



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*

December 8, 2022

Agenda

Welcome

Approval of Minutes of September 15, 2022

Introduction of New Board Member Kevin Solchenberger

Recognition of Departing Board Member Minaz Vastani

2023 Quarterly Meeting Dates

Executive Director's Report

- Transparency in Government Filing

- Financial Update

- Update from the Chief Technology Officer

Executive Session

Closing and Adjournment

Proposed GTA Board Meeting Dates 2023

- Thursday, March 9, 2023
- Thursday, June 8, 2023
- Thursday, September 14, 2023
- Thursday, December 14, 2023

The meetings will take place from 10:00 a.m. until noon in the board room on the 7th floor of 47 Trinity Avenue, or via Zoom.



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Executive Director's Report

Dmitry Kagansky

Chief Technology Officer



Transparency in Government Filing

Anh Le

Chief of Business Operations



Financial Update

Christina Mikell

Chief Financial Officer

FY2023 Financial Performance

	FY2023 Budget	FY2023 Projection	FY2023 Variance
REVENUES:			
State Appropriated Funds	\$0	\$0	\$0
GETS Administrative Fees	\$7,170,950	\$7,372,041	\$201,091
Revenue from Data Innovations	\$50,000,000	\$46,787,239	(\$3,212,761)
Revenue from Retained Services	\$3,825,392	\$4,622,207	\$796,815
Total Operating Revenue:	\$60,996,342	\$58,781,487	(\$2,214,855)
Total Non-operating Pass-through Revenue	\$227,710,732	\$229,144,900	\$1,434,168
TOTAL REVENUES	\$288,707,074	\$287,926,387	(\$780,687)
EXPENSES:			
Personnel	\$31,613,298	\$29,805,470	(\$1,807,828)
Regular Operating Expense	\$1,433,462	\$1,118,420	(\$315,042)
IT Supplies & Software Expense	\$5,451,723	\$5,767,058	\$315,335
Rent	\$1,355,678	\$1,353,471	(\$2,207)
Telecommunications	\$4,997,481	\$4,356,523	(\$640,958)
Retained Services Contracts	\$18,834,736	\$15,647,297	(\$3,187,439)
Transfers	\$4,230,000	\$3,856,485	(\$373,515)
Other Financing	\$0	\$0	\$0
Total Operating Expenses:	\$67,916,378	\$61,904,724	(\$6,011,654)
Total Non-Operating Pass-through Expenses	\$237,629,909	\$218,495,949	(\$19,133,960)
TOTAL EXPENSES:	\$305,546,287	\$280,400,673	(\$25,145,614)
Net Income/(Loss)	(\$16,839,213)	\$7,525,714	
Authorized Positions	181	206	

FY2023 Financial Performance

Operating Budget

	FY2023 Budget	FY2023 Projection	FY2023 Variance
REVENUES:			
State Appropriated Funds	\$0	\$0	\$0
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Regular Operating Expense	\$1,433,462	\$1,118,420	(\$315,042)
IT Supplies & Software Expense	\$5,451,723	\$5,767,058	\$315,335
Rent	\$1,355,678	\$1,353,471	(\$2,207)
Telecommunications	\$4,997,481	\$4,356,523	(\$640,958)
Retained Services Contracts	\$18,834,736	\$15,647,297	(\$3,187,439)
Transfers	\$4,230,000	\$3,856,485	(\$373,515)
Other Financing	\$0	\$0	\$0
Total Operating Expenses:	\$67,916,378	\$61,904,724	(\$6,011,654)
Net Income/(Loss)	(\$6,920,036)	(\$3,123,237)	
Authorized Positions	181	206	

