

JEFFERSON COUNTY BOARD OF COUNTY COMMISSIONERS

REGULAR AGENDA REQUEST

TO: Board of County Commissioners

FROM: Mark McCauley, County Administrator
Stacie Prada, County Treasurer
Judy Shepherd, Finance Manager

DATE: April 22, 2024

SUBJECT: Request for approval: Delegation of Authority to the County Administrator
To Sign a Letter of Intent to Procure a Number of Gravity™ Budget Modules

STATEMENT OF ISSUE:

Jefferson County has traditionally shared its budget information with the public in an archaic fashion with hundreds of simple tables loaded with rows of BARS codes and columns of numbers. This presentation method doesn't help the public understand our budget. And given that the budget is one of the most important county policy documents, the County Treasurer, Finance Manager and County Manager (staff) believe the time has come to invest in a software product that will enable staff to produce a world class budget document that will increase transparency, improve the public's understanding of the county's budget and facilitate monthly budget reporting.

ANALYSIS:

Over the past few months staff have been evaluating a number of software products that will allow the county to produce an award-winning budget document by importing budget data from Munis that will achieve the objectives discussed above. Munis doesn't have the capability we are seeking. The two products are: Questica, recently acquired by Euna Solutions and Gravity™, from IGM Technology. Staff believes that Gravity™ meets our needs best and at a lower cost.

A product presentation is attached that reflects what the software will enable staff to create.

Their cost proposal is also attached. One-time implementation cost is \$22,000, provided we sign a letter of intent by April 30th. Annual cost thereafter is \$25,000, subject to potential annual increase, as with most software products.

Staff strongly recommends the Board approve moving forward with this software acquisition and authorize the County Administrator to sign a letter of intent to procure the software. We can procure this software using a cooperative purchasing agreement between the Washington State Department of Enterprise Services and the National Association of State Purchasing Officials. When procuring software using this process there will be a small premium charged above the costs quoted above.

FISCAL IMPACT:

Estimate one-time implementation cost is \$22,000, provided we sign a letter of intent by April 30th. Estimated annual cost thereafter is \$25,000, subject to annual increases, as with most software products. Budget to support this acquisition will be requested during the 2nd Quarter Supplemental Budget Appropriation cycle.

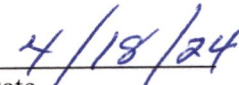
RECOMMENDATION:

That the Board approve moving forward with this software acquisition and authorize the County Administrator to sign a letter of intent to procure the software.

REVIEWED BY:



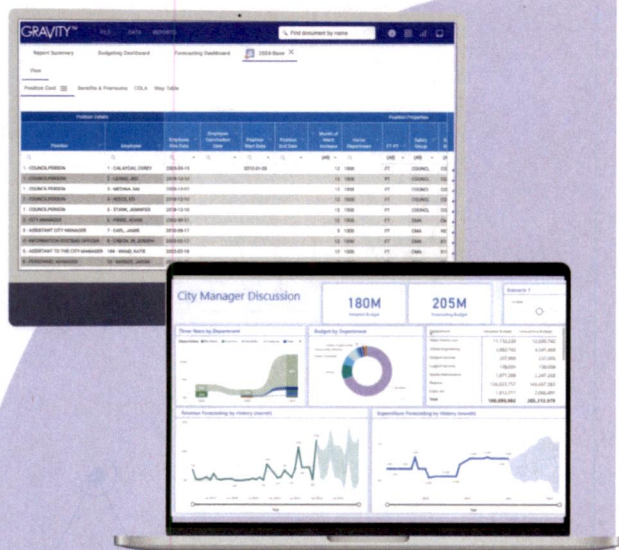
Mark McCauley, County Administrator



Date

GRAVITY BUDGET

Gravity provides a superior approach for data collection essential to the budgeting process. It offers a blend of strong and adaptable budgeting templates. Budget data is gathered from various departments and seamlessly integrates into the Budget Book, Transparency Portal, and forecasting & analytics dashboards.



