

B.5. David Tucker

Department of Buildings & General Services Office of the Commissioner 2 Governor Aiken Ave. Montpelier, VT 05633

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July 15, 2010

Joint Fiscal Committee One Baldwin Street Montpelier, VT 05633-5701

To the Members of the Joint Fiscal Committee:

I am writing to express my support for the fee structure as proposed for the e-Procurement system. Deb Damore, Director of Purchasing and Commissioner Tucker, the Vermont Information Consortium (VIC) and others have worked together to bring forth a proposed system that will modernize the way we manage procurement for the State of Vermont.

Not only will this new system create efficiencies for my staff and the departments in state government that we support, it provides a new mechanism, the reverse auction process that has been demonstrated to drive down the cost of commodity items like fuel and paper. By developing this system, VIC has assumed the capital costs of providing a modern e-Procurement system, and the fees represent a reasonable return on the investment required for the system.

Reports from other states that have implemented e-Procurement all point to an overall savings over and above the fees that will be charged by VIC. With your support, we can move the Vermont procurement system into the 21<sup>st</sup> Century and provide better value overall to the departments and agencies we support.

Sincerely,

'Gerry Myers, Corhmissioner Buildings and General Services

GJM/wlc





#### **Vermont Information Consortium METRICS: eProcurement & Beyond**

#### eProcurement Service: Estimated VIC Revenue/Costs - Years 1-4:

Based on the BGS Purchasing Office estimates of **\$51 million** in total commodity contract purchases, the following fees, costs, and revenues are calculated below. Further information and category definitions are available in the Statement of Work.

In addition to helping support VIC's role in deploying and maintaining the service, vendor outreach & marketing, and long-term support, this revenue will be dedicated toward additional resources and enterprise services for the portal. It is anticipated that VIC will eventually be able to hire at least one additional staff member depending upon the success of the service.

	Year 1 (2011)	Year 2 (2012)	Year 3 (2013)	Year 4 (2014)
Forecasted Fees Collected	\$ 72,250	\$ 216,750	\$ 361,250	\$ 433,500
Estimated VIC Team Costs	\$ 375,000	\$ 156,250	\$ 93,750	\$93,750
Projected Cumulative Cashflow	\$ (302,750)	\$ (242,250)	\$ 25,250	\$365,000

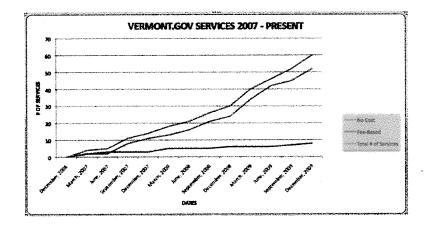
#### Vermont Information Consortium - P & L 2007-2010

	2007	2008	2009	2010 (thru Q2)
Revenue	\$4,012,600	4,737,628	\$4,747,865	\$2,562,580
Cost of Sale	\$3,066,108	\$3,577,854	\$3,503,858	\$1,795,491
Gross Margin	\$946,492	\$1,159,772	\$1,244,007	\$767,089
Expenses	\$1,089,828	\$1,396,212	\$1,484,880	\$793,193
Net Income	\$(143,336)	\$(236,440)	\$(240,873)	\$(26,104)

### VIC Application & Website Development: Fee vs. No-Cost Services

In the nearly four years that VIC has been an eGovernment service provider for the state, we have launched 73 services or websites, 11 fee-based (15%) and 62 (85%) no-cost services. Of the 62 no-cost services, we have designed, trained, and launched 39 websites in our Content Management System.

It has been estimated that overall, no-cost services developed by VIC have saved the state well over \$1 million in service development during this time.

