



Board of Directors



OUR VISION

*A transparent,
integrated enterprise
where technology
decisions are made
with the citizen in mind*

—

OUR MISSION

*To provide technology
leadership to the state
of Georgia for sound IT
enterprise management*

March 12, 2020

Agenda

Welcome

Approval of Minutes

Executive Director's Report

Georgia Cyber Center

Financial Update

Legislative Update

Division Reports

Enterprise Governance and Planning

Operations

Cloud Migration

Executive Session

Closing and Adjournment



Executive Director's Report

Calvin Rhodes

State CIO and GTA Executive Director



Georgia Cyber Center

Eric Toler

GCC Executive Director



Financial Update

Joe Webb

GTA Deputy Executive Director

Financial Performance FY2020 (Overall)

	FY20 Budget	FY20 Variance	FY20 Projection
REVENUES:			
State Appropriated Funds	\$0	\$0	\$0
GTA Administrative Fees	\$13,617,590	(\$409,136)	\$13,208,454
Infrastructure Revenue	\$104,109,282	(\$4,351,945)	\$99,757,337
MNS Revenue	\$68,265,479	\$1,431,559	\$69,697,038
Revenue from Sale of Data	\$42,000,000	\$3,859,566	\$45,859,566
Revenue from Retained Services	\$16,958,963	(\$999,232)	\$15,959,731
Total Operating Revenue:	\$244,951,314	(\$469,188)	\$244,482,126
Total Non-operating Pass-through Revenue	\$8,196,740	\$3,875,197	\$12,071,937
TOTAL REVENUE:	\$253,148,054	\$3,406,009	\$256,554,063
EXPENSES:			
Personnel	\$25,521,704	(\$2,241,956)	\$23,279,748
Regular Operating Expense	\$2,201,737	(\$721,361)	\$1,480,376
IT Supplies & Software Expense	\$14,786,330	(\$6,786,964)	\$7,999,366
Rent	\$2,071,421	\$27,264	\$2,098,685
Telecommunications	\$3,581,995	(\$331,800)	\$3,250,195
Contracts	\$187,702,083	\$6,503,221	\$194,205,304
Transfers	\$3,370,000	\$0	\$3,370,000
Other Financing	\$432,488	\$0	\$432,488
Total Operating Expenses:	\$239,667,758	(\$3,551,596)	\$236,116,162
Total Non-Operating Pass-through Expenses	\$13,745,425	\$1,271,110	\$15,016,535
TOTAL EXPENSES:	\$253,413,183	(\$2,280,486)	\$251,132,697
Budget Basis Surplus/ (Deficit)	(\$265,129)	\$5,686,495	\$5,421,366
Non-Budgeted Transfers (Federal Payback - 5 of 8)	\$3,030,358	\$0	\$3,030,358
Net Income/(Loss)	(\$3,295,487)	\$5,686,495	\$2,391,008
Authorized Positions	181	0	181

Financial Performance FY2020 (Operating)

	FY20 Budget	FY20 Variance	FY20 Projection
REVENUES:			
State Appropriated Funds	\$0	\$0	\$0
GTA Administrative Fees	\$13,617,590	(\$409,136)	\$13,208,454
Infrastructure Revenue	\$104,109,282	(\$4,351,945)	\$99,757,337
MNS Revenue	\$68,265,479	\$1,431,559	\$69,697,038
Revenue from Sale of Data	\$42,000,000	\$3,859,566	\$45,859,566
Revenue from Retained Services	\$16,958,963	(\$999,232)	\$15,959,731
Total Operating Revenue:	\$244,951,314	(\$469,188)	\$244,482,126
EXPENSES:			
Personnel	\$25,521,704	(\$2,241,956)	\$23,279,748
Regular Operating Expense	\$2,201,737	(\$721,361)	\$1,480,376
IT Supplies & Software Expense	\$14,786,330	(\$6,786,964)	\$7,999,366
Rent	\$2,071,421	\$27,264	\$2,098,685
Telecommunications	\$3,581,995	(\$331,800)	\$3,250,195
Contracts	\$187,702,083	\$6,503,221	\$194,205,304
Transfers	\$3,370,000	\$0	\$3,370,000
Other Financing	\$432,488	\$0	\$432,488
Total Operating Expenses:	\$239,667,758	(\$3,551,596)	\$236,116,162
Budget Basis Surplus/ (Deficit)	\$5,283,556	\$3,082,408	\$8,365,964
Non-Budgeted Transfers (Federal Payback - 5 of 8)	\$3,030,358	\$0	\$3,030,358
Net Income/(Loss)	\$2,253,198	\$3,082,408	\$5,335,606
Authorized Positions	181		181

