



# The Accelerated Shift to Cloud Software in Local Government



# Hosts



**Ken Fritz**  
County Administrator  
**Winona County, MN**



**Mark Welch**  
Former Administrative  
Services Director  
City of Ashland, OR  
  
Solutions Engineer, **OpenGov**

# 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**



City of  
**MINNEAPOLIS**



City of  
**Winchester**



County of  
**Anoka**



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**

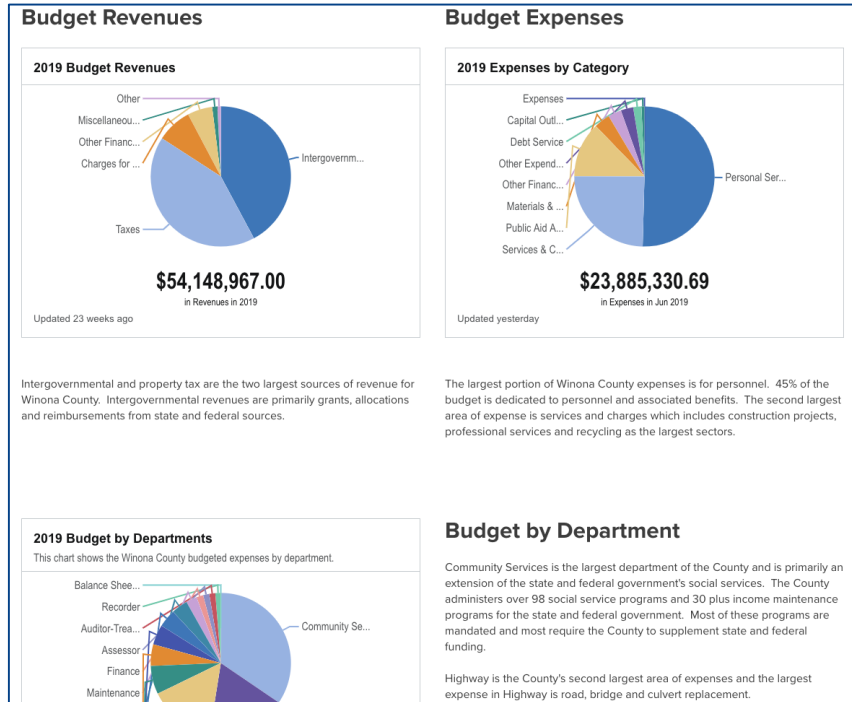


# Winona County, Minnesota

*Moving to the Cloud*



## Step 1: Modernizing budgeting and reporting for a small team

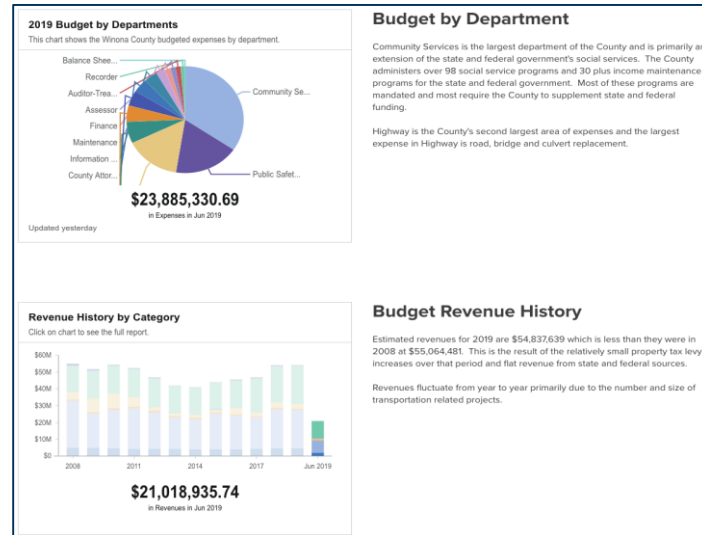


# Winona County, Minnesota

*Moving to the Cloud*



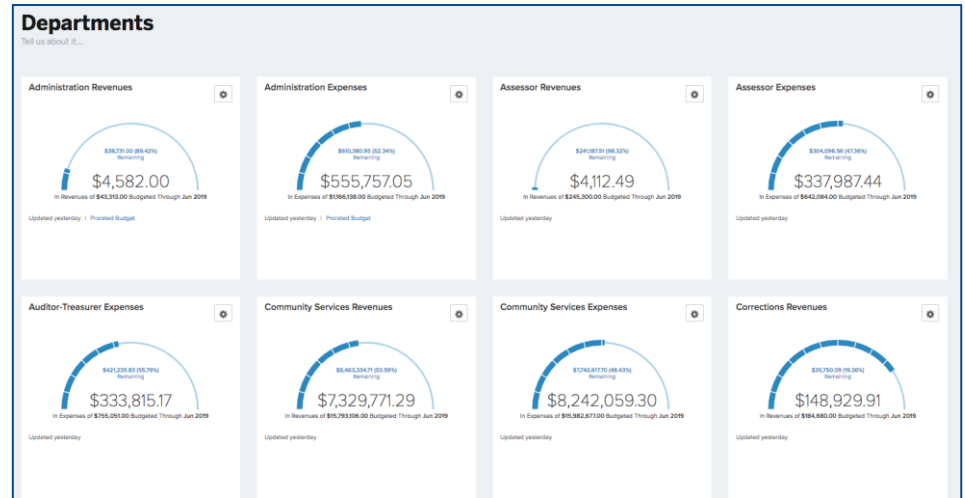
- Budgeting across departments
- Single collaborative tool to collect department requests



# 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**

# Winona County, Minnesota

*Moving to the Cloud*



## 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

# 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

# Winona County, Minnesota

*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

# Winona County, Minnesota

*Moving to the Cloud*



## 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**

# Winona County, Minnesota

*Moving to the Cloud*



## Change Management: Moving from old tools to new tools.



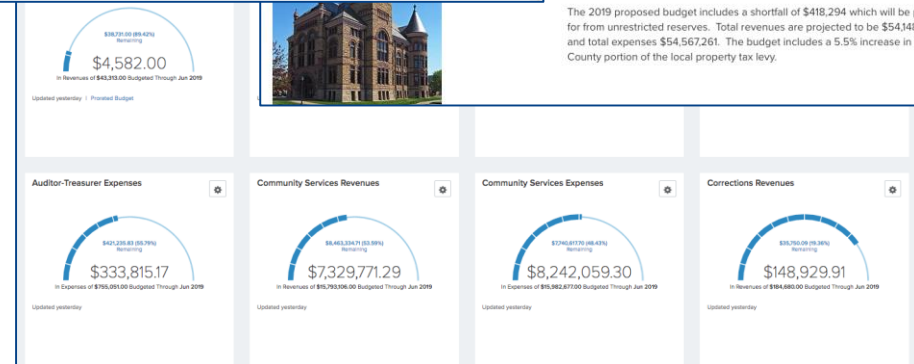
## Budget

*Efficient Government™*