Where Data Meets Design

Budgeting & Analytics

- KPI analytics, forecasting with Power BI, and AI
- Advanced dashboards for analytics, forecasting, and budget
- Professional Proposed, Adopted, and Capital Budget Books

Capital Budget

- Templates with allocating funding sources to projects
- Collects updates & links to goals with intuitive ranking
- Efficient management of project metadata

Operational Budget

- Integrated platform for Operational & Revenue Planning
- Presents prior years' data and simplifies annual budget collection
- Configurable column structure for data entry and reporting
- Manageable layouts, filter templates, and workflows

Personnel Budget

- Integration with HR & salary data
- Automatic calculation base salary with various parameters
- Allocation of positions to relevant funds, programs, or projects
- Scenario management for future personnel expenses

GRAVITY™
IGM Technology Corp.

From Budgeting to Budget Reporting

Automatic PDF Generation

Built-in Publishing Engine with sophisticated design capabilities for highly formatted outputs:

- Budget Book • Budget in Brief • Capital Improvement Plan
- Adopted Budget • Quarterly Reports

Transparency

- Showcase budget details through interactive dashboards
- Combine descriptive text with the visualizations
- Incorporate informational pop-ups including charts & graphs
- Interactively drill down to budget details

Digital Budget Book

- Instant data flow from GL
- Smooth flow of information into the Budget Book
- Interactive, user-friendly online book
- Create a polished PDF instantly



Gravity Budget Ecosystem

Where Data Meets Design

Gravity provides a superior approach for data collection essential to the budgeting process. It offers a blend of strong and adaptable budgeting templates. Budget Data is gathered from various departments and seamlessly integrates into the Budget Book, Transparency Portal, and forecasting & analytics dashboards.



Budgeting & Analytics

KPI analytics, forecasting with Power BI, and AI.
Advanced dashboards for analytics, forecasting, and budget tracking.
Produces professional Proposed, Adopted, and Capital Budget Books.

Operational Budget

Integrated platform for Operational & Revenue Planning.
Simplifies annual budget collection.
Configurable column structure for data entry and reporting
Manages layouts, filter templates, and workflows for convenience

Personnel Budget

Integrates HR and salary data.
Automatically calculates base salary with various parameters.
Allocates positions to relevant funds, programs, or projects
Projects future personnel expenses with scenario management

Capital Budget

Tailored templates with allocating funding sources to projects.
Collects updates, links to goals with intuitive ranking for expense prioritization
Efficient management of project metadata

Automatic PDF Generation

Built-in Publishing Engine with sophisticated design capabilities for highly formatted outputs:
Budget Book
Budget in Brief
Capital Improvement Plan
Quarterly Reports

GRAVITY™
IGM Technology Corp.

From Budgeting to Budget Reporting

Transparency

Budget details through data visualizations & interactive dashboards.
Incorporate informational pop-ups including charts & graphs.
Drill down capabilities into with government entities



Digital Budget Book

Instant data flow from GL
Smooth flow of information into the Budget Book.
Interactive, user-friendly online book with access on smartphones & tablets.
Create a polished PDF instantly.

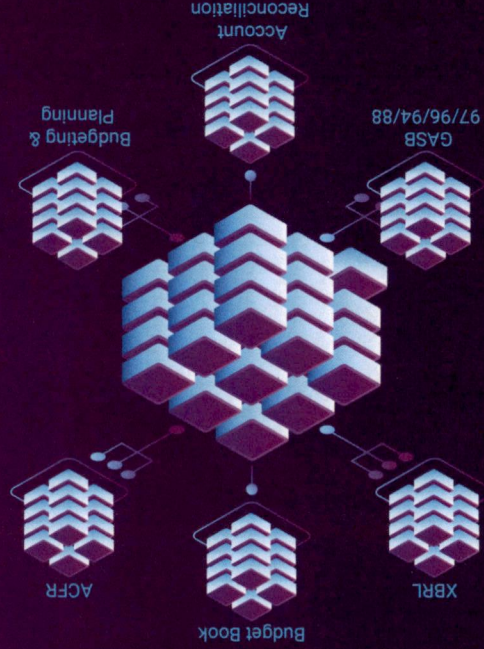


Jefferson County, WA
April 12, 2024
Prepared by: Isaac Vermus
lyermus@igm.technology

GRAVITY™

Budget Book, Open Data Transparency, Power BI
Dashboards, Monthly Reports

www.igm.technology



Project Pricing

Gravity Software Services - Annual Fee (access for 1 year)

Product	Qty	Total Price
ID 20: Gravity - Base Platform, includes 10 Named Users	1.0	\$12,000
ID 220: Gravity - Budget Book Automation	1.0	\$10,000
ID 239: Gravity Transparency & Digital Budget Book	1.0	\$4,000
ID 240: Gravity - Gravity Power BI Dashboards	1.0	\$3,000
Sub Total		\$29,000
Multi Module Discount		(\$4,000)
Bundle Package		\$25,000

- All figures in USD.
- Service & Implementation Fees for the first year are payable net 30 days after the agreement effective date.
- Proposal valid until April 30, 2024.

