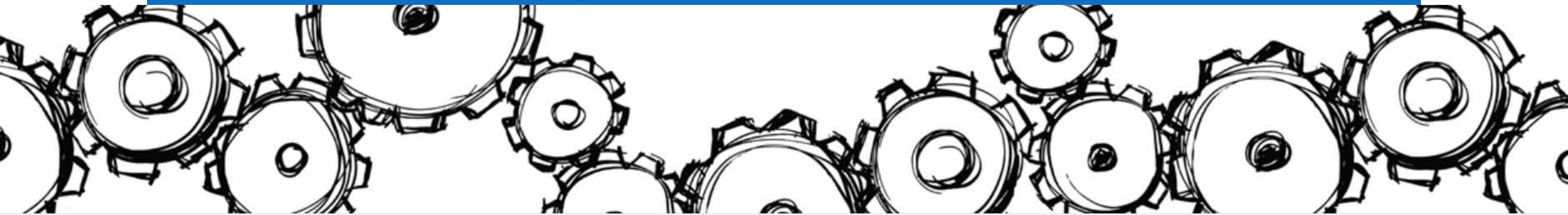




## Government Finance Officers Association Of Texas

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



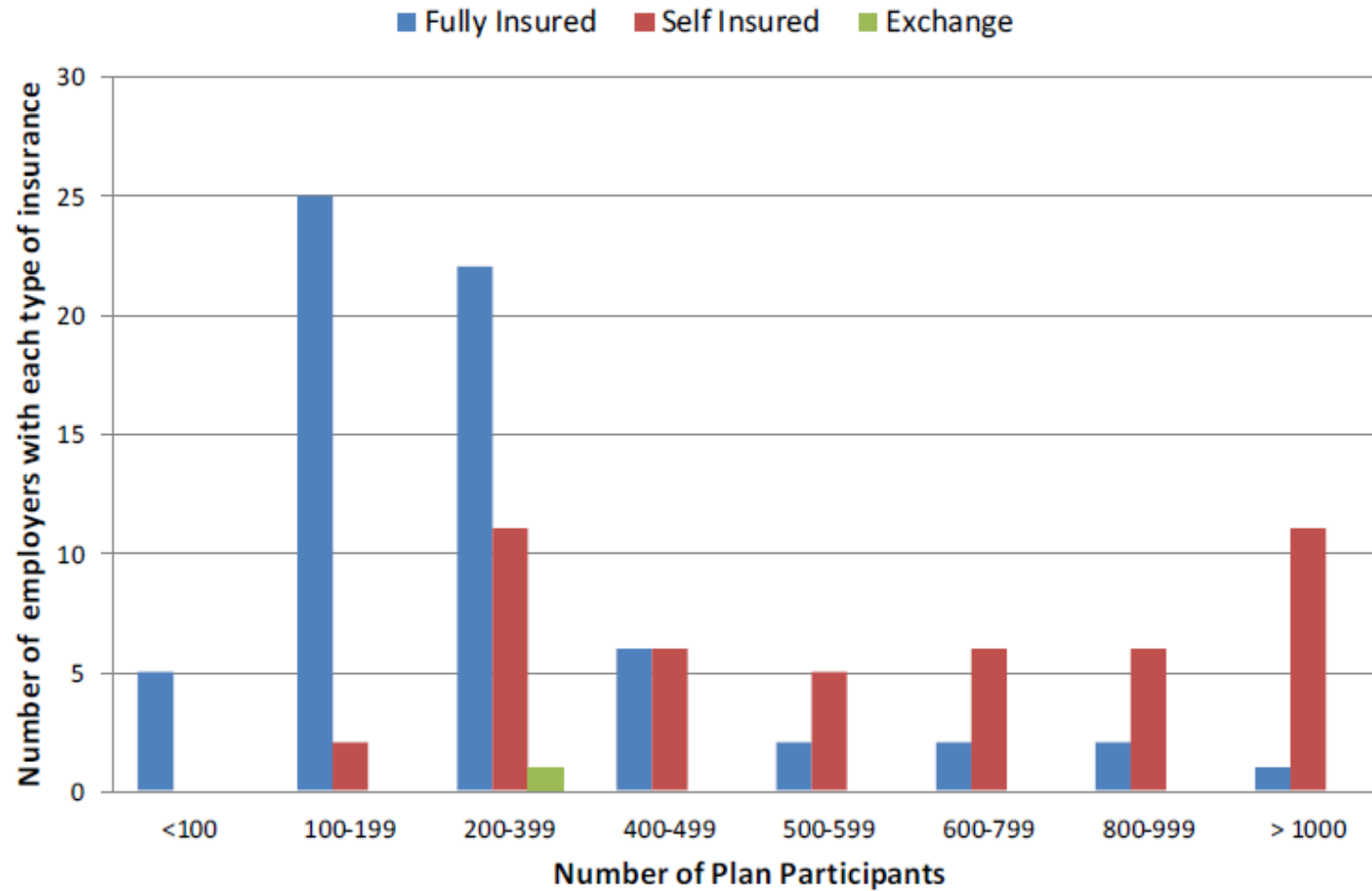
