

GTA Board of Directors

July 11, 2018

Our Strategic 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



Agenda

- **Welcome**
- **Remarks from Governor Nathan Deal**
- **Approval of Minutes**
- **Executive Director's Report**
 - **Broadband Update**
 - **Enterprise Governance and Planning**
 - **Operations**
 - **Financial Update**
- **Closing and Adjournment**

Executive Director's Report

Calvin Rhodes

State CIO and GTA Executive Director



Broadband

Cameron Fash
Director of Intergovernmental Relations



Broadband Update: SB 402

GTA's Responsibilities

- Plan, establish, and implement policies and programs to coordinate and promote the deployment of broadband services.
- Provide technical support and advisory assistance to state agencies to promote the deployment of broadband services.
- Develop a statewide broadband deployment plan and recommendations to implement the plan.
- Conduct periodic analysis of state assets that may be used for broadband deployment, including consultation with the Department of Transportation (GDOT) regarding rights of way usage.
- Prepare an annual report, in collaboration with the Department of Community Affairs (DCA), on the status of plan attainment.

Enterprise Governance and Planning

Michael Curtis
Director of IT Strategy and Planning



Upcoming Policies

- **Privileged Access**
- **Data Sharing**

Operations

Dean Johnson
GTA Chief Operating Officer



GETS Shared Services Delivery Platform Timeline

Dynamic operations, transparent and integrated platform

2018 2019 2020 2021 2022 2023

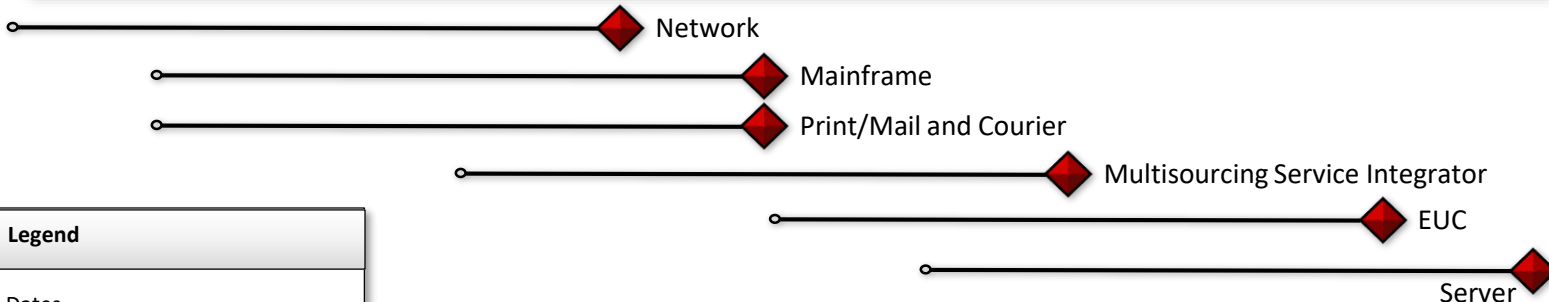
Infrastructure
Transition Activities

Data Center
Lease Evaluation

New Services: Cloud Server, Virtual Desktop
Infrastructure, Security

Ongoing Market Testing

◆ Data Center Lease



Legend



Contract Expiration Dates



Decisions to be made regarding exercising of contract options: renewal, modification, or re-procurement.

GETS Platform Milestones

- **Mainframe**
Service delivery responsibility transitioned to Atos on December 1, 2017.
- **Print-to-Mail**
Service delivery responsibility transitioned to Xerox on June 1, 2018.
- **End User Computing**
Service delivery responsibility transitioned to NTT DATA on July 1, 2018.
- **Server**
Activities to transition to Unisys under way; service commencement planned for January 1, 2019.
- **Managed Security Services**
Beginning clarification sessions with four qualified service providers

Financial Update

Joe Webb

GTA Deputy Executive Director



Financial Performance FY2018



	FY18 Budget	FY18 Variance	FY18 Projection
REVENUES:			
State Appropriated Funds	\$0	\$0	\$0
GTA Administrative Fees	\$16,566,239	(\$1,551,474)	\$15,014,765
Infrastructure Revenue	\$142,093,724	(\$8,182,023)	\$133,911,701
MNS Revenue	\$64,585,449	(\$759,968)	\$63,825,481
Revenue from Sale of Data	\$38,660,000	\$4,119,107	\$42,779,107
Revenue from Retained Services	\$14,372,413	(\$2,681,597)	\$11,690,816
Total Operating Revenue:	\$276,277,825	(\$9,055,955)	\$267,221,870
Total Non-operating Pass-through Revenue	\$71,485,911	\$37,472,948	\$108,958,859
TOTAL REVENUE:	\$347,763,736	\$28,416,993	\$376,180,729
EXPENSES:			
Personnel	\$24,736,315	(\$1,962,978)	\$22,773,337
Regular Operating Expense	\$2,069,906	(\$1,168,674)	\$901,232
IT Supplies & Software Expense	\$18,601,279	\$62,047	\$18,663,326
Rent	\$2,029,991	(\$343,834)	\$1,686,157
Telecommunications	\$5,780,788	\$2,798,188	\$8,578,976
Contracts	\$213,511,769	(\$6,328,083)	\$207,183,686
Transfers	\$3,045,000	(\$48,534)	\$2,996,466
Other Financing	\$300,000	\$42,491	\$342,491
Total Operating Expenses:	\$270,075,048	(\$6,949,377)	\$263,125,671
Total Non-Operating Pass-through Expenses	\$71,485,911	\$37,472,948	\$108,958,859
TOTAL EXPENSES:	\$341,560,959	\$30,523,571	\$372,084,530
Budget Basis Surplus/ (Deficit)	\$6,202,777	(\$2,106,578)	\$4,096,199
Non-Budgeted Transfers (Federal Payback - 3 of 8)	\$3,030,358	\$0	\$3,030,358
Net Income/(Loss)	\$3,172,419	(\$2,106,578)	\$1,065,841
Authorized Positions	181		181