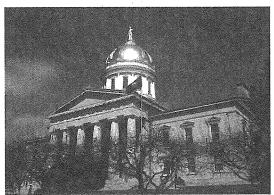




17 Marc 18 Marc 19 May 20 May 21 June 22 July 23 24 25 26 27 Sept 28 30 30 31 Nov 31 Nov		
March May May June July September September November	September September September October October October October October October Arch March September	DATE 2007 January February February March May
Agency of Administration Department of Information and Innovation Multimedia Center Cost Savings Calculator Department of Children and Families Department of Buildings and General Services DII Training Application DOC Training Application BGS Fleet Management Application AOT Rideshare Request Form Vermont Scenic Byways Department of Libraries Help for VT Health Care Reform Department of Finance & Management Town Payments Lookup Tool Amber Alert Online Service Criminal Convictions Records	www.Vermont.gov Statewide Google search appliance Enterprise Content Management System (CMS) eCMS User Manual Webmaster Resource Center PursueVT Green Mountain Care Vermont.gov - Mobile Portal  Tax Filing & Refund Status Lookup Vital Records Reinstatement Payment	NAME Homestead Declaration Vermont Court Pay BizFile IVR Motor Vehicle Record Retrievals (MVRs) Attorney Licensing
CMS Website CMS Website Online Service Online Service CMS Website CMS Website Online Service Online Service Online Service Online Service CMS Website CMS Service Online Service Online Service	Portal Online Service Online Service Online Service Online Service CMS Website CMS Website Online Service Online Service Online Service	Online Service Online Service IVR Service Online Service Online Service
AOA DII  Enterprise Enterprise DCF BGS DII DOC BGS AOT VSBP DOL GOV AOA F & M F & M DPS DPS	Enterprise  Enterprise  Enterprise  Enterprise  Enterprise  ACCD  OVHA  Enterprise  VDH/VSARA  DMV	Tax \( \sqrt{Udiciary} \) Tax \( \sqrt{DMV} \) Judiciary
		COST FEE

61 62 63 64 65 66 67 68 69 70 71	36 37 38 39 39 40 40 41 40 41 41 41 41 41 41 41 41 41 41 41 41 41	35
2010 January February March March April May June	January February April June July August October November December	2009
Commission on Women Event Registration redesign Town Highway Bridge Limits Service Vermont Communications Website State Auditor Public Records Request (FOIA) Police Reports/FOIA upgrade Attorney Licensing Updates MyVermont.gov Homeland Security AOT Event Registration Mobile Home Parks Front End Governor's Highway Safety Program	Office of the Defender General Enhanced 9-1-1 Board State's Attorney and Sheriff's Association Enhanced Driver's License – DMV Mobile Tax Filing & Refund Status Lookup Connecting Commuters Veteran's Services Directory Economic Stimulus and Recovery Information Security Human Rights Commission Vermont.gov Portal Redesign DPS - Police Reports DED DHCA Page Mobile Home Park Registration Service Chief Marketing Officer Department of Mental Health Public Service Board DHR - Human Resources DMV - Motor Vehicles Office of the State Treasurer ARRA Reporting Service Vermont Veteran's Home Lieutenant Governor's Office Chief Technology Office MyBenefits page (DCF)	VtShares Campaign
CMS Website Online Service Online Service CMS Website CMS Website Online Service Online Service Online Service Online Service Online Service Online Service CMS Website Online Service CMS Website	CMS Website CMS Website CMS Website CMS Website Branding Online Service CMS Website CMS Website CMS Website CMS Website CMS Website Online Service CMS Website Online Service CMS Website Online Service CMS Website	CMS Website
COW ACCD DMV DPS AUD DII DPS/DII JUD SOV DPS ACCD DPS	Judiciary Enterprise Enterprise DMV Tax AOT Veterans VOESR DII HRC Portal DPS ACCD ACCD ACCD CMO AHS PSB DHR DMV OST VOESR VVH LTGOV CTO DCF	ACCD
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Vermont State House, April 1, 2010

# General Manager's Report Quarter 1 - 2010

Prepared by Jamie Gage General Manager April 8, 2010

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## **EXECUTIVE SUMMARY**

The first quarter of 2010 was extremely busy for Vermont Information Consortium, with six new service and/or website launches, two large new project starts with the Department of Health, and significantly increased demand for e-government services. In fact, by the end of Q1, that demand resulted in VIC having 14 new e-government services in the works (requirements gathering or development) and 18 additional ECMS websites lined up in the queue.

