

## GovSense – The First Unified Financial Management Software System for Local Government

GovSense is a true-cloud financial management software solution focused exclusively on the needs of local government jurisdictions. By creating seamless interdepartmental collaboration, GovSense paves the way for greater transparency, fluid communication and in the end, happier citizens because processes are quick and painless.

### GovSense is the Perfect Fit for Jurisdictions Requiring Financial Management Software

GovSense can help you quickly implement an integrated software solution for all your financial management needs. Here are just a few of the reasons to choose GovSense:

- You will benefit from having a unified platform for financial management that incorporates all the functionality you need, all in one place. This approach gives you the “one source of truth” you need to ensure accurate, transparent and collaborative access to all departments.
  - GovSense is a cost-effective solution that delivers real value because it was built around the business processes of local jurisdictions.
  - GovSense experts cultivate their technology proficiency and ability to recognize the needs of local government jurisdictions to preemptively deliver software, best practices, and quick time-to-value adoption.
  - With restrictive budgets and unreliable tax revenue streams, GovSense supports the investment made in our software today with long-term benefits to local governments that include longevity, reliability and ease of maintenance.
- As a true-cloud solution, we are dedicated to empowering local governments to run on the same modern solutions that have revolutionized efficiency for the private sector. The fundamental benefits of the GovSense cloud solution are:
    - **Multi-tenancy:** Everyone using the software is always using the latest version with updates happening automatically at times that do not disrupt normal business. Tedious upgrades and hidden fees are eliminated.
    - **Data redundancy:** All information is strategically duplicated for backup and recovery in global data centers, providing a vital additional level of security.
    - **Data maintenance:** Multiple layers of security and highly trained 24-hour support teams maintain all data in the data centers.
    - **Lower total cost of ownership:** Fewer resources are required, costs for the common aspects of the software are shared, and the software is scalable to meet the changing needs of any local jurisdiction, no matter its size.
    - **Work anywhere, any time, on any device:** Instant access via the internet removes barriers to getting work done.
    - **Seamless integrations:** GovSense can be easily integrated with other systems, whether those systems are cloud-based or not. Integrations can be customized, eliminating the need to incur costs every time a change is needed to the application.

**GovSense enables local governments to gain a 360° view of their jurisdictions.**

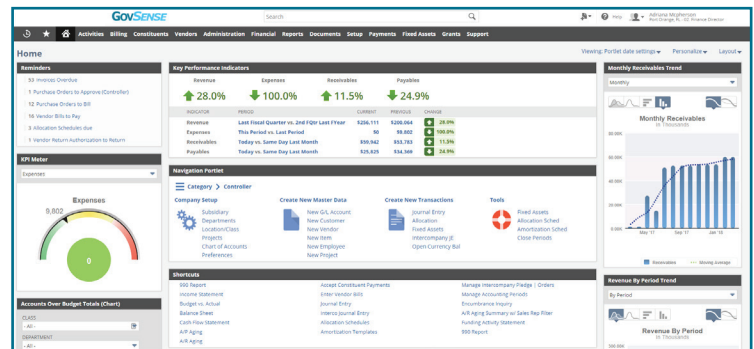


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### GovSense Financial Management Features that Help Jurisdictions Build Smart Communities

**Accounting** — Local government jurisdictions today demand a financial management solution that is flexible enough to accommodate dynamically changing needs. With GovSense, you can optimize accounting efficiencies, eliminate manually-intensive spreadsheet-based reporting, and improve employee productivity. You can streamline all of your financial processes, including accounting, accounts payable and accounts receivable. Because you control your own data, you can:

- expedite accounting and closing processes while running accurate, dependable reports.
- process card payments quickly and easily with our PCI compliant processing system.
- set up and configure an unlimited number of workflows to streamline the subtasks that slow you down, while maintaining good internal controls.
- access consistent real-time data from a single, jurisdiction-wide system (in formats from dashboards to full reports) without relying on a data analyst to retrieve the numbers.