Project Pricing

Gravity Implementation Services - One Time Fee

Product	Qty	Total Price
ID 221: Standard Budget Book Implementation Services	1.0	\$15,000
ID 232: Transparency & Digital Budget Book Implementation Services	1.0	\$4,000
ID 241: Gravity BI Dashboard Implementation Services	1.0	\$2,000
ID 85: Monthly Report Implementation Services	2.0	\$10,000
Total		\$31,000
Multi Module Discount		(\$5,000)
End of Month Discount (Valid Through April 30, 2024)		(\$4,000)
Bundle Package		\$22,000

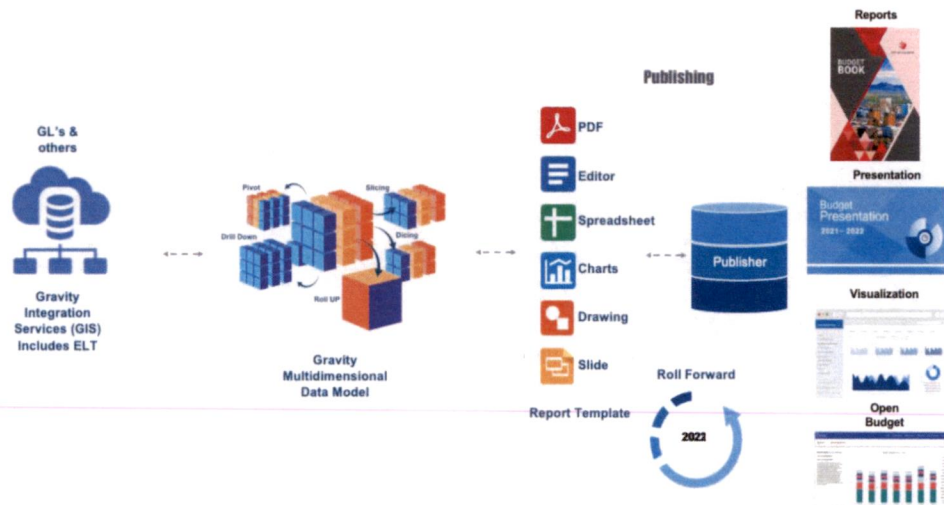
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Gravity for Budget Book Overview

Gravity is a 100% cloud-based, enterprise-scalable reporting and process automation solution that enables users to collaboratively merge data with narrative text, charts, and graphs in a controlled, auditable environment while producing **stunning reports** with our built-in publishing engine.

The core of Gravity Budgeting is a **Multidimensional Financial Management Model (MDFM)**, that includes financial rules for linking. This means that any source data are automatically linked to the dimensional data points, **eliminating the need for thousands of manual links**.

Gravity's allows teams to view budget data with different parameters (slice & dice) by combining multiple data sources to produce high-value reports, **Forecasting Analysis**, KPI tracking & Transparency portals.



Additional Modules

GRAVITY™
IGM Technology Corp.

**Gravity
Ecosystem**

Financial Statement Reporting



ACFR



PAFR



XBRL



Quarterly &
Specialty Reports



Component
Units

Lease / Debt & Asset Accounting



Lease Management
GASB 87



SBITA Management
GASB 96



GASB 68 &
GASB 75



Debt Management
GASB 88



GASB 94

Budgeting Planning & Reporting



Budget Book
& Monthly



Operating
& Capital



Personnel
Management



Forecasting
& Analysis



Transparency &
Digital Budget Book

Grants Management & Reporting



Grants
Management



Single-Audit



SEFA



ARPA/SLFRF



Asset
Management

Reconciliation Management



Bank
Reconciliation
Management



AR/AP Lease
Payments
Reconciliation



Grants
Reconciliation



Debt/CIP
Reconciliation



ESG & Carbon
Accounting

Sustainability

GRAVITY™

 www.igm.technology