# SHARE Contracts

## 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

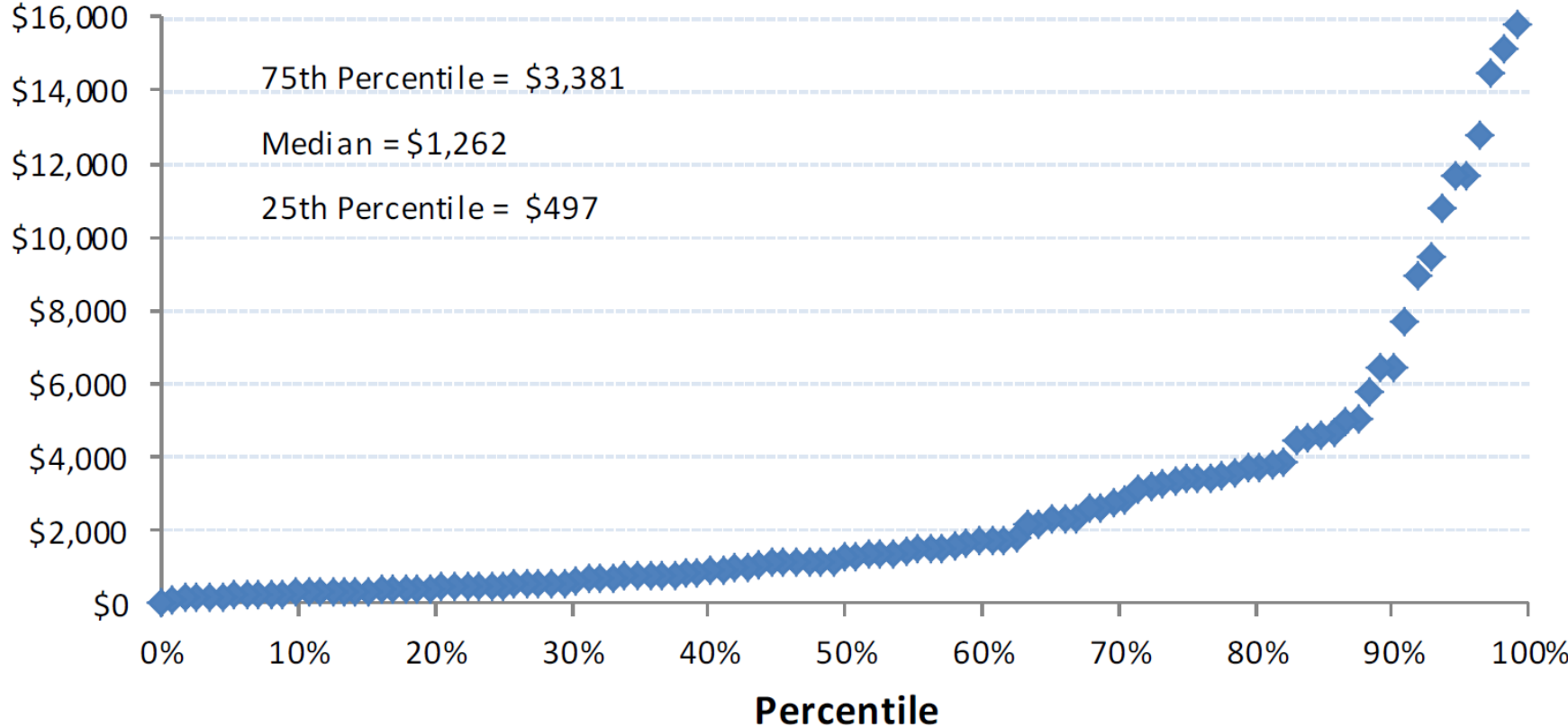
# OPEB: Number of Plan Participants by Insurance Type