**Budgeting** — The importance of sound budgeting at the local government level can not be over emphasized since the annual budget determines which projects and services will be funded to serve your communities and constituents. By using the advanced budgeting capabilities of the GovSense software system, jurisdictions gain visibility across all departments to report on budget allocations and expenditures with confidence. Specifically, you can:

- decrease the time it takes to create, analyze and adjust budgets with quickly customizable budgeting functions.
- plan faster and make more informed decisions for your entire jurisdiction because all stakeholders are working from the same budget produced from a single system that represents “one version of the truth.”
- create detailed personnel planning over any capital improvement projects, budget forecasts and audit logs with just a few clicks.
- manage financial projections against actuals with powerful, yet easy-to-use budgeting and forecasting tools.

The screenshot shows the 'Budget vs. Actual' report in GovSense. It's a detailed financial statement with columns for Financial Item, Amount, Budget Amount, Amount Over Budget, and % of Budget. The report is organized by department and expense type.
 

FINANCIAL ITEM	AMOUNT	BUDGET AMOUNT	AMOUNT OVER BUDGET	% OF BUDGET
<b>Total - 8200 - Facility &amp; Equipment Expenses</b>	\$34,216.16	\$17,110.16	\$17,106.00	200.00%
8200 - Travel & Meetings Expenses	\$510.00	\$2,000.00	(\$1,490.00)	25.00%
8200 - Travel, Meals & Entertainment	\$1,320.00	\$1,200.00	\$120.00	110.00%
8200 - Conferences, Conventions, Meetings	\$1,320.00	\$1,200.00	\$120.00	110.00%
<b>Total - 8300 - Travel &amp; Meetings Expenses</b>	\$1,830.00	\$3,200.00	(\$1,370.00)	57.19%
8300 - Other Expenses	\$0.00	\$0.00	\$0.00	0.00%
8300 - Insurance Expense	\$0.00	\$2,000.00	(\$2,000.00)	0.00%
8300 - Property & Casualty	\$0.00	\$2,000.00	(\$2,000.00)	0.00%
8300 - Workers' Compensation	\$0.00	\$2,000.00	(\$2,000.00)	0.00%
8300 - Disability	\$0.00	\$2,000.00	(\$2,000.00)	0.00%
<b>Total - 8300 - Insurance Expense</b>	\$0.00	\$6,000.00	(\$6,000.00)	0.00%
<b>Total - 8500 - Other Expenses</b>	\$0.00	\$6,000.00	(\$6,000.00)	0.00%
8500 - Advertising Expense	\$9,170.00	\$2,000.00	\$7,170.00	458.50%
8500 - Miscellaneous Expenses	\$7,660.00	\$10,000.00	(\$2,340.00)	79.83%
8600 - Business Expenses	\$0.00	\$0.00	\$0.00	0.00%
8600 - Rent Expense	\$0.00	\$800.00	(\$800.00)	0.00%
8600 - Taxes & Licenses-Other	\$0.00	\$800.00	(\$800.00)	0.00%
8600 - Taxes & Licenses-Other	\$0.00	\$800.00	(\$800.00)	0.00%
8600 - Business	\$0.00	\$800.00	(\$800.00)	0.00%
8600 - Vehicle Registration	\$0.00	\$800.00	(\$800.00)	0.00%
<b>Total - 8600 - Taxes &amp; Licenses-Other</b>	\$0.00	2,400.00	(2,400.00)	0.00%
8600 - Other Expenses	\$0.00	\$400.00	(\$400.00)	0.00%
<b>Total - 8600 - Business Expenses</b>	\$0.00	3,600.00	(\$3,600.00)	0.00%
8600 - Other Expenses	\$49.02	\$800.00	(\$750.98)	6.24%
8600 - Other Expenses	\$0.00	\$4,000.00	(\$4,000.00)	0.00%
<b>Total - Expense</b>	111,338.08	139,500.00	(28,161.92)	79.81%
<b>Net Ordinary Income</b>	1,105,271.86	(163,100.00)	1,268,371.86	-476.44%
<b>Other Income and Expenses</b>				
8800 - Other Expenses	\$65.45	\$0.00	\$65.45	0.00%
8800 - Unrecovered Costs	\$0.00	\$0.00	\$0.00	0.00%
8800 - Other Expenses	\$0.00	\$0.00	\$0.00	0.00%
8800 - Interest-General	\$10,134.40	\$2,000.00	\$8,134.40	506.72%
8800 - Insurance Expense	\$0.00	\$2,000.00	(\$2,000.00)	0.00%
8800 - Membership Dues - Organization	\$0.00	\$2,000.00	(\$2,000.00)	0.00%
<b>Total - 8800 - Other Expenses</b>	\$10,134.40	\$6,000.00	\$4,134.40	168.91%
8800 - Other Expenses	\$0.00	\$0.00	\$0.00	0.00%
<b>Total - Other Expense</b>	\$10,239.61	\$6,000.00	\$4,239.61	170.66%
<b>Net Ordinary Income</b>	(150,239.61)	(96,000.00)	-(54,239.61)	170.66%
<b>Net Income</b>	1,055,032.25	(159,100.00)	1,214,132.25	-466.39%

