



Leadership in Public Sector Enterprise Resource Planning




Today's government executives require cost-effective strategies for modernizing and stabilizing their enterprise resource planning (ERP) systems. Whether our clients' goals are to increase efficiency, transparency and accountability or improve usability and citizen service, CGI has the experience to deliver results.

“Overall, it was our partnership with CGI that helped us identify, understand and meet the challenges at hand. CGI is in a unique position to deliver successfully with their deep understanding of public sector ERP as well as serving as both the developer and implementer of their built-for-government AMS Advantage solution.”

David Sundstrom, Auditor-Controller
Orange County, CA (2010)





For 35 years, CGI has partnered with clients on transformational administrative and financial management initiatives that enable results-driven government.

As an ERP leader for federal, state and local governments, CGI offers a unique combination of qualifications backed by a commitment to delivery excellence:

- **Built-for-government solutions.** CGI is the only leading independent IT and business process services company that develops, supports and hosts integrated ERP software exclusively for government. Where other ERP solutions are built for the commercial sector with layers added for the public sector, CGI's ERP software suite is built for government for superior fit. In addition, 100 percent of our ERP software investments are focused on public sector needs, and our clients play a significant role in product direction.
- **Unrivaled domain expertise.** CGI's government ERP software business has experienced a 12 percent compounded annual growth rate since 2005, and represents 40 percent of our public sector revenue. Our public sector professionals are dedicated 100 percent to government and include former government executives as well as highly skilled and experienced ERP subject matter experts, including CPAs, CFMPs, CGFMs and PMPs.
- **Proven track record of success.** CGI has successfully implemented more than 400 government ERP systems that manage in excess of \$700 billion and serve more than 93 million citizens. We have consistently delivered these solutions on-time and on-budget, while earning superior client satisfaction ratings.
- **Single-provider accountability.** Clients can benefit from CGI's role as a one-stop provider for upgrade, integration, hosting, administration and application management. We help them operate with lower risk due to single-provider efficiency, ease of communication, greater transparency and better reliability and availability, backed by service level agreements and standards-based governance.

SOFTWARE BUILT FOR COMPLEX, MULTI-STAKEHOLDER GOVERNMENT ENVIRONMENTS

CGI understands the complexities and intricacies of all levels of government. That is why our public sector ERP suite features two solutions that share a common history and knowledge base, but are designed to support the unique requirements of each market: **Momentum®** for U.S. federal agencies and **AMS Advantage®** for state and local governments. Our public sector ERP suite encompasses built-for-government software for budgeting, financials, procurement, assets, grants, workforce, timekeeping, payroll and business intelligence. We have also developed state-of-the-art collections and e-procurement solutions specifically for the public sector.

Collaborating with clients to meet evolving needs

Our forward-thinking solutions development is focused on strengthening core offerings based on evolving demands and technologies. We refresh our product direction and investment plan based on substantial client input via ongoing dialogue with our user community, including client-elected executive steering committees. Enhancements are recommended and prioritized by clients, and many are developed in partnership with them.

Reducing risk, time and costs with best-fit solutions

CGI accelerates time to benefit with built-for-government functionality and best practices—out of the box. Where traditional ERP solutions often require extensive customizations or changing client processes to meet application mandates, CGI's public sector ERP solutions are highly configurable to support government processes. In addition, modules can be implemented a piece at a time without rework when new modules are added.

Modernizing ERP with alternative operational approaches

With shortages of qualified staff, inconsistent budget availability and pressure to improve service delivery, more clients are choosing CGI's managed services approach to ERP. Footprints can be as narrow or as wide as desired—from support of client-site environments to full production management of interdependent applications at our U.S. data centers that meet stringent government data privacy and security requirements. Managed services clients benefit from greater cost predictability, access to talent and next-generation capabilities, lower total cost of ownership and single-provider accountability for software and services.

CGI's ERP managed services portfolio also includes a **cloud-based delivery option** providing all infrastructure, software and support. We leverage a purpose-built for government cloud to expedite the provisioning and scaling of client infrastructure and applications while preserving their autonomy and independence. There is no need to purchase and maintain costly hardware and software, and clients only pay for resources used. We also include regular upgrades to keep clients up to date on the latest advancements.

CGI ERP solutions support unique government needs

- Large, multi-stakeholder environments
- Multiple budget sources
- Multi-year budgeting and funding control
- Variable funding control structures
- Encumbrance and pre-encumbrance accounting
- Roll-ups for Comprehensive Annual Financial Statements
- Assignment of government chart of accounts attributes
- Comprehensive reporting for transparency and compliance
- Complex acquisition requirements
- Supplier diversity tracking and reporting

UNRIVALED PUBLIC SECTOR EXPERTISE

CGI has built our deep domain expertise, process knowledge and best practices through 35 years of delivering ERP software and services for complex government organizations. We combine these attributes to deliver superior functionality, control scope, reduce risk and create rapid value for our public sector clients.

U.S. federal government

100+ implementations spanning all three branches

- Judicial: all 94 courts nationwide
- Executive: 16 of 24 CFO Act agencies and 66 independent agencies and other government organizations
- Legislative: 11 organizations, including Congressional Budget Office, Library of Congress, U.S. Capitol Police
- 50+ agencies running in CGI Shared Services Center
- Top 100 government contractor ranking by *Washington Technology*

State and local government

300+ implementations spanning states, cities and counties

- 21 states
- The two largest cities by population
- 3 of the 6 largest counties by population, including the largest
- Monthly payroll for nearly 1 million employees
- Best Fit Integrator Award from Center for Digital Government (2007-2010), the only integrator to win 4 years running

Full-service capabilities

As a full-service systems integrator and managed services provider, CGI has the know-how, tools and technologies to address business challenges across the public sector spectrum through:

- Systems integration and consulting
- Application management
- Technology management
- Business process services

We offer our government clients unmatched flexibility and choice of how services are delivered and financed to reduce risk and cost and deliver faster benefits through:

- Hosting and shared services
- Creative funding models
- Onshore delivery through CGI's U.S.-based Centers of Excellence

A leader in shared services

As a federal Shared Services Provider, CGI delivers the people, processes and technology that enable multiple agencies to reduce costs, improve predictability and control and increase service quality in their operations. Our turnkey shared services span technology management, application management, systems integration and consulting and business process management. CGI's Momentum COTS financial management system has served as the General Services Administration's official book of record since 2002. We also host the solution for 50 federal agencies that use GSA for their financial management shared services.



