The Accelerated Shift to Cloud Software in Local Government
Hosts

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Special Thanks to our Partner!

OpenGov is built on Amazon Web Services (AWS) to ensure that government agencies can securely our system from anywhere at any time.

We collaborate with AWS in protecting our customer’s data as part of our continued dedication to the communities that we serve.
OpenGov ERP Cloud

- Budgeting & Planning
- Financials
- Permitting, Licensing, & Code Enforcement

Reporting & Transparency Platform
The Safe and Trusted Choice

County of MONO

County of Anoka

City of MINNEAPOLIS

City of Winchester

County of MARTIN

County of SUFFOLK

City of Lawrence

City of Roswell

City of Pompano Beach
What was the catalyst in your shift to the cloud?

Initially: Modernizing budgeting and reporting.
Then: Adding permitting and inspection applications and upgrading our legacy financial software

What were you trying to solve?

We wanted to eliminate housing hardware locally, reduce our Information Technology department’s involvement in maintaining applications, providing backup and emergency recovery, and managing versioning.
Winona County, Minnesota

Moving to the Cloud

Catalysts:
● Originally needed shared budgeting application
● More transparency
● Visual financial reporting

Evolution:
● Cloud-based ERP
● Remote working
● Integration
Where are you at in your journey now?

Now
- OpenGov Budgeting, Reporting, Stories in place
- Virtual AS400 based legacy Financial System
- Microsoft Access Based Land Records Information

2020-2021
- All Cloud-Based
- Adding Financials, Permitting, Licensing and Inspections
- Workforce Planning, Next Generation Reporting
Winona County, Minnesota

Moving to the Cloud

Step 1: Modernizing budgeting and reporting for a small team

**Budget Revenues**

2019 Budget Revenues

Updated 23 weeks ago

$54,148,967.00 in Revenues in 2019

Intergovernmental and property tax are the two largest sources of revenue for Winona County. Intergovernmental revenues are primarily grants, allocations and reimbursements from state and federal sources.

**Budget Expenses**

2019 Expenses by Category

Updated yesterday

$23,885,330.69 in Expenses in 2019

The largest portion of Winona County expenses is for personnel. 45% of the budget is dedicated to personnel and associated benefits. The second largest area of expense is services and charges which includes construction projects, professional services and recycling as the largest sectors.

**Budget by Department**

This chart shows the Winona County budgeted expenses by department.

Community Services is the largest department of the County and is primarily an extension of the state and federal government’s social services. The County administers over 100 social service programs and 30 plus income maintenance programs for the state and federal government. Most of these programs are mandated and most require the County to supplement state and federal funding.

Highway is the County’s second largest area of expenses and the largest expense in Highway is road, bridge and culvert replacement.
Winona County, Minnesota

Moving to the Cloud

- Budgeting across departments
- Single collaborative tool to collect department requests

Budget by Department

Community Services is the largest department in the County and is primarily an extension of the state and federal government’s social services. The County also administers over 480 social services programs and 60 plus Income maintenance programs for the state and federal government. Most of these programs are maintained and must require the County to supplement state and federal funding.

Highway is the County’s second largest area of expenses and the largest expense in Highway is road, bridge andallet replacement.

Updated yesterday

Revenue History by Category

Estimated revenue for 2018 is $21,018,935.74 which is less than they were in 2016 at $21,698,460. This is the result of the relatively small property tax levy increases over that period and flat revenue from state and federal sources. Revenue fluctuate from year to year primarily due to the number and size of transportation-related projects.

$23,885,330.69 in expenses in 2018

$21,018,935.74 in Revenue in 2018
Winona County, Minnesota

Moving to the Cloud

- Utilizing OpenGov as a day-to-day tool for reporting
- A single source of truth for departments
What is next?

2020-2021
- All Cloud-Based
- Adding Financials, Permitting, Licensing and Inspections
- Workforce Planning, Next Generation Reporting
Implementing Full Cloud ERP

- One unified cloud platform for our ERP needs
  - Smooth integrations
  - Collaborative features
  - Process efficiency
- Flexibility
  - Access anywhere cloud technology
  - Flexible configuration

Winona County, Minnesota
Moving to the Cloud
What value will this move to the Cloud bring your County?

- Budgetary savings vs. software in-use currently
- Streamline maintenance and provide a unified remote working environment for employees
- COVID-19 made us reinvent government services faster than ever before
  - Needed employees to be able to work from anywhere at any time
- OpenGov provides the platform that matches our vision
Winona County, Minnesota

Moving to the Cloud

Modernizing and Centralizing

- Consolidating systems
  - One vendor
  - Integrated
- More efficient processes and workflows with modern, integrated technology
- Break down data and processorial silos
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Moving to the Cloud

Modernizing and Centralizing

- Increased access to key information, data, and reports
- Better ability to then make data-driven decisions with this information
  - Ex: more accurately forecast personnel, and run scenarios
Modern Permitting and Licensing

- Cutting down on manual processes
- Reduce time for processing applications and permits
- Online portal for residents
What has the transition been like for your team?

- First adopted OpenGov for Budgeting and Financial reporting in 2016. At the time, the budgeting product was relatively new.

- In the past few years, significant improvement in the product
  - Budgeting software greatly enhanced budgeting process
  - Financial reporting made it easy to provide up-to-date information without much learning curve

- Still some hurdles to organization-wide adoption, but complete adoption of the ERP should help overcome this
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Moving to the Cloud

Change Management:
Moving from old tools to new tools.
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Moving to the Cloud

Teamwork and Collaboration with Modern Technology

- Highlight Advantages
- Offer Lots of Training
- Integrate into Practices
- Engage Management
- Public Support through Transparency
- Find Champions
Final Thoughts and Takeaways

Nothing seems to move fast enough unless it’s something you don’t want.

Be patient, expecting some hurdles along the way.

Work with OpenGov and think long term.
High-Level Look At OpenGov’s ERP
Questions from the audience?
What’s next?

See OpenGov for yourself.

opengov.com/demo
Thank you!