## GovSense – The First Unified Financial Management Software System for Local Government

### GovSense Financial Management Features that Help Jurisdictions Build Smart Communities

**Fund Management** — Because of their sources of revenue, such as taxes, grants, appropriations, SPLOSTS, etc., local jurisdictions use fund accounting principles to track how various funds are used in accordance with restrictions placed on the fund allocations. Your constituents require the transparency you can provide by using GovSense to accurately measure and report on the funds' expenses, confirming that these dollars are being spent as originally earmarked. GovSense fund accounting functionality enables you to:

- streamline period-end activities and resolve any problems with fund allocations before they occur or escalate.
- ensure accountability by easily identifying the sources of your jurisdiction's funds and demonstrating how efficiently the funds are being used according to their designated purposes.
- see consolidated results in real-time for any fund at a summary level, and all the way down to the underlying transactional details without relying on IT to produce custom reports.
- alleviate your fund accounting challenges with configurable workflows that support the checks and balances you need to stay on track and accountable.

**Asset Management** — GovSense helps you precisely manage the wide variety of assets your jurisdiction uses to deliver quality services to your constituents. The software makes it easy for you to meet the strict requirements of your asset management policy, developed to ensure tax dollars spent on assets are fully utilized, maintained and safeguarded. GovSense lets you systematically and consistently account for and inventory all assets by:

- maintaining your established capitalization thresholds to accurately classify property as capital assets or operating costs.
- providing inter-departmental collaboration to report inventory changes in a timely manner, such as asset transfers, dispositions or acquisitions.
- producing preconfigured reports, such as asset registers and depreciation schedules, including reports that help facilitate periodic inventories and assessments of property condition.
- tracking maintenance records and notifications of needed service and repairs to improve asset utilization and extend the life and performance of the asset investments.

**Funding Activity Statement**

FUND/CLASS	NO FUND CLASS		RESTRICTED FUNDS		UNRESTRICTED FUNDS		TOTAL	
	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount
Beginning Cash Balance	\$644,130.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25,975.00	\$670,105.28
<b>Income</b>								
5300 - Investment Revenue								
5320 - Dividends & Interest - Securities	\$10,000.00	\$7,950.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$17,950.00
Total - 5300 - Investment Revenue	\$10,000.00	\$7,950.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$17,950.00
4000 - Revenue from Direct Contributions								
4000 - Revenue from Direct Contributions	\$1,042.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$19,944.42	\$20,987.41
4020 - Corporate Contributions	\$0.00	\$39,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$39,000.00
4010 - Individual/Small Business Contributions	\$355,400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$114,544.00	\$469,944.00
Total - 4000 - Revenue from Direct Contributions	\$356,442.99	\$39,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$134,544.00	\$495,942.99
4200 - Revenue from Non-government Grants								
4210 - Corporate Business Grants	\$0.00	\$50,000.00	\$0.00	\$25,000.00	\$25,000.00	\$0.00	\$10,000.00	\$85,000.00
4220 - Non-Profit/Other Grants	\$0.00	\$197,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$197,000.00
Total - 4200 - Revenue from Non-government Grants	\$0.00	\$247,000.00	\$0.00	\$25,000.00	\$25,000.00	\$0.00	\$10,000.00	\$422,000.00
5400 - Revenue from Other Sources								
5400 - Misc Revenue	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,017.05	\$4,017.05
Total - 5400 - Revenue from Other Sources	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,017.05	\$4,017.05
5800 - Special Events								
5810 - Special Events - night revenue	\$6,011.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$6,011.00
Total - 5800 - Special Events	\$6,011.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$6,011.00
<b>Total - Income</b>	\$272,486.14	\$263,950.00	\$0.00	\$25,000.00	\$25,000.00	\$25,975.00	\$134,544.00	\$711,426.69
<b>Cost of Sales</b>								
5100 - Cost of Inventory Sold								
5110 - COGS Products	\$10,376.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,931.55	\$15,308.41
Total - 5100 - Cost of Inventory Sold	\$10,376.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,931.55	\$15,308.41
<b>Total - Cost of Sales</b>	\$10,376.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,931.55	\$15,308.41
<b>Expenses</b>								
5200 - Advertising Expenses	\$300.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$6,200.00	\$6,500.00
7500 - Contract Service Expenses								
7510 - Legal	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$12,000.00	\$12,000.00
Total - 7500 - Contract Service Expenses	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$12,000.00	\$12,000.00
8200 - Facility & Equipment Expenses								
8210 - Deprec & Amort - Non-Allocable	\$255.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$31.25	\$286.90
8210 - Maint. Repairing other Occupancy	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$7,400.00	\$7,400.00
Total - 8200 - Facility & Equipment Expenses	\$255.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$7,431.25	\$7,686.90
8800 - Miscellaneous Expenses	\$0.00	\$7,008.00	\$0.00	\$0.00	\$0.00	\$7,008.00	\$885.00	\$7,893.00

