



Open Government and the Promise of Cloud-Based Business Intelligence

Government is the Most Important Industry

- Over 89,000 governments in the United States.
- Governments in the U.S. manage \$6.7 trillion in spending.
- Every single person interacts with at least two different governments on a daily basis.
- Governments serve people on the most basic levels - food, shelter, safety, education, commerce.

Most Underserved by Technology

Government Technology Deficit

- Purchasing focuses on hardware and consulting.
- Many governments software systems serve as a data repository.
- Most solutions are cumbersome for government executives and unintelligible for citizens.
 - Getting data is a project.
 - Decision makers are a step removed.
 - Citizens are in the dark.

However, cloud computing is presenting new opportunities in Digital Management and Business Intelligence.

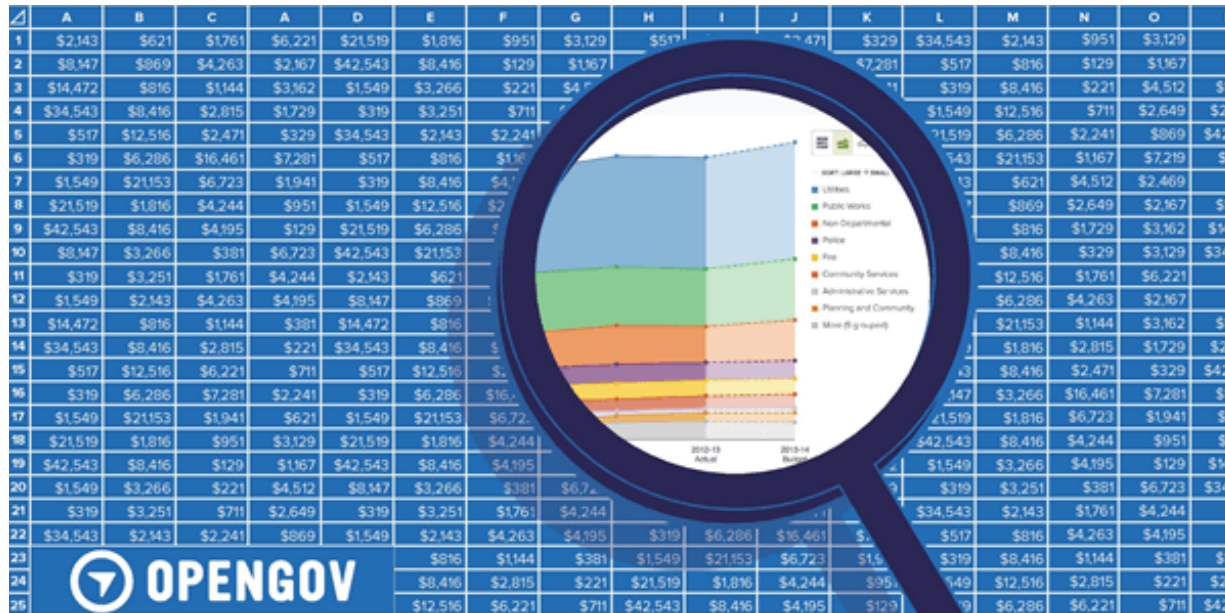
Growing GovTech Ecosystem



Financial Data is Paramount

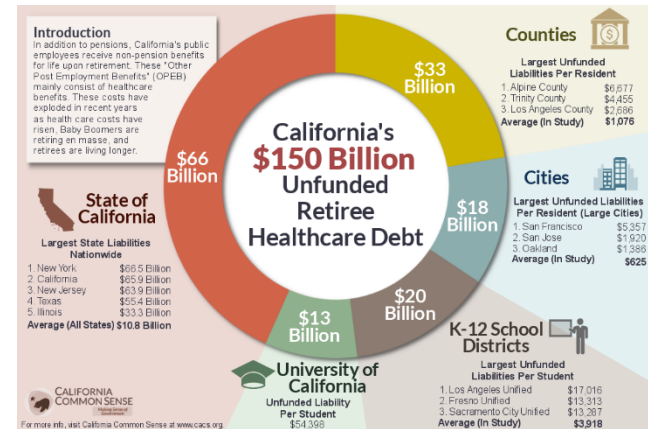
The budget and financial information are among the most important data sets for a government.

- Hidden within the data is information that empowers governments to save time and money, improve decision-making, and engage stakeholders.



