About GovSense

GovSense empowers jurisdictions with flexible, easy-to-use software that enables collaboration in finance and accounting, budgeting, utility billing, fund and project management, economic development, asset management, GIS, inspections and enforcement, planning, and permitting and licensing.

In addition, the company's implementation approach is driven by business processes, not technology. GovSense utilizes an implementation methodology that results in rapid time to value for all jurisdictions, regardless of what challenges specific departments face. The company delivers user-friendly software solutions tailored to jurisdictions' requirements in weeks and months, not months and years.

Contents

GovSense (GVS)

Stakeholder(s):

Communities :
Technology to empower communities.

Local Governments :
GovSense built the first unified, true-cloud solution designed specifically for local government

GovSense Founders :
The GovSense founders have over 40 years of experience with on-premise solutions consulting private companies in professional services They leverage the cloud and what they know about companies' processes to improve government processes in a revolutionary way. Not only does the GovSense team know how to manage professional services for your organization, they also know how to manage them internally — managing people, time and tasks. Putting these services in the cloud allows GovSense to achieve these goals better, smarter and faster!

Paul Cammisa :
Co-Founder ~ GovSense Co-Founder Paul Cammisa has over 30 years of finance, technology and business operations experience and has managed and supported multinational enterprises as well as small to medium sized organizations. Paul brings his expertise in the areas of business and systems strategy, systems design and implementation, financial and operations management, and business process improvement to local governments.

Gary McTall :
Co-Founder ~ GovSense co-founder Gary McTall spent 10 years consulting and designing software solutions for local governments, but he was always running into limitations in the on-premise software. After consulting private equity firms and software companies on cloud solutions, he felt it was imperative to bring innovation to government.

Vision

Jurisdictions save time and money from improved efficiencies, complete transparency and streamlined operations

Mission

To empower jurisdictions with technology

Values

Technology:

Gain a 360° view of your community ~ GovSense empowers your jurisdiction with technology that helps you save time and money from improved efficiencies, complete transparency and streamlined operations.

Innovation

Growth:

The Solution that Grows with You – Buy it all at once; or one module at a time

Data:

Trust Your Enterprise Data – Rely on a single version of the truth across all departments

Transparency:

Transparent from Day One – Get easy inter-department access to all data

Trust

Rapidity:

Fast Implementation – Get up and running in just weeks and months; not months and years

Independence:

Any Device, Anytime, Any Where – Securely access all your information on the go | No Reliance on IT – Benefit from the multi-tenancy approach of a true-cloud solution

The Cloud:

We deliver innovation with a true-cloud solution ~ The cloud has always been our guiding principle. Other software vendors will tell you that their solution is "now cloud based" or "lives in the cloud" or is "privately hosted in the cloud for your security." But we set out to do something radically different to improve the overall user experience.

Planning:

We built the first true-cloud GRP (Government Resource Planning) solution designed specifically for local governments.

1. Land Management

Manage land

1.1. Planning

Enable collaboration to manage short- and long-term growth plans

Technology that enables collaboration with constituents and all other internal departments to best manage your community's short- and long-term growth plans.

Clear time for your planning department staff to focus on what's really important

The demanding process of moving from application to approval often involves the collaboration of internal and external stakeholders, council members and citizens. Historically, managing both the unique needs of these parties and regulatory procedures have taken talented resources away from short- and long-term planning initiatives to manage arduous tasks and processes manually, without automation or reminders.

GovSense provides planning professionals the ability to:

- Automate tasks, notifications and reminders that include inviting applicants, team members and citizens into the planning process.
- Manage responsibility, resource allocation and deadlines from one location, and monitor open items across the jurisdiction with fully configurable dashboards.
- Maintain and connect all relevant research in one centralized location enabling jurisdictional planners to present plan recommendations effectively.
- Create workflows that are as unique as each planner's role and repurpose the workflow templates to gain additional efficiencies.
- Integrate to a host of the commonly used plan review applications available on the market today.
- Easily generate letters with auto-populated merge fields from GovSense data using pre-designed templates.
- Schedule meetings quickly in the calendar module to help manage events such as hearing dates.
- Manage all documents associated with every plan all in one place with quick and easy access.

