Government Finance Officers Association Of Texas

Presenter: Monte Mercer
Deputy Executive Director, NCTCOG

July 21, 2017
North Texas SHARE Agenda

- What are Shared Services?
- SHARE contracts/services: Regional Focus
  - Successful Initiatives
  - Upcoming Efforts
- One stop procurement solution center for best in class contracts
  - Associated & National Contracts
- How to Engage
What are Shared Services?

- Initiatives designed to solve a common need of many organizations
- Defined by customers – Delivered by COG
- Solution design with pilot participants to establish standardized approach to solve common needs (80/20 rule)
- Administered by single entity, yet leverage the purchasing power of many
SHARE Contracts
Successful Initiatives

Other Post Employment Benefits (OPEB) Actuarial Services

- Original contract in 2006 with GRS
- Early adopters established standardized approach to service delivery model to address GASB 43/45
- Standardized approach & consolidated purchasing maximizes both cost savings & quality of delivery
  - Annual services spend across all 113 participating entities averages $400,000 each year with average savings of 25% per engagement, resulting in total savings of approximately $200,000 over the last two years
- Procurement completed in early 2017 for GASB 74/75
- Recipient of GFOA Award for Excellence
OPEB: Number of Plan Participants by Insurance Type

Source: 2016 NCTCOG OPEB Benchmarking Report
OPEB: Relativity of Cost

ARC per Active - 113 Texas Employers

75th Percentile = $3,381
Median = $1,262
25th Percentile = $497

Source: 2016 NCTCOG OPEB Benchmarking Report
SHARE Contracts
Successful Initiatives

Electronic Warrant Payment (EWP)
EWP Organizational Stakeholders

EWP Early Adopters:
- Arlington
- Carrollton
- Euless
- Grand Prairie
- Plano
Electronic Warrant Payment (EWP) Services

▪ GovPayNet offers warrant payment processing services across the region and has been operational since 2013

▪ No cost to entity and offers reasonable convenience fees to the payee

▪ 24 entities participating as of February 2017, covering 3.1 million citizens

▪ Total dollars received in last FY reporting period: $1.5 million

▪ Total dollars received since program conception as of February 2017: $3.6 million
Electronic Warrant Payment (EWP) Services

Map of Participating Entities

Key Data Points

- 7,078 total warrants/transactions
- Estimated Soft Cost Savings of $885,000 *

*based upon $125 of salary cost/staff time per transaction
Standard Request Forms for Temp Staffing Services

North Texas SHARE website

http://www.northtexasshare.org/SHARE_partners/temporary_staffing/

Submit Request by Category
- Accounting/Finance Services
- Administrative/Clerical Services
- Customer/Community Services
- General Labor/Maintenance Services
- Planning and Program Management Services
- Professional/Management Services
- Technical Services

Submit Request by Vendor
- All requests are sent directly to the staffing service and they respond to your organization with resumes within 2 business days
- Zero conversion fees after a temporary staff member has worked a minimum of 520 hours (better than the industry average)
SHARE Sponsored Contracts
Successful Initiatives

Pavement Analysis Services

- Initiated from the NCTCOG Public Works Committee working with Environment & Development Department
- Negotiated fixed service costs and equipment mobilization fees due to cooperative purchasing effort and regional market share
- Choice of 4 vendors
- Participants: City of Dallas & City of Hurst
- Service menu includes standardized options:
  - Digital image collections
  - ADA ramp locations
  - Pavement Condition Index (PCI) scores
  - Budget estimates
## Service Menu Sample

<table>
<thead>
<tr>
<th></th>
<th>Description:</th>
<th>Unit</th>
<th>Unit Base Cost ($)</th>
<th>Unit Cost ($)</th>
<th>Unit Cost ($)</th>
<th>Unit Cost ($)</th>
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</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>0-200 Lane Miles</td>
<td>201-700 Lane Miles</td>
<td>701+ Lane Miles</td>
</tr>
<tr>
<td>1</td>
<td>Automatically and continuously measure pavement cracking, texture, rutting, width, and pavement type</td>
<td>Lane Mile(^1)</td>
<td>$35</td>
<td>$35</td>
<td>$35</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Collect pavement surface distress through automated means</td>
<td>Lane Mile(^3)</td>
<td>$40</td>
<td>$40</td>
<td>$40</td>
<td></td>
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<tr>
<td>3</td>
<td>Provide a digital condition rating system to collect user defined severity/extent based pavement distresses and pertinent roadway attributes to accommodate a standardized approach to collecting data</td>
<td>Lump Sum</td>
<td>$4,500</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Collect dual-wheel path roughness data to International Roughness Index standards</td>
<td>Lane Mile(^1)</td>
<td>$5</td>
<td>$5</td>
<td>$5</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Roadway information that shall be collected and provided to the Participant at a minimum includes items a. through i. in Roadway information(^3)</td>
<td>Lane Mile(^1)</td>
<td>$5</td>
<td>$5</td>
<td>$5</td>
<td></td>
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SHARE Current & Upcoming Solutions