Source: 2016 NCTCOG OPEB Benchmarking Report

# OPEB: Relativity of Cost

## ARC per Active - 113 Texas Employers



Source: 2016 NCTCOG OPEB Benchmarking Report

# SHARE Contracts

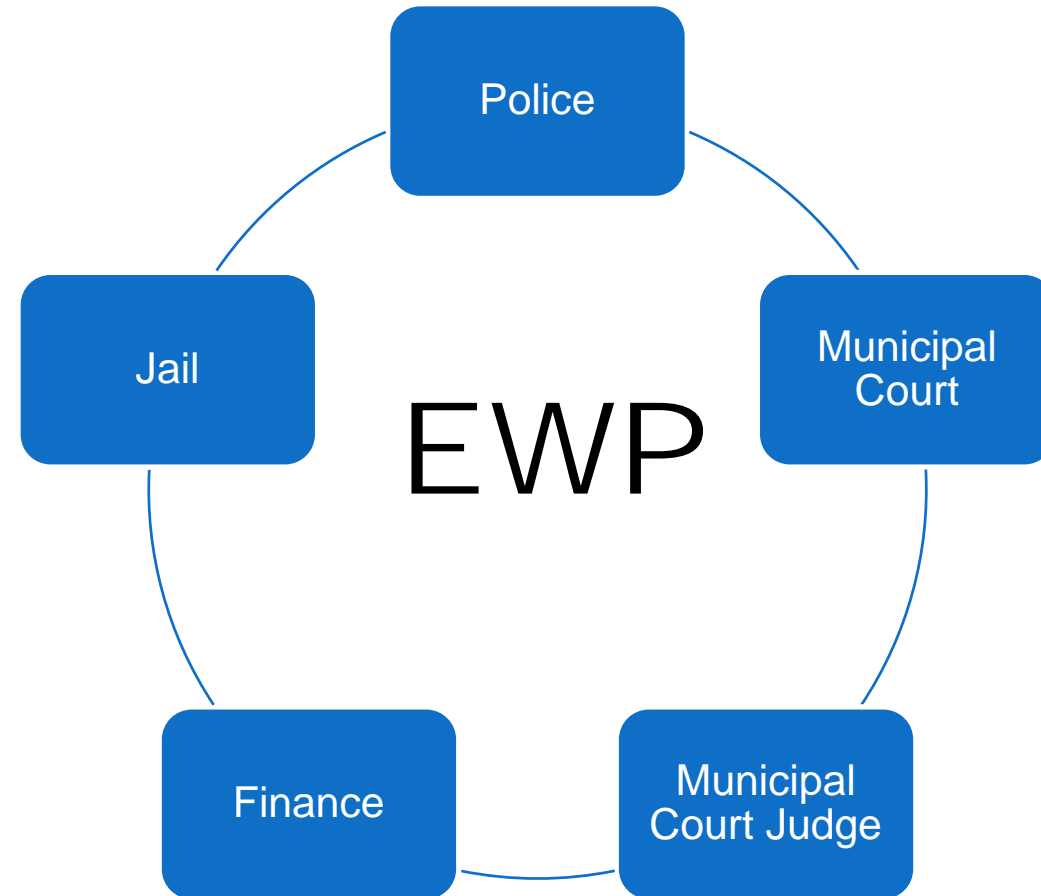
## Successful Initiatives

### 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

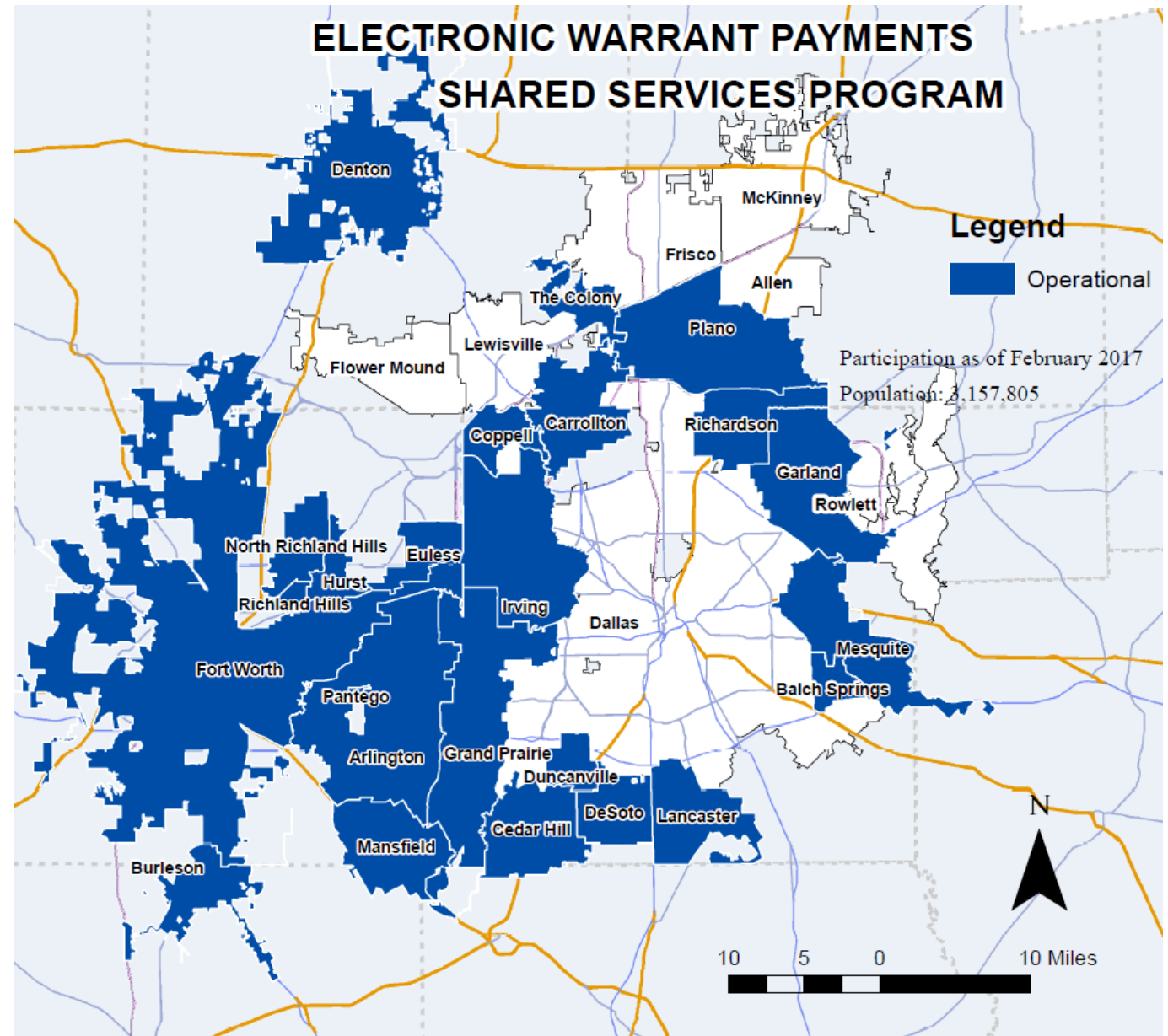


# Electronic Warrant Payment (EWP) Services Map of Participating Entities

## Key Data Points

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

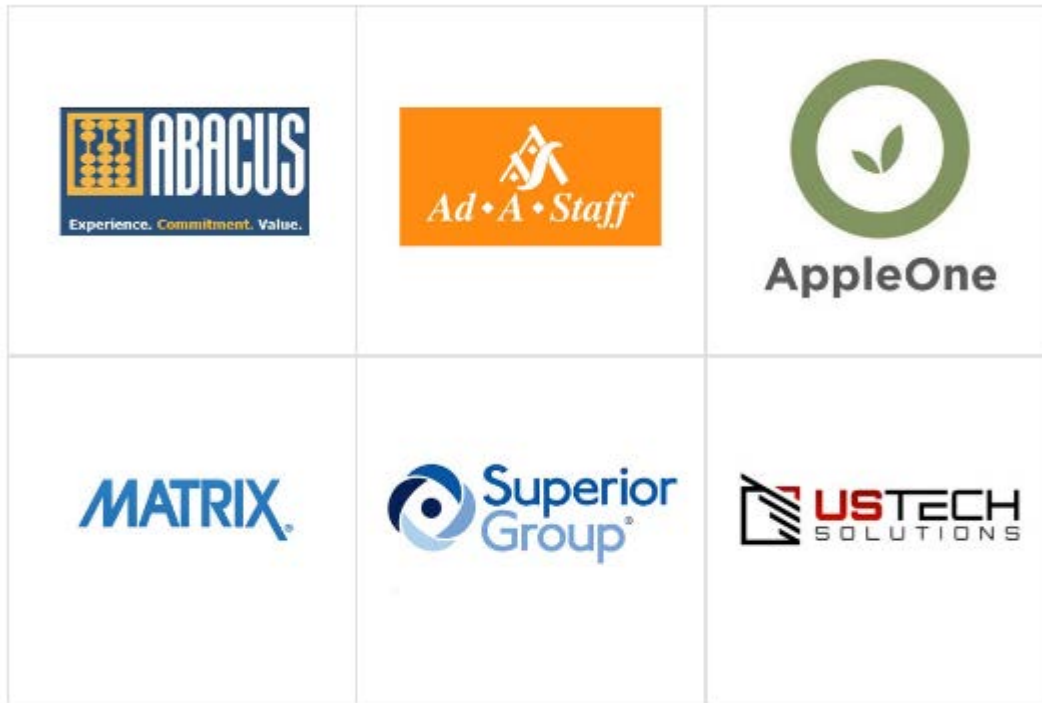
*\*based upon \$125 of salary cost/staff time per transaction*



# Standard Request Forms for Temp Staffing Services

## North Texas SHARE website

[http://www.northtexasshare.org/SHARE\\_partners/temporary\\_staffing/](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



			MAXIMUM PRICE PER TIERED GROUP			
	<u>Description:</u>	<u>Unit</u>	<u>Unit Base Cost \$</u>	<u>Unit Cost (\$)</u> <u>0-200 Lane Miles</u>	<u>Unit Cost (\$)</u> <u>201-700 Lane Miles</u>	<u>Unit Cost (\$)</u> <u>701+ Lane Miles</u>
1	Automatically and continuously measure pavement cracking, texture, rutting, width, and pavement type	Lane Mile <sup>1</sup>		\$35	\$35	\$35
2	Collect pavement surface distress through automated means	Lane Mile <sup>1</sup>		\$40	\$40	\$40
3	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	Lump Sum	\$4,500			
4	Collect dual-wheel path roughness data to International Roughness Index standards	Lane Mile <sup>1</sup>		\$5	\$5	\$5
5	Roadway information that shall be collected and provided to the Participant at a minimum includes items a. through i. in Roadway information <sup>3</sup>	Lane Mile <sup>1</sup>		\$5	\$5	\$5