Our success since 2007 (60 websites and services) and especially in 2009 (20 websites and 5 awards, including a Best of the Web Finalist award) contributed to the increased demand, with awareness about VIC and the portal reaching more state employees and citizens than ever before. In early March I also appeared on the radio show "The Charlie and Ernie and Lisa Show" to promote Vemont.gov and e-government services with Chief Marketing Officer Christine Werneke, and this may have helped as well.

The "Challenges for Change" bill, S.286, also resulted in increased demand in Q1. First introduced as a Joint Legislative document in January and then passed into law in late February, the Challenge initiative poses new challenges and opportunities to help Vermont state government deal with the realities of shrinking budgets both now and in the future. One of those opportunities is a stronger reliance on electronic technologies, and thus we were called upon in March to be key contributors on several new e-government initiatives related to the bill, including the development of two online service prototypes for the Administration.

Although the final outcomes from the bill have not been determined, we expect that demand will continue to rise for VIC services, as the advantages of e-government services become apparent to more and more people. As this demand grows, it is incumbent upon VIC to try to meet that demand and thus we are hoping to be able to expand beyond our staff of seven (7) in the coming months.

Overall, the first quarter of 2010 was a great start to what we believe will be a watershed year for VIC and e-government services in Vermont.

# **Q1 2010: DETAILS**

## Service/Website Launches

## January:

• Commission on Women: <a href="http://women.vermont.gov/">http://women.vermont.gov/</a>

#### February:

- Event Registration (redesign). <a href="https://secure.vermont.gov/ACCD/eventreg/">https://secure.vermont.gov/ACCD/eventreg/</a>
- Town Highway/Bridge Limits service <a href="http://dmv.vermont.gov/municipal-highways-bridges">http://dmv.vermont.gov/municipal-highways-bridges</a>

  March:
  - Vermont Communications Website (DPS) <u>http://vcomm.vermont.gov/public</u>
  - State Auditor's Website <a href="http://auditor.vermont.gov/">http://auditor.vermont.gov/</a>
  - Public Records Request System (FOIA) <a href="https://secure.vermont.gov/DII/foia/index.php">https://secure.vermont.gov/DII/foia/index.php</a>

# <u>Media</u>

• Radio interview - WVMT On March 11, I appeared on WVMT talk show in Burlington with CMO Christine Werneke to promote <a href="https://www.vermont.gov">www.vermont.gov</a> and online services.

### Partner Relations

**Vermont Web Portal Board: February 26** Went very well. The Board agreed on the funding structure for eProcurement and agreed to take a more active role, and we are now planning to meet once per quarter.

**DPS** partnership continues to grow and strengthen with continued work on two new applications – the Sex Offender Registry and Criminal Convictions Subscription Service.

**VDH relationship** also continues to grow and strengthen with project starts on professional licensing (Cavu) for the Medical Practice Board and Lead Compliance. Since the beginning of the year, they have also requested our help on several new applications, including the Ladies First cancer screening program and a Food and Lodging Inspection application.

**Tax relationship** continues to be very strong, with continued work on the Property Transfer Tax application and two new initiatives related to Challenges for Change.

**DMV relationship** also continues to be strong with two new potential services or service enhancements, as well as our sustained work on service migration to VTDrives backend system.

VIC branding is an aim for 2010, as we create new iconography and marketing materials to define our company and reinforce the best facets of our state. We continue to work on the VIC Partner Portal when we have time to more positively carve out our own strong and unique identity.