▪ Early Childhood Education Curriculum
  – Partnership project with Workforce Solutions

▪ Early Flood Warning Detection Software:
  – Regional/Shared Technology Partnership project with Environment & Development and the Trinity River Common Vision Members

▪ Spatial Data (Aerials) Cooperative Program
  – Procuring solutions to support the 69 entities participating in the NCTCOG Aerial Program and expand available services through added service menus

▪ Online Training Options
  – Procuring vendors to offer enhanced online training packages for the participating entities
Associated Contracts

- Working with multiple local entities who have cooperative contracts that could benefit the region and reduce duplication efforts
- Allows North Texas SHARE to serve as a regional repository for best-in-class contracts

- Vehicles
  - Sedans, Pickups, Vans
- Police Package Vehicles
- Vehicle Equipment, Tires, and Tubes
- Emergency Vehicle Equipment and Supplies
National Contracts

▪ Partnerships
  – National contracts provide for the purchase of common commodities and offer an opportunity to consolidate buying power in the region
  – Continuously researching a variety of national contracts to cover common commodities identified as a need in the region

▪ Review & Contract Vetting Process
  – Conduct high level review of cooperative organization’s fundamental procurement & contracting processes
  – Review for legal sufficiency, approach with various funding sources & process for participation
  – Ensure access to procurement materials (RFP, ITB, etc) and review contract dates, terms, renewal options
  – Review procurement for compliance with local/state & federal requirements

▪ Initial opportunity to partner with NJPA

*Participating entities are advised to review funding source requirements prior to purchasing from any cooperative contract
NJPA Initial Contract Offerings (9 Contracts Total)

- Office Supplies
- Janitorial Services
- Furniture

- Tractors, Utility Vehicles & Construction Equipment
- Construction & Agricultural Equipment

- Facility & Maintenance Repair and Operations
- Public Safety Equipment

- Technology, Security & Communication Solutions

- Integrated Business Solutions
Talent Management

Cornerstone Talent Management Software

- GSA Contract with highly negotiated rates for regional volume pricing
- Standardized implementation approach significantly reduces timelines to go-live
- Current Modules include: Learning Management Software (LMS), Recruitment, Onboarding & Performance Management, Succession Planning & Workforce Analytics
- Participating Entities with 5 to 6 more planned in FY’18 budget
  - City of Garland (Projected Go-Live: Summer 2017)
  - City of Arlington (Projected Go-Live: October 2017)
  - City of Bryan (Projected Go-Live: Summer 2017)
- Collectively 3 participating entities saved over $75,000 in initial implementation costs (40%), and average a 40% annual savings on recurring subscription costs
Cornerstone SHARE Savings (Hard Cost)

<table>
<thead>
<tr>
<th></th>
<th>Annual SaaS - SHARE</th>
<th>Annual SaaS - GSA</th>
<th>Services - SHARE</th>
<th>Services - GSA</th>
<th>SHARE Total</th>
<th>GSA Total</th>
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<tbody>
<tr>
<td>Cornerstone SHARE</td>
<td>$136,400</td>
<td>$195,225</td>
<td>$100,100</td>
<td>$179,600</td>
<td>$236,500</td>
<td>$374,825</td>
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▪ Training & Development Institute (TDI) formally the Regional Training Center (RTC)
▪ Service Offering through North Texas SHARE
▪ New website Launch, northtexastdi.org, April 2017

TDI Services

- Curriculum based around Industry “Academies” offering structured coursework/certification (911, RPA, etc) as well as individual courses
- Online training options available for variety of professional development and technical training
- Emerging Leader training programs
- Flexible LMS Options to meet organizational needs
How do Participants Access a Contract?

NCTCOG
North Texas
SHARE

Vendor

Standard
Order Form

Participants

Master Interlocal
Agreement

Master
Contract

Greater Participation = Better Rates for Everyone
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*Presentation is available [http://www.nctcog.org/aa/finance_roundtable.asp](http://www.nctcog.org/aa/finance_roundtable.asp)
Questions