### 2019 Budget Overview

The County budget is a plan to address a combination of state mandates, local priorities, public safety and infrastructure maintenance.

The 2019 proposed budget includes a shortfall of \$418,294 which will be paid for from unrestricted reserves. Total revenues are projected to be \$54,148,967 and total expenses \$54,567,261. The budget includes a 5.5% increase in the County portion of the local property tax levy.





# Winona County, Minnesota

*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

Reports CLASSIC | Reports **NEXT GEN** | Dashboards

## Dashboards

[Create New Dashboard](#)

**BUDGET & REPORTING**

Network

Reports

Budgets

Data

Portal

Initiatives

Stories

LH

Settings

Help

### City Manager Dashboard

Updated 18 hours ago

### Permitting, Licensing, Code E...

Updated 8 days ago

### Program - Animal Shelter Ope...

Updated 2 months ago

### COVID-19 Tracking & Scenari...

Updated 3 months ago

### Special Events Permitting

Updated 4 months ago

### Mayor's Dashboard

Updated 8 months ago

### Controller Dashboard

Updated 8 months ago

### (ACS) Economic Vitality Com...

Updated 8 months ago

### Councilmember Mulchay

Updated a year ago

### Public Safety Dashboard

Updated a year ago

### Public Safety

Updated a year ago

### Finance Director's Dashboard

Updated a year ago

# Questions from the audience?

# What's next?

See OpenGov for yourself.

[opengov.com/demo](https://opengov.com/demo)

**Thank you!**