FY2023 Financial Performance

Non-Operating Pass-through

	FY2023 Budget	FY2023 Projection	FY2023 Variance
REVENUES:			
Non-operating Pass-through Revenue			
GETS INF	\$93,481,446	\$94,927,194	\$1,445,748
GETS MNS	\$63,899,067	\$65,570,591	\$1,671,524
Oracle	\$3,030,505	\$2,747,411	(\$283,094)
IV&V	\$9,000,000	\$6,537,650	(\$2,462,350)
Broadband	\$1,995,000	\$3,092,185	\$1,097,185
EGAP - Project Management	\$3,900,000	\$3,924,868	\$24,868
CJEP e-filing	\$20,000	\$11,665	(\$8,335)
Georgia Cyber Center - Bond Fund FS 96356	\$384,803	\$224,468	(\$160,335)
Georgia Cyber Center - Operating Costs FS 94200	\$769,911	\$472,605	(\$297,306)
Georgia Cyber Center - Tenant Rent FS 70356	\$0	\$406,263	\$406,263
Technology Empowerment Funds	\$51,230,000	\$51,230,000	\$0
Total Non-Operating Pass-Through Revenues	\$227,710,732	\$229,144,900	\$1,434,168
EXPENSES:			
Non-Operating Pass-through Expenses			
GETS INF	\$105,198,292	\$107,253,161	\$2,054,869
GETS MNS	\$60,223,988	\$62,434,041	\$2,210,053
Oracle	\$4,907,915	\$4,773,052	(\$134,863)
IV&V	\$9,000,000	\$6,673,076	(\$2,326,924)
Broadband	\$1,995,000	\$2,984,181	\$989,181
EGAP - Project Management	\$3,900,000	\$3,431,730	(\$468,270)
CJEP e-filing	\$20,000	\$11,665	(\$8,335)
Georgia Cyber Center - Bond Fund FS 96356	\$384,803	\$224,468	(\$160,335)
Georgia Cyber Center - Operating Costs FS 94200	\$769,911	\$449,120	(\$320,791)
Georgia Cyber Center - Tenant Rent FS 70356	\$0	\$377,290	\$377,290
Technology Empowerment Funds	\$51,230,000	\$29,884,165	(\$21,345,835)
Total Non-Operating Pass-through Expenses	\$237,629,909	\$218,495,949	(\$19,133,960)
Net Income/(Loss)	(\$9,919,177)	\$10,648,951	

Financial Performance at a Glance

STAFFING UPDATE

84%

As of November 30, GTA is 84% staffed in terms of authorized positions (206 total FTEs: 174 filled, 32 vacant)

DATA INNOVATIONS REVENUES REMAIN STABLE

\$46.8 million

FY 2023 revenues 6.4% lower than budgeted through November

CONTINUED FOCUS ON INVOICE COLLECTIONS

41.1 days

Average Accounts Receivable turnover remains under 45-day target



Update from the Chief Technology Officer

Dmitry Kagansky

GTA Chief Technology Officer

Today's Updates

- Cloud services transformation
- Expanded options for agency cloud training
- Evolving approach to customer relationship management

Cloud Transformation Update

AWS migrations are progressing

- Some 50 applications and systems now transitioned to Amazon Web Services
- Agencies newly operating in AWS cloud include:
 - DOAS
 - DPH
 - DDS
 - GDC
 - DNR
 - GTA
- Additional AWS migrations are queued before year's end

Initial prep for agency Azure migrations has started

- Agencies engaged include GBI, DBHDD, DCH, and GDC
- SDI Presence is providing Azure migration guidance
- Migrations expected to extend through first half of CY 2023

Mainframe being re-hosted to AWS cloud

- Migration will extend into 2023 and has significant cost-savings potential

Partnering with State Higher Education

- Technical College System of Georgia (TCSG) to offer technology courses for state agency IT staff*
 - First course, lasting 8-12 weeks, will focus on cloud technology
 - First cohort of 20 will start the week of March 8
 - Aiming for 100 participants in first year of new program
 - Participants will apply for HOPE scholarship; GTA will assist with remaining tuition
 - Micro-credential credit to be awarded for successful course completion
- [Georgia PIN](#) (Partnership for Inclusive Innovation)
 - Ga Tech fellowship program to have a full year public/private partnership

*The TCSG offering will expand existing cloud training options such as Cloud Campus self-guided training center, instructor-led AWS Immersion Days, and *Technically Speaking* lunch 'n' learns.

GTA's Evolving Approach to Serving Customers

- GTA has brought customer relationship management function in-house.
- Customer Success Managers (CSMs) took over December 1 from the Agency Relationship Manager (ARM) team staffed by Capgemini*.
- Team of 15 CSMs serves as primary GTA interface with agencies and entities.
- CSMs help connect customers with GTA resources to meet their technology needs.
- CSMs will work with newly created Product Management group to better define and deliver repeatable solutions to all customers across the state.

*GTA thanks Capgemini and its ARM organization for their contributions to agency relationship management over the last several years.



Executive Session



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December 8, 2022



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Next Meeting:
March 9, 2023, 10 a.m.



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