OpenGov Origins

- Cofounded in 2011 by engineers, computer scientists from Stanford University and and government executives from Silicon Valley.
- Worked to help California governments visualize and analyze budget and financial data after the Great Recession.
- Backed by Andreessen Horowitz, one of the world's top venture funds.
- OpenGov is now the fastest growing platform for government financial data in the U.S.



OpenGov Advisors



ADRIAN FENTY
(Former Mayor
of Washington DC)



GEORGE SHULTZ
(U.S. Secretary of
the Treasury, OMB)



MARK GOINES
(Senior VP, Intuit;
Morganthaler, LASB)



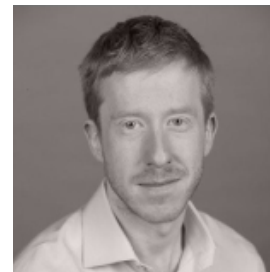
TIM TULLY
(Chief Data Architect,
Yahoo!)



BILL STATLER
(President CSMFO)



PETE PETERSON
(Davenport Institute,
Candidate for
Secretary of State)



CHARLES SONGHURST
(Former Head of
Strategy, Microsoft)



BYRON DORGAN
(Former US Senator
from North Dakota)

Use Cases: From Months to Minutes

“OpenGov’s tools not only provide transparency but offer an opportunity for cities to **save money** in managing their data.”

– *Jonathon Reichental, CIO at City of Palo Alto, CA*

“OpenGov helps the City of Atherton **save hundreds of hours** each year communicating financial information to our council and the community.”

– *George Rodericks, City Manager at Atherton, CA*

Demo

Demo

Financial Transparency and Business Intelligence

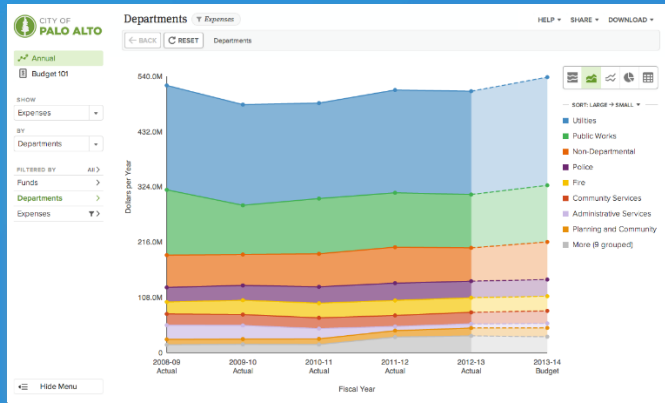
Access, Analyze, Share

- Save time communicating financial data.
- Transform data into meaningful, actionable information.
- Leverage your data to improve decision-making.
- Build trust and engagement with citizens.

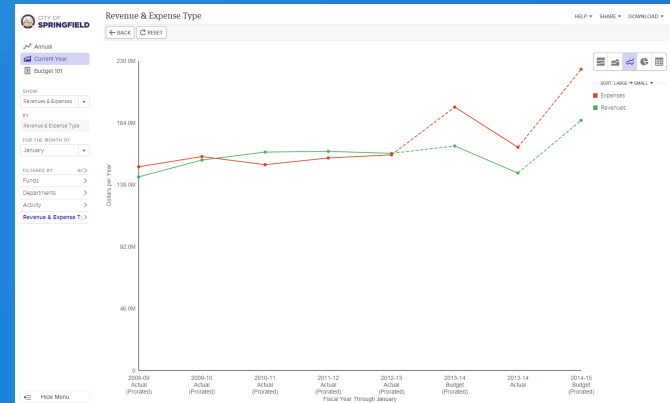
Creating the first network for government financial data.