# 2010 Projects in Development (14):

- Challenges for Change (2): Business Tax Registration & Rule Changes website
- AHS/MyVermont portal
- VDH: Cavu
- VDH: Lead Compliance
- Sex Offender Registry
- eProcurement
- Property Transfer Tax Returns
- Vital Records redesign
- Criminal Convictions Subscription service
- VTDrives project: DMV Migration
- Attorney Licensing Updates.
- Ladies First health screening application
- Mobile Home Parks Registration (public site)

# Other notable 2010 potential projects (7):

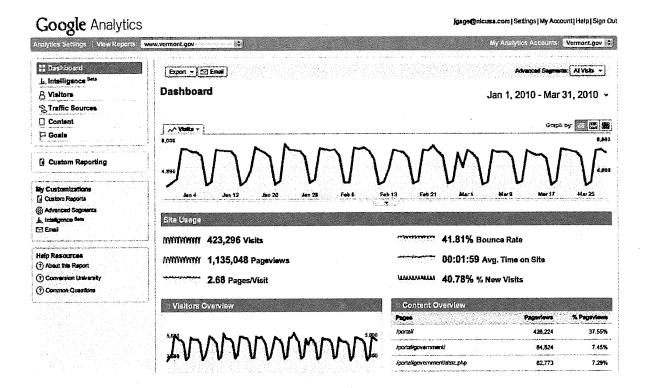
- Health Premiums
- Fire Safety Licensing
- Broadband service
- VDH Food & Lodging Mobile Inspections
- IRP & IFTA Permitting (DMV)
- Business Tax Registrations
- Proposed Rule Changes website

# **ECMS Sites Currently in Progress Toward Launch (12):**

The following is a listing of state agency websites that are in the active queue toward development. Please note this does note include the multitude of state websites which are in early resources/requirements gathering phase.

- Office of Vocational Rehabilitation
- Vermont Emergency Management
- Agency of Transportation
- BISHCA (5)
- Voyages of Discovery
- Vermont Governor's Highway Safety Program
- Department of Labor
- Homeland Security

# Q1 2010: PORTAL STATISTICS



### January:

Total Page Views (actual pages viewed): 382,729

Total Visits (visitors to the site - one visitor could have multiple page views): 141,310=

#### February:

Total Page Views (actual pages viewed): 359,908

Total Visits (visitors to the site – one visitor could have multiple page views): 135,012

#### March:

Total Page Views (actual pages viewed): 392,411

Total Visits (visitors to the site - one visitor could have multiple page views): 146,974

### Most Popular Pages (page views given):

- 1. Homepage
- 2. Government
- 3. A-Z Listing
- 4. Employment
- 5. Employment Opportunities
- 6. Search
- 7. About Vermont
- 8. Business
- 9. Travel
- 10. Residents

### Top Search Queries:

- 1. Search Vermont government
- 2. dmv
- 3. taxes
- 4. unemployment
- 5. DMV
- 6. unclaimed property
- 7. secretary of state
- 8. Food stamps
- 9. Forms
- 10. tax forms

# PORTAL HIGHLIGHTS 2009

# 2009 Awards & Rankings

Mobile Portal A+ Grade - Vermont.gov February

http://www.govtech.com/dc/619028

March

September

December

SafeKIDS Award - DPS/VCIC

**Vermont Department of Health** 

Center for Digital Government

**State of Vermont** 

Government Technology magazine

May

**Public Service Recognition Award** 

Finance & Management Website

2009 Best of the Web Finalist Award

http://www.centerdigitalgov.com/survey/88

Director's Award for Adam Woodworth

Department of Public Safety

http://www.vermont.gov/portal/media/video.php?mid=121.