Financial Performance FY2020

(Non-Operating Pass-Through)

	FY20 Budget	FY20 Variance	FY20 Projection
REVENUES:			
Non-operating Pass-through Revenue			
CJEP E-Filing	\$850,000	\$163,969	\$1,013,969
Georgia Cyber Center - GTA	\$0	\$0	\$0
Georgia Cyber Center Bldg 1	\$923,425	\$673,861	\$1,597,286
Georgia Cyber Center Bldg 2	\$0	\$1,102,890	\$1,102,890
Georgia Cyber Center - Parking Deck	\$664,374	(\$372,250)	\$292,124
Georgia Cyber Center - Build Out - Rental	\$511,619	\$318,310	\$829,929
Georgia Cyber Center - Build Out - Bond	\$5,070,605	\$1,537,567	\$6,608,172
Georgia Cyber Center - 12th Street Extension	\$0	\$0	\$0
Georgia Cyber Center - Operating Revenue	\$0	\$450,850	\$450,850
Georgia Cyber Center - Tenant Reimbursable	\$176,717	\$0	\$176,717
Total Non-operating Pass-through Revenue	\$8,196,740	\$3,875,197	\$12,071,937
EXPENSES:			
Non-Operating Pass-through Expenses			
CJEP E-Filing	\$850,000	\$0	\$850,000
Georgia Cyber Center GTA 60001	\$5,000,000	\$0	\$5,000,000
Georgia Cyber Center Bldg 1	\$923,425	\$343,814	\$1,267,239
Georgia Cyber Center Bldg 2	\$0	\$118,847	\$118,847
Georgia Cyber Center - Parking Deck	\$664,374	(\$372,250)	\$292,124
Georgia Cyber Center - Build Out - Rental	\$0	\$680,101	\$680,101
Georgia Cyber Center - Build Out - Bond	\$5,070,605	\$0	\$5,070,605
Georgia Cyber Center - 12th Street Extension	\$0	\$0	\$0
Georgia Cyber Center - Operating Costs	\$0	\$500,598	\$500,598
Georgia Cyber Center - Tenant Reimbursable	\$1,237,021	\$0	\$1,237,021
Total Non-Operating Pass-through Expenses	\$13,745,425	\$1,271,110	\$15,016,535
Budget Basis Surplus/ (Deficit)	(\$5,548,685)	\$2,604,087	(\$2,944,598)

Financial Performance at a Glance

**STATE REVENUE
REMAINS STEADY**

0.9%

FY20 revenues 0.9%
higher than the prior
fiscal year

**DATA SALES REVENUES
CONTINUE MODERATE
GROWTH AND
STABILITY**

\$46 million

FY20 revenues 9.2%
higher than projected
through January

**CONTINUED FOCUS
ON INVOICE
COLLECTIONS**

32.4 days

Accounts Receivable
turnover as of January;
well under 40-day target



Legislative Update

Cameron Fash

Director of Intergovernmental Relations



Enterprise Governance and Planning

Michael Curtis

Director of IT Strategy and Planning

Georgia Annual State IT Report FY2019

Cybersecurity remains a top priority (page 15)

- Cybersecurity awareness training for executive branch employees
- Managed security services
- Georgia Cyber Center

The state's technology investments (page 27)

- State IT spend increased to \$752 million
- State tracked \$617 million in active IT projects; another \$309 million in planned projects
- IT spending by agency reported in Appendix B

Other highlights

- GETS program delivers \$379 million in savings over 10 years (page 35)
- Progress made in rural broadband initiative (page 25)
- Agencies' IT efforts show real benefit to Georgians (page 42)

Policy for Approval: Enterprise IT Supply Chain Management

Purpose of Policy:

- Mitigate threats to the IT supply chain
- Implement risk management processes
- Establish roles and responsibilities
- Enhance enterprise security posture

Proposed Standard:

- Pre-contract review
- Post-award review
- Decision to suspend
- Agency notification of vendor suspension
- Appeal process
- Monitoring