**Service Request**

SERV1012

STATUS: **Active**

REQUESTER: **Chris McManis**

REQUEST TYPE: **Open**

REQUEST CATEGORY: **Other**

PROJECT TYPE: **Engineering**

PROJECT: **PRJ-1002 Fire Control - Effort - SRP Control**

REQUEST DATE: **4/1/2017**

REQUEST LOCATION: **SRP Control**

REQUEST STATUS: **Open**

REQUEST PRIORITY: **Medium**

REQUEST LOCATION: **SRP Control**

REQUEST DATE: **4/1/2017**

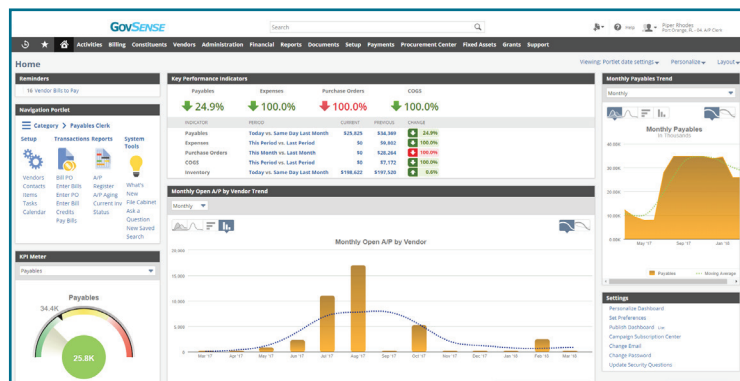
REQUEST LOCATION: **SRP Control**

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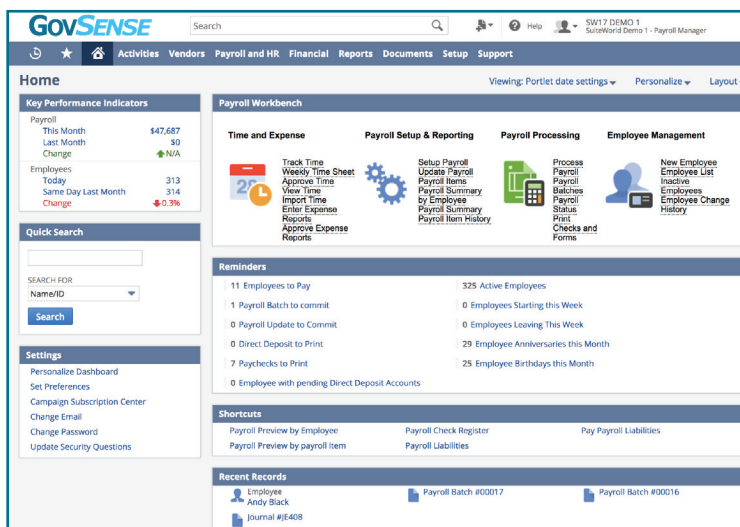
**Utility Billing** — Online utility billing and payments are a must-have for modern jurisdictions; your constituents demand the service and you need to take full advantage of the resource savings it provides. Often dismissed as being “easier said than done,” GovSense can truly make it easy for you to provide secure, dependable and efficient online utility billing. This software module provides benefits to both the jurisdiction and your citizens by:

- reducing in-person visits and phone calls that save constituents' time and make it easier for you to manage billing history, resolve issues and receive revenue faster.
- helping you easily analyze consumption trends based on real-time data.
- eliminating paper processes so you have access to complete data and can track payments and historical information.
- providing easy-to-produce, preconfigured reports that facilitate audits, conflict resolutions and increase accuracy of trend data for better decision making.