Stakeholder(s):

Planning Departments   **Constituents**

1.2. Permitting

Simplify and speed permitting processes

Permitting system software that helps you keep up with the pace of always-busy permitting departments.

Simplify and speed the complex steps in the permitting process to best serve your constituents

The countless processes, codes and rules that must be followed during the permitting process demand collaboration between departments and efficient workflows. The GovSense unified permitting system software helps jurisdictions keep pace with normal and seasonal workloads to serve constituents quickly.

GovSense provides permitting professionals the ability to:

- Cut permit processing and review time significantly, which means jurisdictions receive revenue much faster.
- Provide high visibility so that inspectors' geographic, mapped locations are known at all times along with their progress on each scheduled inspection.

- Offer constituents the option and ability to submit permit applications online.
- Expedite the permitting process with custom forms that let users add permit requests quickly and subsequently alerts the next person in the workflow to take action.
- Give immediate access to data with a point-and-click report writer and global searches that help answer questions from constituents immediately.

1.3. Inspections

Provide visibility to inspectors and projects

Technology that provides the highest visibility to inspectors and projects ensuring streamlined, quality inspections every time.

Multi-tasking is standard operating procedure for inspection departments and GovSense helps you accomplish all required tasks easily, quickly and more accurately.

Inspections can keep departments extremely busy, especially during peak real estate development seasons. Efficiency in the inspection process is vital to provide the best service possible to your constituents. With the GovSense 360° view of all projects and team members, you can consistently assign the best inspector to each project. With our innovative map feature, your team can quickly understand where your inspectors are at any time geographically and the status of their progress.

GovSense enables inspection managers and coordinators to:

- Delegate project activities and inspections based on trade, location, availability or preference; set up project-specific inspection checklists.
- Plot color-coded inspections on a map; as an inspector moves from one job to another, the color of the plotted inspection will change accordingly, and you stay informed in real time.
- Schedule and view all inspections in one form to streamline routing, from any device at any time.
- Quickly schedule or reassign inspections, set up recurring inspections, process complaints and document calls from contractors from any mobile device.
- Ensure inspections are conducted and reported consistently to ensure a safe community, while eliminating paperwork with online inspection requests, scheduling and tracking.
- Integrate meetings and inspections to sync appointments with your calendar whether you use Outlook, Google Calendar or iCal.

Stakeholder(s):
Inspections Departments

1.4. Licensing

Processes licensing transactions

Technology that processes licensing transactions faster and with complete visibility across your jurisdiction.

Licensing software that supports the needs of both citizens and internal staff for every type of license request

No matter what type of license needs processing (alcohol, business, trade, professional, occupational tax, etc.), GovSense's business license software helps licensing administrators process the transactions significantly faster. Integrations with other business processes, such as permitting, inspections, or code enforcement, create a seamless process, promote collaboration and increase information visibility across departments.

GovSense business licensing functionality:

- Accommodates each jurisdiction's unique details, restrictions and variables, while still providing a fast, pain-free process to renew.

- Gives users the ability to generate documents for any license through the user-friendly interface.
- Allows constituents to access their license application through an online portal where they can view the status, renew online or begin another application.
- Helps licensing administrators keep pace with ever-increasing demands and regulation complexities.

1.5. Code Enforcement

Simplify, automate and speed the code enforcement

Technology that simplifies, automates and speeds the entire code enforcement process.

GovSense modernizes your code enforcement process helping officers and all code enforcement staff work more efficiently to provide the best service to your community's citizens

The GovSense Code Enforcement software module simplifies the resolution of municipal code violations for both code enforcement officers as well as constituents. Constituents see resolution in minutes instead of months with the system's streamlined ability to receive complaints and process them through the workflow.

GovSense enables constituents or users to:

- Report violations on the web which expedites the process for the code enforcement officers to inspect the violation and submit the appropriate action – warnings, fines, etc.
- Manage violations and complaints with an easy-to-use dashboard from which they can generate configurable and dynamic letters via mail merges.
- Utilize the calendar function to manage hearing dates, times and locations, with location information connected within the software to display other cases that have been attached to a specific location.
- Set real-time alerts on cases that can be adjusted to fit the particular details of each violation case.
- Integrate GovSense to your email platform, so that any emails users receive about a particular case are automatically attached to the record.