Operations Update

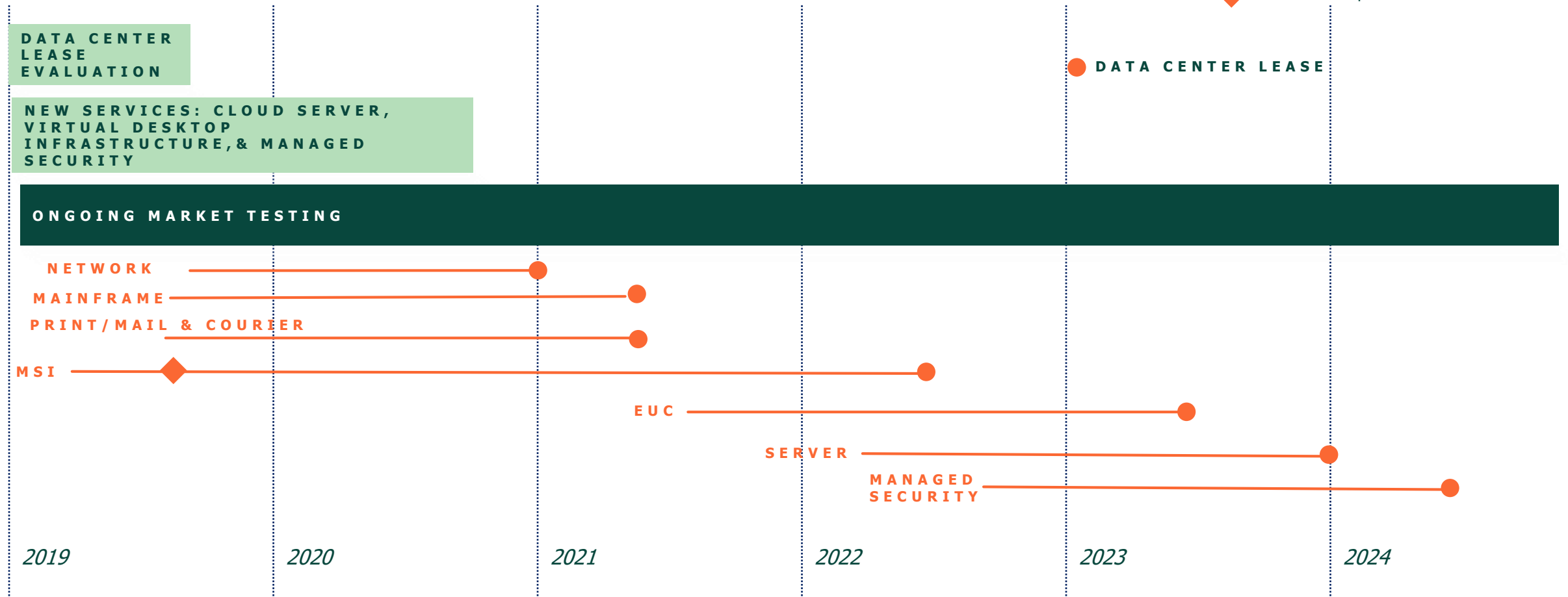
Dean Johnson

GTA Chief Operating Officer

GETS SHARED SERVICES DELIVERY PLATFORM TIMELINE

Dynamic operations, transparent and integrated platform

- Activities
- Ongoing Activities
- Decisions to be made regarding exercising of contract options: renewal, modification, or re-procurement.
- Contract Expiration Dates
- Contract Checkpoint