**HCM/Payroll** — GovSense helps drive efficiency for your jurisdiction by integrating HR functionality into the same software suite that you can use to run every aspect of your organization, eliminating repetitive and manual processes. The system includes powerful functionality to manage your core HR and workforce management processes, including customizable workflows and reports. The primary features of GovSense HCM/Payroll are:

- payroll, which is integrated with GovSense accounting features so employees' time entry and attendance translates directly to their payroll with no manual data entry.
- time-off management that allows you to create customized time-off plans, automatic time-off accruals and leave balance reports that help employees and managers proactively plan and approve vacation time.
- HR reporting and analytics that provides out-of-the-box reports and dashboards, including overviews of head count, growth and turnover trends.
- the employee directory, which helps employees quickly find and contact the right people for specific issues in your jurisdiction, using keywords to search across all aspects of an employee's profile.

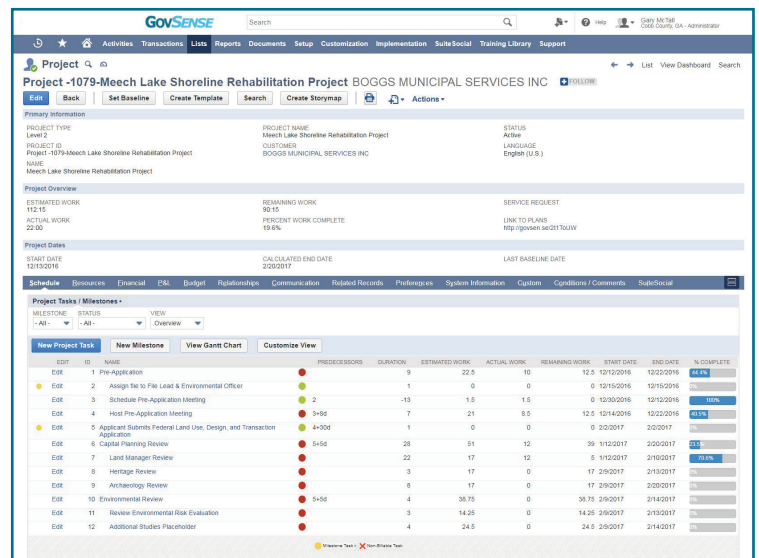


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**Project Management** — GovSense provides project management capabilities that enable you to accurately plan, track and execute projects. Project managers and coordinators get real-time visibility into project status and finances. You can manage responsibility, resource allocation, deadlines and run reports all from one system. GovSense greatly increases your ability to deliver projects on time and on budget with:

- global automation of tasks, notifications and reminders with complete visibility by all members of the project team.
- robust project accounting features that include tracking detailed transaction data, supporting multi-year projects, assigning user-defined project codes and templates, and allocating to specific fund accounts.
- detailed data elements let you keep projects on track with comprehensive filtering capabilities that help ensure milestones are met, even when managing multiple projects and types.
- reporting that includes Gantt charts for visual analytics, reports that satisfy local, state and federal requirements and details about all expenditures by funding source.



**Economic Development** — Energize your jurisdiction through economic development initiatives that will lead to financial, social, and quality of life improvements for your community. GovSense helps you manage the entire lifecycles of projects and incentives, while collaborating with businesses to ensure retention and expansion. GovSense helps your jurisdiction better compete for and win new economic development projects, with features including:

- robust CRM functionality gives you comprehensive data for all companies, brokers, site selectors, tenants, etc., in a "lead to selection" process.
- utilize marketing automation to engage with these parties and promote the benefits of developing in your community.
- create, manage and assign bonds and incentives to leads, projects and companies whether offered by your community or third parties.
- leverage your community's current investment in ESRI technologies to empower economic developers to consume and share data on a map.