# 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)

**STAPLES®**

- Office Supplies
- Janitorial Services
- Furniture

**GRAINGER®**

- Facility & Maintenance Repair and Operations
- Public Safety Equipment

 **Kubota**

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

**CDW·G®**

- Technology, Security & Communication Solutions



- Integrated Business Solutions

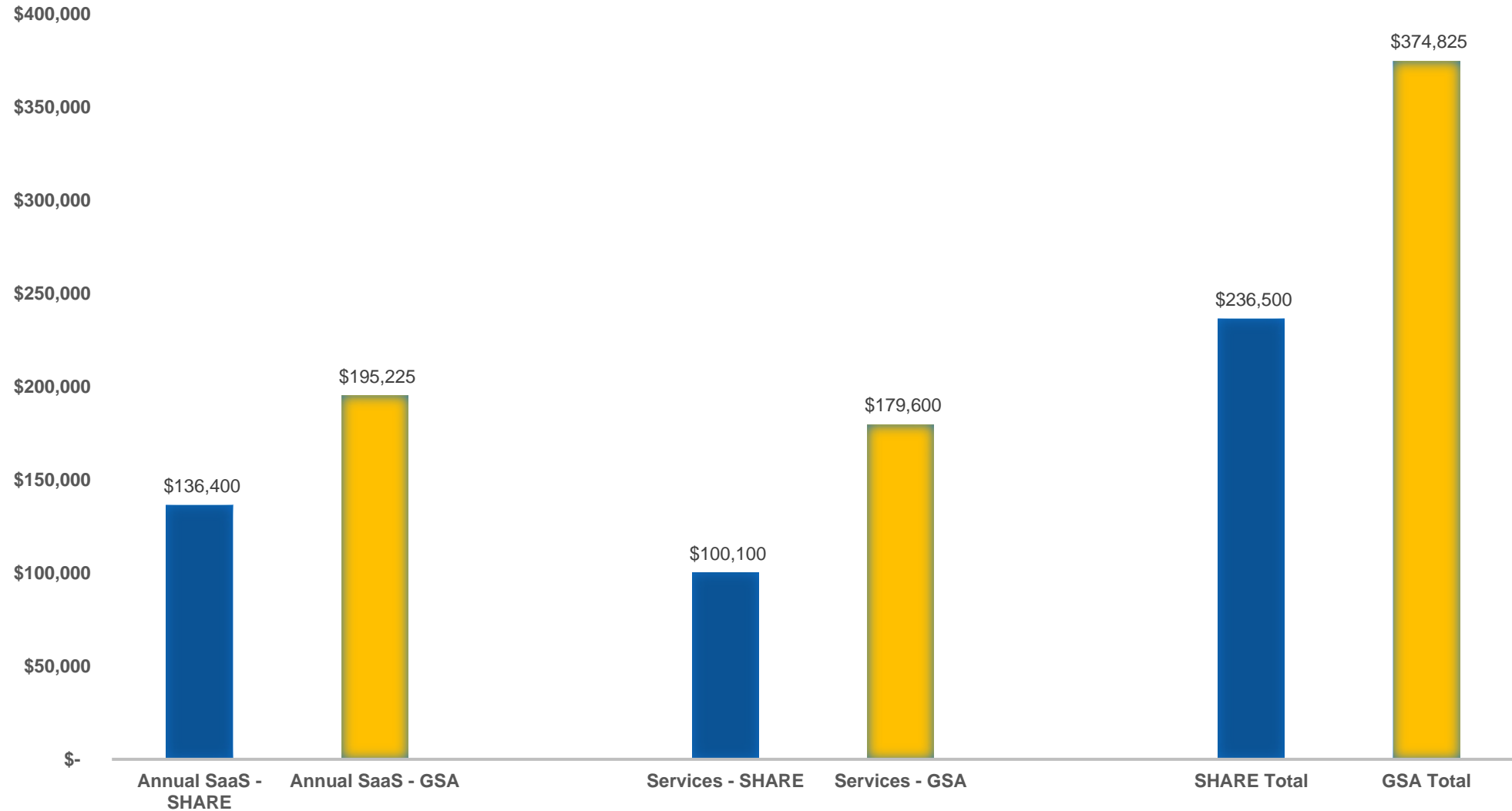


# Talent Management

## 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)



- Training & Development Institute (TDI) formally the Regional Training Center (RTC)
- Service Offering through North Texas SHARE
- New website Launch, northtexasdi.org, April 2017

## Learn. Excel. Inspire.

The Training & Development Institute is a division of the North Central Texas Council of Governments and strives to provide high quality training to local governments to contribute to their success.