Stakeholder(s):
Code Enforcement Departments

1.6. Geographic Information

Manage geo-spatial information

Technology that integrates seamlessly with Esri to give you complete geo-spatial information.

The bi-directional integration to Esri is at the core of GovSense and is fundamental to our entire software solution

GovSense provides a seamless local government GIS experience. A geographic information system (GIS) helps gather, manage and analyze data. GIS is rooted in the science of geography and integrates into various data types. It analyzes spatial location and organizes multiple layers of information into visual renderings using maps and 3D scenes. With this unique capability, GIS reveals deeper insights into data, such as situations, patterns and relationships. Jurisdictions then use this geo-spatial data to make informed decisions and build smarter communities.

Geographic information is the key to smarter decision-making… …almost everything a jurisdiction does, whether in day-to-day or long-term planning, revolves around geography. Not only can GovSense's local government GIS module leverage and display the information on a web map, but it also interacts with the multitude of layers behind the scenes, connecting financial data with geographic data. This multilayered information is readily available on any device, mobile phone or tablet at any time.

GIS can be used to streamline internal processes as well play a vital role in Planning, Economic Development and Infrastructure decisions. Our local government GIS program can help improve workflows across

departments by providing you with data to solve real world problems like managing your fleet, tracking work orders or mapping streets . Mapping software is beneficial for any jurisdiction. GovSense GIS software supports both ArcGIS online and ArcGIS server.

GovSense GIS software enables jurisdictions to:

- Bring spatial data and spatial analysis to the general ledger, thereby gaining a 360-degree view of a person, parcel or transaction.
- Increase data visibility that eliminates redundant reports and removes unnecessary bottlenecks.
- Configure and tailor their integration to fit their community's unique needs.
- Leverage spatial data for non-traditional purposes such as planning and budgeting or economic development initiatives.
- Build out workflows to run analyses on spatial data and to write business rules leveraging spatial data in the graphic workflow engine.

Stakeholder(s):

GIS Departments   **Esri**

1.7. Economic Development

Build thriving communities

Economic development software that helps you build thriving communities for your citizens and businesses.

Govsense provides the automated collaboration you need with other departments, constituents and businesses to keep your finger on the pulse of your jurisdiction's growth and vitality

Energize your jurisdiction through economic development initiatives that will lead to financial, social, and quality of life improvements for your community. GovSense's economic development software module 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.

GovSense economic development software module features include:

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

2. Financial Management

Manage finances

2.1. Accounting

Provide visibility into accounting data and processes

Accounting software that gives you end-to-end visibility into all your accounting data and processes.

Streamline and automate manual accounting processes to increase efficiency and accuracy of all accounting processes

Local government jurisdictions today demand a financial management solution that is flexible enough to accommodate dynamically changing needs. With GovSense's accounting software for local government, you can optimize accounting efficiencies, eliminate manually-intensive spreadsheet-based reporting, and improve employee productivity. You can streamline all of your financial processes, including general ledger, accounts payable and accounts receivable.

Because you control your own data with GovSense's accounting software for local government, you can:

- Expedite accounting and closing processes while running accurate, dependable reports.
- Access consistent real-time data from a single, jurisdiction-wide system (in formats from dashboards to full reports) without relying on a data analyst or any help from IT to retrieve the numbers.
- Process card payments quickly and easily with our PCI compliant processing system.
- Self-sufficiently set up and configure an unlimited number of workflows to streamline the subtasks that slow you down, while maintaining good internal controls.
- Generate required GASB and CAFR reporting, as well as compliant Chart of Accounts.

2.2. Budgeting

Expedite the budgeting processes

Government budgeting software that enables your jurisdiction to expedite the budgeting process.

Ensure essential constituent services are adequately funded with comprehensive visibility of budgets from all your jurisdiction's departments

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 government budgeting software module of GovSense, jurisdictions gain visibility across all departments to report on budget allocations and expenditures with confidence.

In most jurisdictions, slow, static manual planning processes still inhibit the kind of informed decision-making needed to be agile and navigate today's communities. Our goal is to help you break free from this mold and begin an active planning process. With GovSense you'll save time, get greater interdepartmental performance visibility and have confidence that the numbers you see will help you make more data-driven budgeting choices to benefit your community.