# 2009 Launched CMS Websites (20):

In 2009, VIC helped develop and deploy 20 websites at no cost to Vermont state government in the ECMS. As a result, total cost savings through the ECMS are estimated at over \$500,000 for 2009. The websites include:

**DMV - Motor Vehicles** 

Office of the Defender General

Enhanced 9-1-1 Board

State's Attorney/Sheriff's Ass. **Connecting Commuters (GoVT)** 

**Veteran's Services Directory** 

**VOESR** 

**DHR - Human Resources** 

**Public Service Board** 

**DED DHCA Page** 

**Chief Marketing Officer** 

**Department of Mental Health** 

Information Security

**VtShares Campaign** 

Office of the State Treasurer

Vermont Veteran's Home

Lieutenant Governor's Office

**Chief Technology Office** 

MyBenefits page (DCF)

**Human Rights Commission** 

Attachment A: VIC Update Report

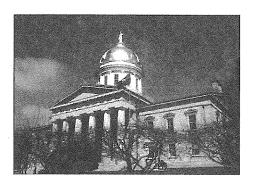
Please refer to the attached "VIC Update Report" which now includes a project spreadsheet and graph listing of all open and launched projects, including CMS projects. Links to each service and/or website are provided in the far right column.

Respectfully Submitted,

Jamie Gage

General Manager, Vermont Information Consortium





# General Manager's Report Quarter 2 - 2010

Prepared by Jamie Gage General Manager July 1, 2010

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# **EXECUTIVE SUMMARY**

The second quarter of 2010 was another extremely busy time for Vermont Information Consortium.

During this period VIC:

- <u>Launched 8 new online services</u>, state websites, or service upgrades, including the new *MyVermont* portal (a Challenges for Change project);
- Worked on over 30 additional online service projects, including 8 new CfC projects;
- Drafted or signed 4 new Statements of Work for large online service projects for 2011

Through the "Challenges for Change" bill/law, the State and VIC worked together over the 2<sup>nd</sup> Quarter of 2010 to demonstrate the efficiency and speed of e-government. In April and May, VIC developed two prototypes in short order for the initiative – the Proposed Rules Postings service for the Secretary of State's office (the full service will launch very soon), and a Business Registration prototype for the Department of Taxes.

Over these months we also worked with a number of key Administration stakeholders to gather requirements, develop, and then launch (on Memorial Day) the robust single sign-on solution, *MyVermont* (www.vermont.gov/myvermont). This solution, heralded in the press and by the Chief Technology Officer for the state, allows users to the state portal the ability to create a kind of home page of state information that interests them -- links to state officials they want to contact, personalized traffic reports, updated listings of state jobs, and personal transactional information from relevant business that users may have conducted with the state (registration renewals, for example).

The Challenges law also allowed us to grow our staff by another individual, so that we will soon total 8 employees. On April 27, DII and the State signed a contract amendment to fund this new VIC employee for a six-month term to allow us to more aggressively pursue the various projects associated with the new law. The new developer will begin on July 1.

Additionally, our track record continues to grow, and more agencies are embracing online services than at any other time in our four-year history. The gubernatorial election and transition will allow us to celebrate our successes thus far, as we begin to educate and re-educate key government personnel. Though we expect this may also result in a lull in new service development in early 2011, we're confident that the projects we have lined up for those six months will continue to keep us very busy.

Overall, the second quarter (and the first half as a whole) of 2010 has been a continuation of the trend toward online service development that we've been seeing over the last year at VIC. More people than ever understand the inherent value of e-government services in Vermont, and we are extremely enthusiastic about the future.

Respectfully Submitted, Jamie Gage General Manager, Vermont Information Consortium

# **Q2 2010: DETAILS**

# Service/Website Launches Upgrades (8)

#### April:

Police Reports/FOIA request upgrade (DPS)

#### May:

Attorney Licensing updates (JUD)

#### June:

- Myvermont.gov single sign-on portal <a href="https://secure.vermont.gov/myvermont">https://secure.vermont.gov/myvermont</a> (STATE CfC\*)
- Portal Feature Upgrades Online Services <a href="http://www.vermont.gov/portal/services/">http://www.vermont.gov/portal/services/</a> (STATE)
- Homeland Security (DPS): <u>www.hsu.vermont.gov</u> (DPS)
- AOT Event Registration: <a href="https://secure.vermont.gov/AOT/eventreg/">https://secure.vermont.gov/AOT/eventreg/</a> (AOT)
- Mobile Home Parks front end: <a href="https://secure.vermont.gov/DHCA/mobilehomes/">https://secure.vermont.gov/DHCA/mobilehomes/</a> (ACCD)
- Governor's Highway Safety Program: <a href="http://ghsp.vermont.gov">http://ghsp.vermont.gov</a> (DPS)