*Select an Academy below to view our training opportunities.*

[Find out more About Us](#)

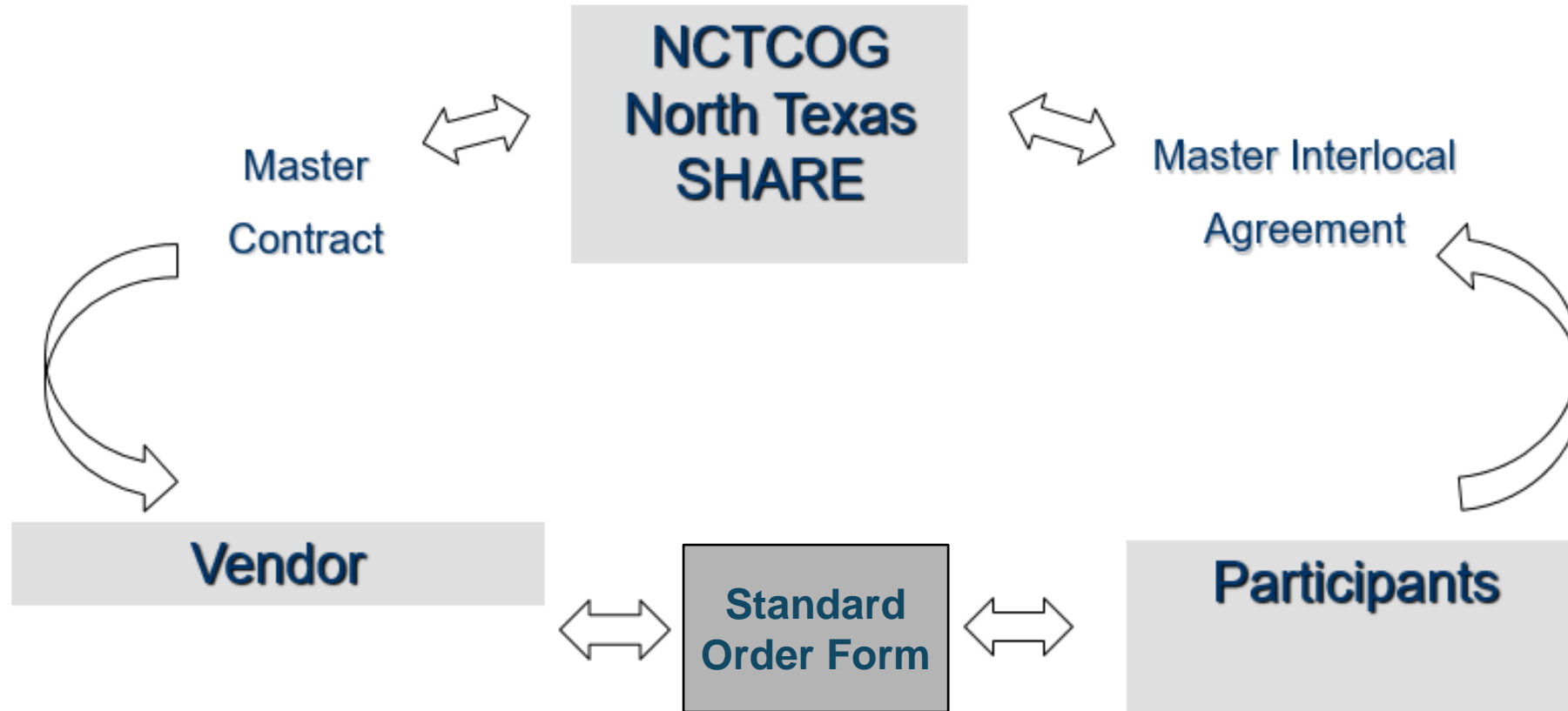


# TDI Services

- 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?



*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