Unlike many software solutions in the market, GovSense's local government budgeting software module is easy, powerful and fast. It enables you to easily collaborate across departments, provides you with in-depth and insightful reports and empowers your jurisdiction to adapt in an ever-changing landscape.

With the GovSense government budgeting software module, you can: Decrease the time it takes for all departments within the jurisdiction to plan, create, analyze and adjust budgets with quickly customizable budgeting functions.

Plan faster and make more informed decisions by all departments within 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 budgets for 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.

2.3. Fund Management

Provide transparency for how funds are managed

Technology that provides transparency to constituents for how funds are managed.

Easily manage all aspects of your fund accounting, eliminating manual and paper-based processes to ensure accountability and increase accuracy 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.

2.4. Asset Management

Comply with asset management policies

Local government asset management technology that helps ensure you are in strict compliance with your asset management policy.

Accurately account for, manage and improve utilization of all your jurisdiction's assets to best provide services to your citizens

GovSense's local government asset management module 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's local government asset management module 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 asset changes in a timely manner, such as asset transfers, dispositions or acquisitions.
- Run 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.

2.5. Utility Billing

Support online payments

Utility billing software that is secure, dependable and efficient.

Meet your citizens' demands for an easy and quick method for making online utility payments, while giving your staff the time they need to analyze reports and consumption trends

Having an online utility billing software is a must have for modern jurisdictions; your constituents demand the ease of online payment and you should take full advantage of the resource savings it provides. Often dismissed as being "easier said than done," GovSense's cloud based utility billing solution can truly make it easy for you to provide secure, dependable and efficient online utility billing for major utilities like gas, water, sewage and many more. With GovSense's user-friendly solution, you can easily bill customers, manage customer accounts and streamline the billing process.

GovSense can help make your processes more streamlined and efficient. Our utility billing software is designed specifically to serve local government, which means we are able to solve your jurisdiction's unique challenges. Whether you're looking to analyze utility data trends, maintain a more comprehensive historical record of accounts and services, or provide your constituents with the convenience of a 24/7 online payment portal, GovSense is here to help.

The Utility Billing 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 preconfigured reports that facilitate audits, conflict resolutions and increase accuracy of trend data for better decision making.

Stakeholder(s):
Public Utilities

2.6. Payroll

Manage workforces

Cloud based payroll software that enables you to manage your entire workforce from one unified system.

GovSense puts power in the hands of your workforce and managers with integrated functionality that adds measurable efficiencies to all types of HR tasks, processes and reporting

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 cloud based payroll software and HCM 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.

Stakeholder(s):
HR Departments

2.7. Project Management

Manage projects

Government project management software that makes it easy to manage any type of project, track accountability and stay informed of status.

GovSense helps ensure projects are completed on time and within budget by automating processes, providing transparency to project status and incorporating comprehensive accounting data

GovSense's government project management software module enables 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.

3. Reporting & Dashboards

Produce reports and dashboards

Workflows | GovSense Reporting & Dashboards ~ Technology that includes an easy-to-use, point-and-click report writer that can be set up to produce reports and dashboards quickly.

GovSense makes users self-sufficient, enabling them to define, save, schedule, run and deliver any of these reports and dashboards at any time or at any cadence

Any information within the application can be included on a report and dashboard, resulting in less wasted time, fewer missed tasks and high engagement from your jurisdiction's users. GovSense meets the expansive demands for communities who need to report to a wide variety of stakeholders, including internal users, internal customers, regulatory committees, supervisory staff, auditors, and constituents.

- Here are just a few of the fast, powerful and easy features of GovSense reports and dashboards:
- Dashboards can be user-defined, customized and configured, giving users the information they need and use most frequently, displayed the way they need to see it.
- Dashboards can be socialized with any person you choose, based on their role, department or simply their user name. This feature also means that any other users are restricted from seeing the dashboards, giving you a very suitable tool for sharing confidential information.
- Reports can be sent to any person without the need of a user license or Crystal Reports.
- Ad-hoc reporting can be accessed in all modules and roles. Reports can be saved as Favorites and can be refreshed at any time with real-time information and data.