



Michigan Municipal Services Authority

MML Capital Conference

March 23, 2016



Agenda

- Introduction
- Financial Management Software (FMS) Program
 - Panel Discussion
- Program Development
- Questions

Introduction

Michigan Municipal Services Authority

About the Authority



- The Michigan Municipal Services Authority is a “Michigan public body corporate” created in 2012 through an Interlocal Agreement between the cities of Grand Rapids and Livonia
- The Authority is a “virtual” city empowered to exercise the common powers, privileges, and authority of the founding cities but it has no geographic boundaries
- Its purpose is to help local governments and other public agencies collaborate and share services

About the Authority



Our Mission

- To deliver high quality shared services and functions to participating cities, villages, townships, counties, and districts; providing them with innovative solutions to collaborate, lower costs, and enhance services to their citizens

Our Vision

- To revolutionize the delivery of services and functions by local governments across the state through access to best practices and shared services in order to contain costs, manage resources, and enhance the quality of life in their communities



About the CEO

- Assistant to the City Manager of Oak Park, MI
- Assistant City Manager of Ypsilanti, MI
- City Manager of Ferndale, MI
- City Manager of Birmingham, MI
- Interim City Manager of Mount Clemens, MI
- CEO of the Michigan Municipal Services Authority (MMSA)

My Guiding Principles



1. First, duplicate no effort
2. Second, the Authority must add value to those it serves or there is no reason to share services

Current Programs



- Virtual Health and Wellness Marketplace (VHWM)
 - Online benefits enrollment system
 - Joint purchasing
 - Risk pooling
 - Streamlining administrative services
- Financial Management System (FMS)
 - Provides CGI Advantage360, a built-for-government cloud-based ERP solution, to local governments and other public agencies in Michigan

FMS Program

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About FMS



- The goal of the Financial Management and Human Resources Software (FMS) Program is to provide a multi-tenant, cloud-based solution that reduces operational costs and the total cost of ownership.
- The FMS Project Team developed Best Practices for Michigan Local Government Business Processes in June 2013.
- The team then developed nearly 4,000 functional and technical software specifications for an ERP system based on those Best Practices.

About FMS



- The State of Michigan awarded two contracts (\$90 million total) to CGI Technologies and Solutions Inc. in June 2014 and added procurement to scope in December 2014.
- FMS Project Team completed due diligence on CGI Advantage360 in November 2014 and the Authority procured it on behalf of local governments statewide in March 2015.
- Subscription fees are based on operating budget and are discounted each time a new participant joins the program.

About FMS



- Authority entered into a Program Services Agreement with CGI
 - Includes pricing and other terms and condition applicable to all current and future participants
 - Includes discounting that benefits current and future participants as each new participant joins the program
- Authority, participants, and vendor enter into three-party Participation Agreements
 - Makes each participant a party to the Program Services Agreement
 - Includes information specific to each participant
 - Includes Authority's administrative fee

About CGI Advantage ERP



The CGI Advantage ERP suite contains built-for-government software for:

- **Financial management** to provide organization-wide accountability through consistent accounting rules across all financial transactions, to track and control internal and external funding sources and fiscal and multi-year budgets
- **Performance budgeting** to automate the budgeting process for better planning to improve financial and operational performance and critical decision-making for day-to-day efficiency and long term forecasting
- **Human resource management** to streamline the HR and payroll process from hire to retire, including online recruiting, timekeeping and direct access for employees to manage benefits and leave
- **Procurement** to automate purchasing via catalog-based ordering and paperless approval processes that link directly to the government accounting system for automated matching and payment processing
- **Business intelligence** to unlock data quickly for more effective decisions and increased measurement of key performance indicators through sophisticated reporting, ad hoc query and visual, interactive dashboards.

About CGI Advantage360



CGI Advantage360 at a Glance

- Software as a Service, multi-tenant solution
- Rapid deployment options
- Continuous access to new application functionality
- Active user community with a key role in product direction
- Pre-configured, out of the box solution that provides market leading functionality at greatly reduced costs
- Documented and supported business processes
- Well-embedded feature set that supports a rapid implementation

Grant Funding



- The Michigan Department of Treasury (Treasury) approved a \$5 million application for Competitive Grant Assistance Program (CGAP) funding in April.
- \$1.5 million is being used by Group A (Genesee County, Grand Rapids, and Kent County).
- \$3.5 million must be used by Group B (TBD) by September 30, 2018.
- With the addition of each new participating local unit, 1/3 of the Group B grant funding will become available for reimbursement.

Panel Discussion



Genesee County
Keith Francis, Controller



City of Grand Rapids
Jeff Dood, Deputy CFO



Kent County
Stephen Duarte, Fiscal Services Director



Collaborate • Innovate • Serve

Program Development

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Program Development



311

- The telephone number 3-1-1 is used to provide access to non-emergency municipal services
- 311 is evolving from a call center for common complaints into a data generator municipalities can use to proactively tackle problems before they get too big by using analytical software to spot trends
- The traditional 311 business case was only viable for large cities but we are working with the Cities of Ferndale and Grand Rapids to develop a shared service model

Program Development



Assessing and Equalization

- Shortage of certified assessors
- Services are easily contracted-out and/or shared
- Seeking interested cities, counties, and/or townships

Code Inspections

- Shortage of registered Building Officials, Building Inspectors, Electrical Inspectors, Mechanical Inspectors, and Plumbing Inspectors
- Services are easily contracted-out and/or shared
- Seeking interested municipalities

Program Development



Equipment and Service Sharing

- This program will provide an online marketplace that makes it easy for public agencies to share heavy equipment (backhoes, bulldozers, excavators, etc.) internally and with other agencies

Fleet Management

- This program will provide a range of functions, such as vehicle selection, financing, maintenance, fuel management, telematics (tracking and diagnostics), risk and safety management, and disposal

Program Development



Learning Management System (LMS)

- LMS is a software application for the administration, documentation, tracking, reporting and delivery of electronic educational technology (also called e-learning) courses or training program

Recruitment and Selection

- Governments are hiring but the process is burdensome for those without dedicated human resources professionals
- Private sector business models may be transferable to the public sector
- Seeking interested municipalities

Program Development Process



- The Authority works with one or more local governments and/or other public agencies (participants) to identify goods and/or services to be procured
- The Authority works with participants to develop specifications
- The Authority issues Request for Proposals (RFP) and manages procurement process on behalf of the participants if necessary
- Procurement process results in an extendable contract so future participants can join the program without repeating the procurement process

Questions

Michigan Municipal Services Authority

Contact



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