OpenGov Platform

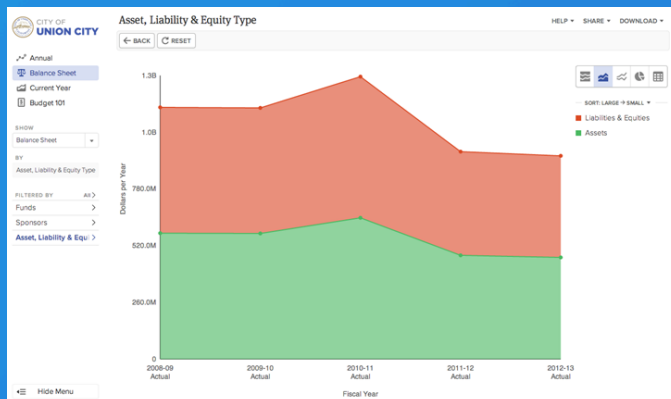
ANNUAL



CURRENT YEAR



BALANCE SHEET



TRANSACTIONS

CITY OF RIVERSIDE
Riverside 2012 Checkbook Showing 1-24 of 45,981 rows

TRANSACTIONAL	FUND	POSTED	DESCRIPTION	DEBIT	CREDIT	AMOUNT	DATE
Revenue	Special Transf	06/28/2013	P & R/SPECIAL	Trans Fare Dial...	Proprietary	\$1,616.00	
Revenue	Special Transf	06/28/2013	Park & Rec./Spc...	Trans Fare Dial...	Proprietary	\$268.00	
Revenue	Special Transf	06/27/2013	Park & Rec./Spc...	Trans Fare Dial...	Proprietary	\$360.00	
Revenue	Special Transf	06/27/2013	Park & Rec./Spc...	Trans Fare Dial...	Proprietary	\$861.00	
Revenue	Special Transf	06/26/2013	Park & Rec./Spc...	Trans Fare Dial...	Proprietary	\$12,040.00	
Revenue	Special Transf	06/25/2013	Park & Rec./Spc...	Trans Fare Dial...	Proprietary	\$172.00	
Revenue	Special Transf	06/25/2013	Park & Rec./Spc...	Trans Fare Dial...	Proprietary	\$959.00	
Revenue	Special Transf	06/24/2013	Park & Rec./Spc...	Trans Fare Dial...	Proprietary	\$12,468.00	
Revenue	Special Transf	06/23/2013	Park & Rec./Spc...	Trans Fare Dial...	Proprietary	\$498.00	
Revenue	Special Transf	06/22/2013	Park & Rec./Spc...	Trans Fare Dial...	Proprietary	\$438.00	
Revenue	Special Transf	06/14/2013	Special Payroll	Trans Fare Dial...	Proprietary	\$12.00	
Revenue	Special Transf	06/18/2013	Park & Rec./Spc...	Trans Fare Dial...	Proprietary	\$989.00	
Revenue	Special Transf	06/17/2013	Park & Rec./Spc...	Trans Fare Dial...	Proprietary	\$1,000.00	
Revenue	Special Transf	06/14/2013	Park & Rec./Spc...	Trans Fare Dial...	Proprietary	\$823.00	
Revenue	Special Transf	06/13/2013	Park & Rec./Spc...	Trans Fare Dial...	Proprietary	\$832.00	
Revenue	Special Transf	06/12/2013	Park & Rec./Spc...	Trans Fare Dial...	Proprietary	\$390.00	
Revenue	Special Transf	06/11/2013	Park & Rec./Spc...	Trans Fare Dial...	Proprietary	\$980.00	
Revenue	Special Transf	06/11/2013	Park & Rec./Spc...	Trans Fare Dial...	Proprietary	\$472.00	
Revenue	Special Transf	06/07/2013	Park & Rec./Spc...	Trans Fare Dial...	Proprietary	\$710.00	
Revenue	Special Transf	06/07/2013	Park & Rec./Spc...	Trans Fare Dial...	Proprietary	\$872.00	
Revenue	Special Transf	06/05/2013	Park & Rec./Spc...	Trans Fare Dial...	Proprietary	\$578.00	
Revenue	Special Transf	06/05/2013	Park & Rec./Spc...	Trans Fare Dial...	Proprietary	\$1,079.00	
Revenue	Special Transf	06/29/2013	Park & Rec./P&R	SR325 Article 4	Proprietary	\$163,854.00	
Revenue	Special Transf	06/21/2013	Park & Rec./P&R	Miscellaneous R...	Proprietary	\$0.40	

Unprecedented economies of scale – faster, lighter, and better than customized reporting solutions

Serving Governments in More than 25 States



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LOS ANGELES



CITY OF
FORT WORTH



CITY OF
FORT LAUDERDALE



BOROUGH OF
WEST HOMESTEAD



CITY OF
CINCINNATI



CITY OF
FRESNO



CITY OF
SPRINGFIELD



SCOTT COUNTY
MINNESOTA



BONNER COUNTY
IDAHO



ORANGE COUNTY
CALIFORNIA



CITY OF
JERSEY CITY



CITY OF
DENISON



CITY OF
ANAHEIM



AUSTIN
INDEPENDENT SCHOOL
DISTRICT



HARPER COUNTY
KANSAS



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ALPHARETTA



VILLAGE OF
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Accessibility

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Deployment time

Instant

Scalability

Contact

Questions? Comments?

Zac Bookman, CEO OpenGov

zbookman@opengov.com

(202) 365-5010