“Wake County has had a longstanding and successful partnership with CGI since our initial deployment of the AMS Advantage ERP solution. Now, under the Managed Advantage program leveraging CGI’s cloud, we can secure the long term viability of our ERP platform while deploying additional functionality that will make County operations more efficient and cost effective, even with the current economic environment.”

Johnna Rogers, CFO and Deputy County Manager
Wake County, NC (2011)

PROVEN TRACK RECORD OF SUCCESS

County of Los Angeles, since 1989

CGI’s financial, budgeting, payroll, grant life cycle and talent management solutions support the nation’s largest county with a \$22 billion budget and 100,000+ employees. The solution has significantly reduced costs via streamlined processes and a shared services delivery model, and has also improved information reporting.

“While many other government entities have failed or faced delays and cost overruns, Los Angeles County and CGI have achieved significant success implementing our ERP system on-time and on-budget while also eliminating numerous legacy systems and their related costs.”

Robert Davis, Assistant Auditor-Controller
County of Los Angeles, CA (2011)

City of New York, since 1977

Solving the City’s financial crisis in the 1970s resulted in the first ERP solution built specifically for government by CGI. We also helped establish the shared services organization, responsible for operating all of the City’s budget, accounting and payroll systems, which today supports a \$75 billion budget, 85 agencies and 300,000+ employees.

“Strong, stable financial management is critical to the ongoing growth and vitality of the City of New York. With CGI’s support, FISA has continued to use AMS Advantage to meet the City’s complex and evolving budgeting, accounting and reporting needs. CGI’s built-for-government software coupled with their extensive public sector experience helped us deliver our latest major upgrade on time and on budget, with no service interruptions for our users.”

Robert W. Townsend
FISA Executive Director (2010)

Commonwealth of Massachusetts, since 1985

CGI’s financial and labor cost management solution for the Commonwealth has increased productivity and improved information access. It represents one of the largest statewide, web-based financial management systems in the country.

“With AMS Advantage, the Commonwealth of Massachusetts has improved efficiency, reduced costs and increased revenue using built-for-government functionality that leverages modern Web-based technology.”

Martin Benison, Comptroller
Commonwealth of Massachusetts (2008)

Commonwealth of Virginia, since 2001

Virginia's award-winning, statewide electronic purchasing solution has saved state taxpayers more than \$300 million by reducing the costs of goods and services through competition and greater buying power. The largest state e-procurement application in the nation manages \$10 billion in annual spend for more than 170 agencies and 575 localities.

"eVA has increased the Commonwealth's efficiency, reduced the cost of government and allowed us to leverage our buying power, all critical objectives during these tough budget times."

Former Governor Timothy M. Kaine
Commonwealth of Virginia (2009)

Department of State, since 1987

The Department's integrated system for overseas and domestic financial management operations has standardized business processes worldwide, retired legacy systems, increased operational efficiencies, improved services to external agencies and enabled successful audits. It is used by 200 embassies and missions of state, 50 Department of State posts and the U.S. Agency for International Development (USAID).

"(The CGI solution) met all of our requirements and expectations right out of the box, without any modifications. This kept us from ending up with another custom system and the high maintenance costs that typically accompany it."

Steve Crabtree, Former "Phoenix" Project Manager
USAID (2006)

Administrative Office of the U.S. Courts, since 1989

CGI's single ERP platform has standardized financial management for all 94 U.S. Courts. Managing these systems in CGI's U.S. Shared Services Center delivers significant cost savings and improves service quality.

"The Judiciary is currently undertaking a consolidation of technology in its national accounting system, which is expected to achieve savings and cost avoidances totaling \$55.4 million through 2012 ... For us, these are real savings."

Supreme Court Chief Justice John Roberts
2008 Year End Report on the Federal Judiciary

General Services Administration, since 1988

GSA's web-based, integrated financial management system at CGI's U.S. Shared Services Center processes nearly 14 million annual transactions totaling over \$20 billion for 50 federal organizations.

The CGI ERP difference

- **Built-for-government ERP** software suite that enables configuration vs. customization to reduce implementation and maintenance costs
- **Unrivaled domain and product expertise** and qualified government professionals that combine to streamline processes and optimize results
- **Outstanding track record** of on-time, on-budget deliveries and a single point of accountability for the entire ERP process to reduce risk for clients

CGI AT A GLANCE

Founded in 1976, CGI is one of the largest independent information technology and business process services firms in the world. CGI and its affiliated companies have approximately 31,000 professionals.

CGI provides end-to-end IT and business process services to clients worldwide from offices in Canada, the United States, Europe and Asia Pacific as well as from centers of excellence in North America, Europe, and India. Through these offices, CGI offers local partnerships and a balanced blend of global delivery options—including onshore, nearshore and offshore expertise—to ensure clients receive the combination of value and expertise they require.

CGI defines success by exceeding expectations and helping clients achieve superior performance.



11325 Random Hills Road
Fairfax, VA 22030
Tel: +1 703-267-8000
www.cgi.com

_experience the commitment™

© January 2012 CGI GROUP INC.