# **Award Applications:**

#### June:

• Best of the Web (Center for Digital Government)

## <u>Press</u>

#### May:

"Vermont's DMV Express Surpasses 500,000 Online Vehicle Registration Renewals"
 <a href="http://finance.yahoo.com/news/Vermonts-DMV-Express-bw-219889071.html?x=0&.v=1">http://finance.yahoo.com/news/Vermonts-DMV-Express-bw-219889071.html?x=0&.v=1</a>

#### June:

• "Vermont launches new "door" to state services"

<a href="http://www.burlingtonfreepress.com/article/20100609/NEWS03/6090302/1095/Vermont-launches-new-door-to-state-services#ixzz0qSXM4jW2">http://www.burlingtonfreepress.com/article/20100609/NEWS03/6090302/1095/Vermont-launches-new-door-to-state-services#ixzz0qSXM4jW2</a>

### **Conference/Appearances:**

- NASPO Conference, San Francisco, CA April 18-20 (JG)
- Vermont Businesses for Social Responsibility Conference, Burlington, May 17 (JG)
- NIC Marketing Conference, Austin, TX May 24-27 (JG & RS)

# 2010 Projects in Development/Technical Analysis (11):

Sex Offender Registry Launch date (DPS)

Criminal Convictions Subscription service (DPS)

Proposed Rules Postings (SOS/VSARA – CfC\*)

Vital Records redesign (SOS/VSARA)

Lead Compliance (HEALTH)

IRP & IFTA Permitting (DMV)

VTDrives project: Services Migration (DMV)

Property Transfer Tax Returns (TAX)

Ladies First health screening application (HEALTH)

Cavu professional licensing (HEALTH)

eProcurement (BGS)

PROPOSED LAUNCH: JULY 1
PROPOSED LAUNCH: JULY 1
PROPOSED LAUNCH: JULY
PROPOSED LAUNCH: JULY
PROPOSED LAUNCH: JULY

PROPOSED LAUNCH: SEPTEMBER PROPOSED LAUNCH: OCTOBER PROPOSED LAUNCH: JAN 2011 PROPOSED LAUNCH: FEB 2011 PROPOSED LAUNCH: FEB 2011

ONGOING/UPCOMING

# Additional Challenges for Change projects (8)

MyVermont portal: www.vermont.gov/myvermont

Business Registration (Taxes)

Unified Business Portal

Permitting and Compliance Portal

AHS myBenefits Portal

Act 250 Forms online

Creative Workforce website

DigSafe website

LAUNCHED MEMORIAL DAY
PROTOTYPE DEVELOPED
ONGOING/UPCOMING
ONGOING/UPCOMING
ONGOING/UPCOMING
ONGOING/UPCOMING
ONGOING/UPCOMING
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ONGOING/UPCOMING

# **ECMS Sites Currently in Progress Toward Launch (8):**

The following is a listing of state agency websites that are in the active queue toward development. Please note this does not include the multitude of state websites which are in early resources/requirements gathering phase.

- Agency of Transportation/VTrans
- Office of Vocational Rehabilitation
- Vermont Forensics Laboratory
- Voyages of Discovery
- Vermont Criminal Information Center
- Vermont Labor Relations Board
- Department of Children and Families (redesign)
- Vermont Emergency Management

# Other potential 2010-2011 online service projects (4):

- Health Premiums
- Fire Safety Licensing
- Broadband service
- VDH Food & Lodging Mobile Inspections

### **Partner Relations**

**VDH** partnership continues to grow with a signed SOW for the Ladies First project, a draft SOW for the Cavu professional licensing project, and the imminent launch of the Lead Compliance service. We are also in discussions with them regarding 2-3 additional projects over the next 18 months.