Rapid Server Provisioning: An Agency Perspective

Theinraja Raja
Deputy CIO
State Accounting Office

Michael Kreager
Client Executive – State of Georgia
Unisys

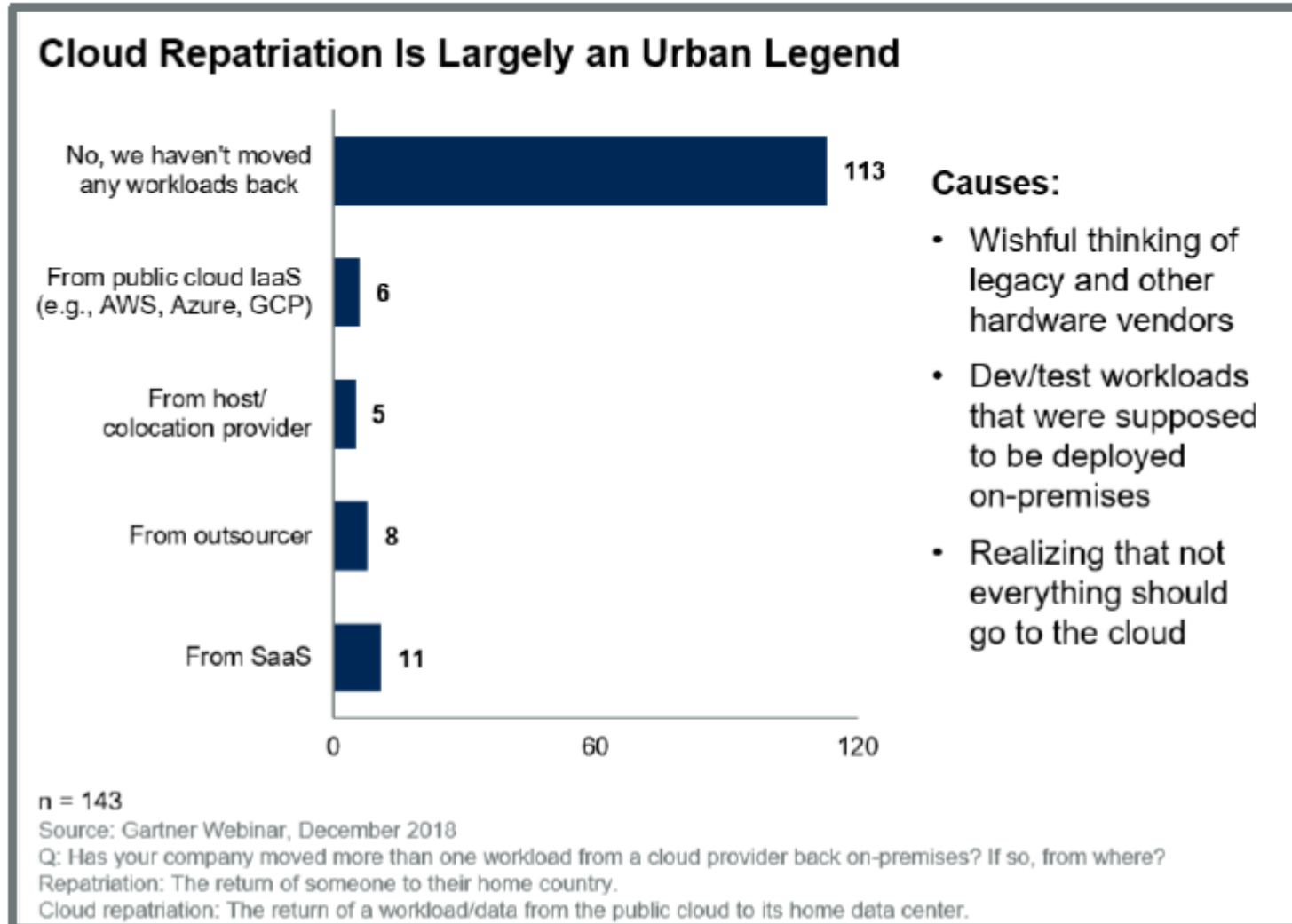


Building Pressure for Cloud Migration

Steve Nichols, PhD

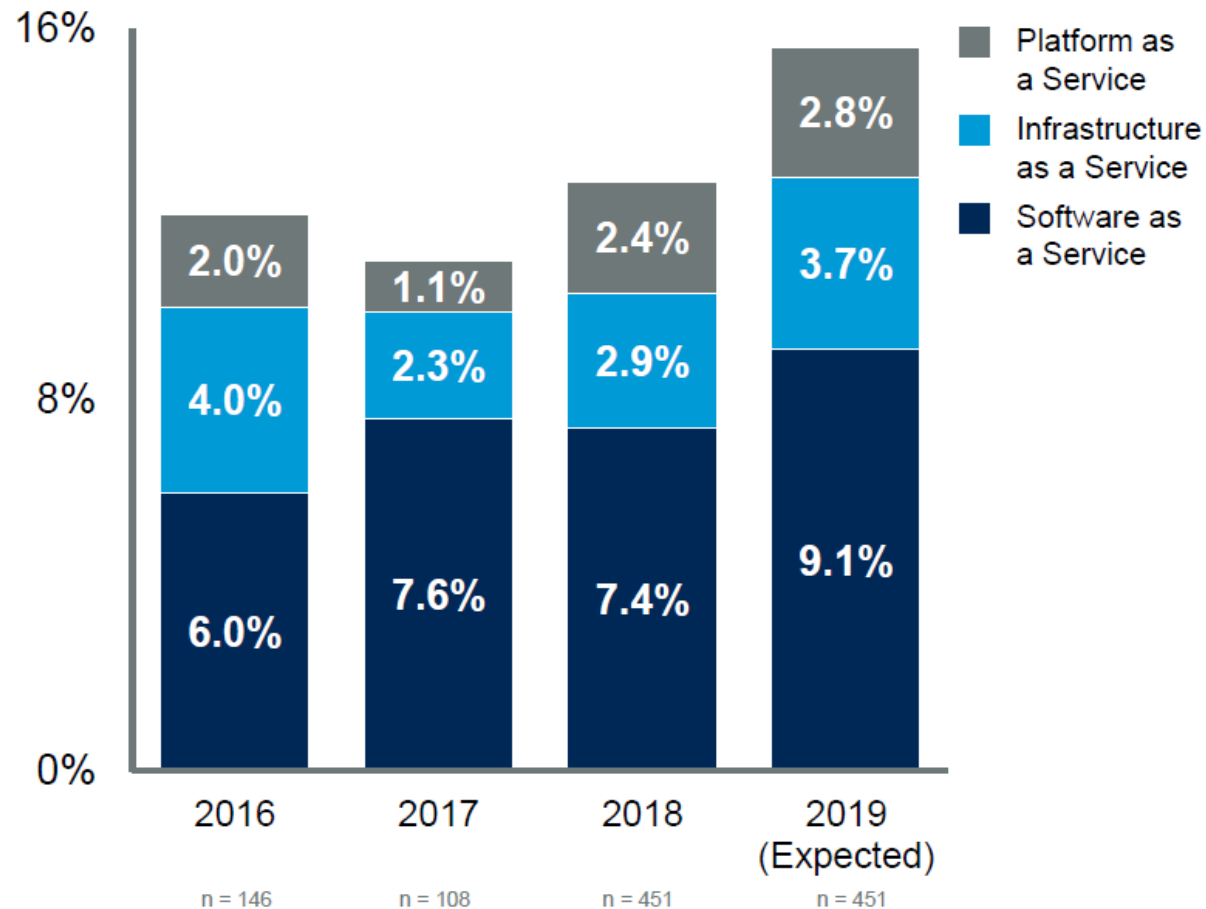
Chief Technology Officer

Cloud Migration is an Industry-wide Trend



