

\$2.5 Billion and counting

100% benefits-funded modernization projects pass major milestone for increasing State General Funds

As of October 31, 2013, six U.S. states – California, Missouri, North Carolina, Virginia, Kansas and Hawaii – have certified collection of additional revenues that, in aggregate, total more than \$2.5 Billion as a direct result of implementing CGI collection and compliance solutions.

Through CGI's unique "benefits-funding" model, these fixed-price performance-based projects are funded from a portion of certified increased revenues. No monies were paid to CGI from the government until increased revenue was generated. Through this innovative approach, CGI has exceeded revenue collection expectations on each of these projects. In addition to recovering significant revenue to support State operations, the CGI solutions helped clients improve collections, tax discovery, customer service and overall tax administration, as well as adapt to changing legislative requirements and technology opportunities.

A key to success in the benefits-funded model is "early wins" – rapid revenue increases that result directly from quickly implemented initiatives. This strategy differs from traditionally funded projects which tend to be more process-focused and do not place as high a value on early results. Benefits-funded projects capitalize on CGI's ability to seek out early revenue-generating improvements that may be used either to fund government programs or to fund broader service improvements. **Most of these "early wins" were successfully implemented in just 3-5 months.**

"Many states are losing millions of dollars in uncollected tax and non-tax debt, and are struggling with inefficient operations," said Ted London, Vice President in CGI's Tax, Revenue and Collections Center of Excellence. "CGI's benefits-funded projects provide a creative solution for states in budget-challenged times, when additional revenue is needed most."

CGI partners with public sector clients to develop effective solutions for raising much-needed revenues. Having led more than 20 major tax, revenue and collections implementations worldwide, including those for the U.S. Internal Revenue Service, HM Revenue and Customs in the U.K, the Australia Tax Office, and the Canada Revenue Agency, CGI sets the standard for collections and compliance automation and benefits-funded financing. Founded in 1976, CGI is the world's fifth largest independent information technology and business process services firm, with 68,000 professionals serving in 40 countries.

