accurate, instant and intelligent reports.

Lack of Good Reporting Causes Bad Business Decisions



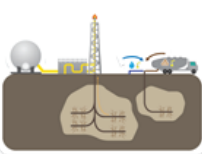


A common complaint we hear all too often is that departments within local governments simply can not easily retrieve meaningful reports from their legacy systems...sometimes not at all. And don't even think about trying to aggregate information about what's going on in a completely different department.

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True-cloud systems provide real-time, on-demand reports that you can easily configure yourself and that include any of the information stored in the system by any department from any location. Dashboards are updated instantly and should be the first thing you look at each morning when you log in to your cloud ERP system. You get all the information you need to react to problems proactively, schedule workforce and projects, check expenditures versus available budget and guarantee that you'll make the very best business decisions for your community.

You need to evolve your systems to match how the world functions technologically today and also be flexible enough to constantly change with technology advances; which seem to happen every single day! Stay one step ahead of the game and you'll have a well-functioning government entity.

State of Technology Today

Dinos 	Struck Oil! 	Fracking 	New Paradigm 
Mainframe Applications	Client-Server Windows UI Applications	"Fake Cloud" (Hosted, "Browser Based", RIA)	

Replace Your Outdated ERP with a True-Cloud GRP System that Can Begin Delivering Value to You and Your Constituents Quickly

If the mere thought of migrating to a new system makes you feel like you're being chased by a T-Rex, have no fear. Not only will you survive the new system implementation, you'll also be the hero amongst your co-workers and citizens as the person who brought cloud computing to your jurisdiction. Here's what we have discovered after years of experience implementing cloud-based software systems:

- Make sure the implementation approach is driven by business process, not technology
- Purchase a cloud-solution that can be implemented in a matter of weeks; not months or years
- Use an implementation methodology that minimizes errors, speeds up time to value and decreases wait time for users

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The Cloud is Not Alien Technology... “Mere Mortals” Can Quickly Become Power Users

True-cloud software can significantly reduce training costs because it can be so easy to use. We kept that concept top-of-mind when we built GovSense.

- We specifically and purposefully created GovSense to bring quality software to local government.
- We ensured that implementation and support services were streamlined for ease-of-use and improved user experience during and post-implementation.
- A consistent look and feel is provided across departments and devices. You can also enjoy pre-made workflows as well as the ability to create your own custom workflows.
- You'll experience an extremely high adoption rate across your entire internal user base due to the system's ease of use.
- GovSense utilizes persona-driven usability so that each user only sees the functionality they need.
- The seamless user experience caters to each application and/or process to ensure there are no extraneous or redundant data fields.
- Your constituents and contractors will get the same experience when they are able to conduct business online without any complexities or hassles.

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Remember When We Thought We'd All Have Flying Cars by Now. . . What Does the Future Look Like?

Not all predictions about the future have come true...but some certainly have! Smart phones are truly an idea straight out of science fiction, as are smart watches, driver-less vehicles, drone deliveries, robotics, social media, wireless connectivity...and the list goes on and on. If you are a person who has never lived without the internet, then you are likely of the millennial generation...and you are about to change the face of how local governments work and conduct business.

This is a change that jurisdictions should be preparing for now to ensure smooth transitions and uninterrupted services to their communities. We confidently predict that in the next four years, we'll see a revolutionary change in the local government workforce. This is due to previous generations reaching retirement age which will, in turn, necessitate an influx of millennials into public

sector jobs. And, we don't think that means an uptick in staffing levels. Government jurisdictions will still be expected to “do more with less.”

Consider this. If you implement a cloud-based GRP system for your jurisdiction now, you will actually be able to attract more millennials to vacancies as jobs open up due to retirements. Millennials see state-of-the-art technology as a high priority when considering job offers, so it will be very difficult to attract a younger workforce with outdated technology.

This proactive and preemptive decision can provide the time needed to train those millennials to be the leaders of the future... because they will be, and they need the benefit of mentoring from those considering retirement soon.



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The Laws of Physics Say You Can't Travel at the Speed of Light...With True-Cloud Software It May Feel Possible

Compared to the legacy systems you are using today, we hope that you better understand how true-cloud technology can speed everything you do. Particularly if your current system is due for yet another painful upgrade, it's time for you to race to a true-cloud system. You really can rise to the challenge of “doing more with less” and you can achieve your ultimate goal of improving the lives of the citizens of your communities.

We set out to create a superior solution to empower local governments to run on the same modern solutions that have revolutionized efficiency for private sector businesses for the past decade. GovSense gives you the 360 degree view of your community that you need to operate at the speed of light, providing your internal workforce, contractors and, most importantly, your constituents with the best possible services.