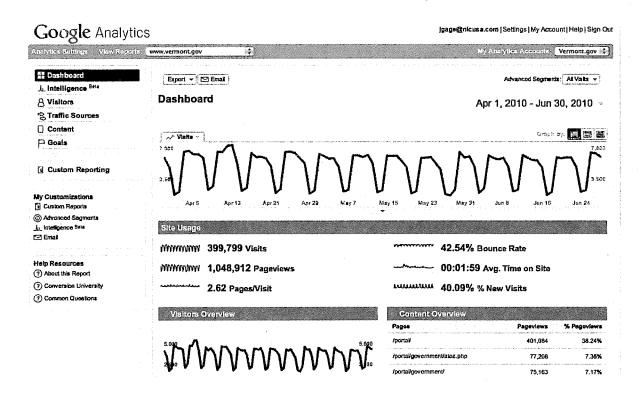
**DMV partnership** continues to be strong with a recent service upgrade (DMV Express), and the future IRP-IFTA service. We also are working over the next several months on the service migration to VTDrives, and hope to re-introduce the credit card processing payment service again soon.

**Tax partnership** also continues to be strong, with continued work on the Property Transfer Tax application and two CfC initiatives.

**DPS partnership** continues to grow and strengthen with the launch of the new Sex Offender Registry and Criminal Convictions Subscription Service.

**Judiciary partnership is strong** with the potential use of VIC's payment engine for filings and fees in conjunction with their new case management system

# Q1 2010: PORTAL STATISTICS



## April:

Total Page Views (actual pages viewed): 374,146

Total Visits (visitors to the site - one visitor could have multiple page views): 141,580

#### May:

Total Page Views (actual pages viewed): 336,302

Total Visits (visitors to the site – one visitor could have multiple page views): 125,564

#### June:

Total Page Views (actual pages viewed): 338,468

Total Visits (visitors to the site - one visitor could have multiple page views): 132,665

### Most Popular Pages (page views given):

	Page None ≿	Entrances ↓
1.	₫ /portal/	104,368
2.		5,936
3.		3,662
4.		2,125
5.		1,306
6.	/portal/index.php	1,305
7.		1,209
₿.		970
<b>9</b> .		858
10.	[∰ /portal/help/contact.php	602

## State Websites in the Content Management System (39):

aoa.vermont.gov auditor.vermont.gov bgs.vermont.gov cmo.vermont.gov cto.vermont.gov dcf.vermont.gov defgen.vermont.gov development.vermont.gov dii.vermont.gov dmv.vermont.gov e911.vermont.gov finance.vermont.gov ghsp.vermont.gov governor.vermont.gov hcr.vermont.gov hrc.vermont.gov hsu.vermont.gov humanresources.vermont.gov itsecurity.vermont.gov libraries.vermont.gov ltgov.vermont.gov mentalhealth.vermont.gov prosecutors.vermont.gov psb.vermont.gov recovery.vermont.gov vcnaa.vermont.gov vcomm.vermont.gov vermontbyways.vermont.gov . veterans.vermont.gov vtcncs.vermont.gov vtshares.vermont.gov vvh.vermont.gov women.vermont.gov www.connectingcommuters.org www.greenmountaincare.org www.helpforvt.org www.pursuevt.org √ www.vermont.gov www.vermonttreasurer.gov

### **PORTAL HIGHLIGHTS 2009**

### 2009 Awards & Rankings

February Mobile Portal A+ Grade - Vermont.gov March SafeKIDS Award - DPS/VCIC

May Public Service Recognition Award - F&M site

September 2009 Best of the Web Finalist Award
December Director's Award for Adam Woodworth

Government Technology magazine
Vermont Department of Health
State of Vermont
Center for Digital Government
Department of Public Safety