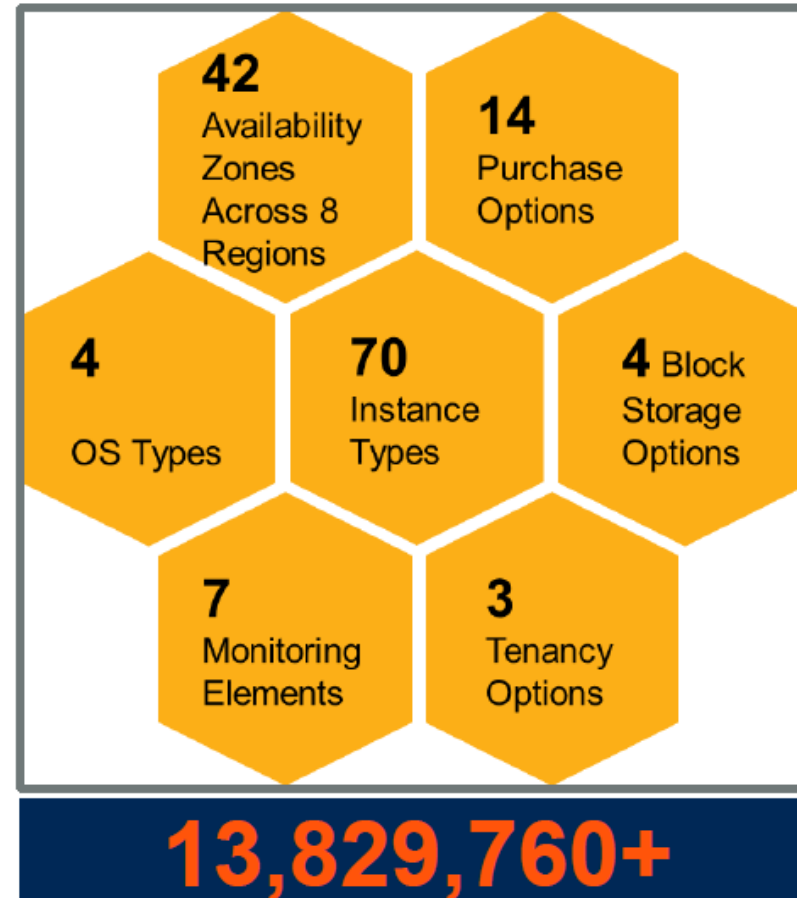
Cloud Migration is an Industry-wide Trend

Average Share of IT Expenditure Allocated to Cloud Services



Cloud ≠ Low Complexity

Considerations When Deploying an Amazon EC2 instance





Executive Session



Next Meeting: June 11, 2020



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