Financial Performance FY2018

Non-operating Pass-through

REVENUES:	FY18 Budget	FY18 Variance	FY18 Projection
Non-operating Pass-through Revenue			
CJEP E-Filing	\$2,779,483	\$101,510	\$2,880,993
Georgia Cyber Center Bldg 1	\$57,206,428	\$3,348,317	\$60,554,745
Georgia Cyber Center Bldg 2	\$0	\$31,906,514	\$31,906,514
Georgia Cyber Center Parking Deck	\$11,500,000	\$2,116,607	\$13,616,607
Total Non-operating Pass-through Revenue	\$71,485,911	\$37,472,948	\$108,958,859

EXPENSES:			
Non-Operating Pass-through Expenses			
CJEP E-Filing	\$2,779,483	\$101,510	\$2,880,993
Georgia Cyber Center Bldg 1	\$57,206,428	\$3,348,317	\$60,554,745
Georgia Cyber Center Bldg 2	\$0	\$31,906,514	\$31,906,514
Georgia Cyber Center Parking Deck	\$11,500,000	\$2,116,607	\$13,616,607
Total Non-Operating Pass-through Expenses	\$71,485,911	\$37,472,948	\$108,958,859

Financial Performance

State revenue growth remains strong

- FY18 state revenues 4.8% higher than the prior fiscal year

Data Sales revenues continue moderate growth and stability

- FY18 revenues 9.24% higher than projected

Continued focus on invoice collections

- FY18 Accounts Receivable turnover as of May: 47.1 days

FY2019 Budget



	FY18 Budget	FY19 Budget	Difference
REVENUES:			
State Appropriated Funds	\$0	\$0	\$0
GTA Administrative Fees	\$16,566,239	\$14,092,598	(\$2,473,641)
Infrastructure Revenue	\$142,093,724	\$123,804,931	(\$18,288,793)
MNS Revenue	\$64,585,449	\$67,766,590	\$3,181,141
Revenue from Sale of Data	\$38,660,000	\$41,000,000	\$2,340,000
Revenue from Retained Services	\$14,372,413	\$15,956,184	\$1,583,771
Total Operating Revenue:	<u>\$276,277,825</u>	<u>\$262,620,303</u>	<u>(\$13,657,522)</u>
Total Non-operating Pass-through Revenue	<u>\$71,485,911</u>	<u>\$8,599,629</u>	<u>(\$62,886,282)</u>
		\$0	\$0
TOTAL REVENUE:	<u>\$347,763,736</u>	<u>\$271,219,932</u>	<u>(\$76,543,804)</u>
EXPENSES:			
Personnel	\$24,736,315	\$25,454,799	\$718,484
Regular Operating Expense	\$2,069,906	\$2,039,569	(\$30,337)
IT Supplies & Software Expense	\$18,601,279	\$21,757,585	\$3,156,306
Rent	\$2,029,991	\$2,047,015	\$17,024
Telecommunications	\$5,780,788	\$8,163,797	\$2,383,009
Contracts	\$213,511,769	\$194,610,368	(\$18,901,401)
Transfers	\$3,045,000	\$3,045,000	\$0
Other Financing	\$300,000	\$462,488	\$162,488
Total Operating Expenses:	<u>\$270,075,048</u>	<u>\$257,580,621</u>	<u>(\$12,494,427)</u>
Total Non-Operating Pass-through Expenses	<u>\$71,485,911</u>	<u>\$8,599,629</u>	<u>(\$62,886,282)</u>
TOTAL EXPENSES:	<u>\$341,560,959</u>	<u>\$266,180,250</u>	<u>(\$75,380,709)</u>
Budget Basis Surplus/ (Deficit)	\$6,202,777	\$5,039,682	(\$1,163,095)
Non-Budgeted Transfers (Federal Payback)	\$3,030,358	\$3,030,358	\$0
Net Income/(Loss)	\$3,172,419	\$2,009,324	(\$1,163,095)
Authorized Positions	181	181	0



60% Fringe Rate:
FICA – 7.65%
Retirement – 22.20%
Health Ins – 30.45%

FY2019 Budget

Non-operating Pass-through

REVENUES:	<u>FY19 Budget</u>
Non-operating Pass-through Revenue	
CJEP E-Filing	\$1,371,691
Georgia Cyber Center Bldg 1	\$2,070,744
Georgia Cyber Center Bldg 2	\$3,093,595
Georgia Cyber Center Parking Deck	<u>\$2,063,599</u>
Total Non-operating Pass-through Revenue	<u>\$8,599,629</u>
 EXPENSES:	
Non-Operating Pass-through Expenses	
CJEP E-Filing	\$1,371,691
Georgia Cyber Center Bldg 1	\$2,070,744
Georgia Cyber Center Bldg 2	\$3,093,595
Georgia Cyber Center Parking Deck	<u>\$2,063,599</u>
Total Non-Operating Pass-through Expenses	<u>\$8,599,629</u>

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**Next meeting:
September 13, 2018**

