

GTA Board of Directors

September 1, 2016

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**
- **Approval of Minutes**
- **Executive Director's Report**
 - **FY2017 Budget and Financial Update**
 - **Division Reports:**
 - **Operations**
 - **Enterprise Governance and Planning**
- **Executive Session – Security Review**
- **Closing and Adjournment**

Executive Director's Report

Calvin Rhodes

State CIO and GTA Executive Director



Financial Update

Joe Webb
GTA Deputy Executive Director



Budget Summary FY2017

REVENUES:	<u>FY16 Budget</u>	<u>FY17 Budget</u>
State Appropriated Funds	\$0	\$0
GTA Administrative Fees	\$15,725,039	\$15,450,127
Infrastructure Revenues	\$142,998,959	\$143,084,013
MNS Revenues	\$57,945,877	\$60,329,934
Revenue from Sales of Data	\$33,005,000	\$36,600,000
Revenues From Retained Services	\$10,266,843	\$10,238,201
TOTAL REVENUES:	<u>\$259,941,718</u>	<u>\$265,702,275</u>
EXPENSES:		
Personal Services	\$25,200,631	\$24,081,898
Regular Operating Expense	\$1,803,656	\$1,716,668
IT Supplies & Software Expense	\$14,762,867	\$13,626,709
Rent	\$1,684,717	\$1,860,025
Telecommunications	\$4,141,346	\$5,678,436
Contracts	\$203,138,363	\$210,505,215
Transfers & other financing	\$2,300,000	\$2,942,000
TOTAL EXPENSES:	<u>\$253,031,580</u>	<u>\$260,410,951</u>
Operating Budget Basis Surplus/(Deficit)	<u>\$6,910,138</u>	<u>\$5,291,324</u>
Non-Operating one-time expenses	<u>\$5,600,000</u>	<u>\$5,600,000</u>
	<u>\$1,310,138</u>	<u>(\$308,676)</u>
Non-Budgeted Transfers	<u>\$3,030,358</u>	<u>\$3,030,358</u>
Net Income/(Loss)	<u>(\$1,720,220)</u>	<u>(\$3,339,034)</u>

Financial Performance FY2016

	FY16 Budget	FY16 Variance	FY16 Projection
REVENUE:			
State Appropriated Funds	\$0	\$0	\$0
GTA Administrative Fees	\$15,725,039	(\$1,003,394)	\$14,721,645
Infrastructure Revenue	\$142,998,959	(\$7,149,183)	\$135,849,776
MNS Revenue	\$57,945,877	(\$350,844)	\$57,595,033
Revenue from Sale of Data	\$33,005,000	\$5,773,815	\$38,778,815
Revenue from Retained Services	\$10,266,843	\$834,581	\$11,101,424
TOTAL REVENUES:	\$259,941,718	(\$1,895,025)	\$258,046,693
EXPENSES:			
Personal Services	\$25,200,631	(\$1,245,637)	\$23,954,994
Regular Operating Expense	\$1,803,656	(\$840,864)	\$962,792
IT Supplies & Software Expense	\$14,762,867	(\$1,745,391)	\$13,017,476
Rent	\$1,684,717	\$53,786	\$1,738,503
Telecommunications	\$4,141,346	\$1,247,526	\$5,388,872
Contracts	\$203,138,363	(\$1,971,525)	\$201,166,838
Transfers	\$2,300,000	\$77,930	\$2,377,930
TOTAL EXPENSES:	\$253,031,580	(\$4,424,175)	\$248,607,405
Operating Budget Basis Surplus/(Deficit)	\$6,910,138	\$2,529,150	\$9,439,288
Non-Operating one-time expenses	\$5,600,000	(\$2,629,130)	\$2,970,870
	\$1,310,138		\$6,468,418
Non-Budgeted Transfers - Federal Payback	\$3,030,358		\$3,030,358
Net Income/(Loss)	(\$1,720,220)	\$5,158,280	\$3,438,060

Financial Performance FY2016

State revenues continue to improve

- FY16 state revenues 1.7% higher than the prior fiscal year

Data Sales revenues continue moderate growth and stability

- FY16 revenues 17% higher than projected

Continued focus on invoice collections

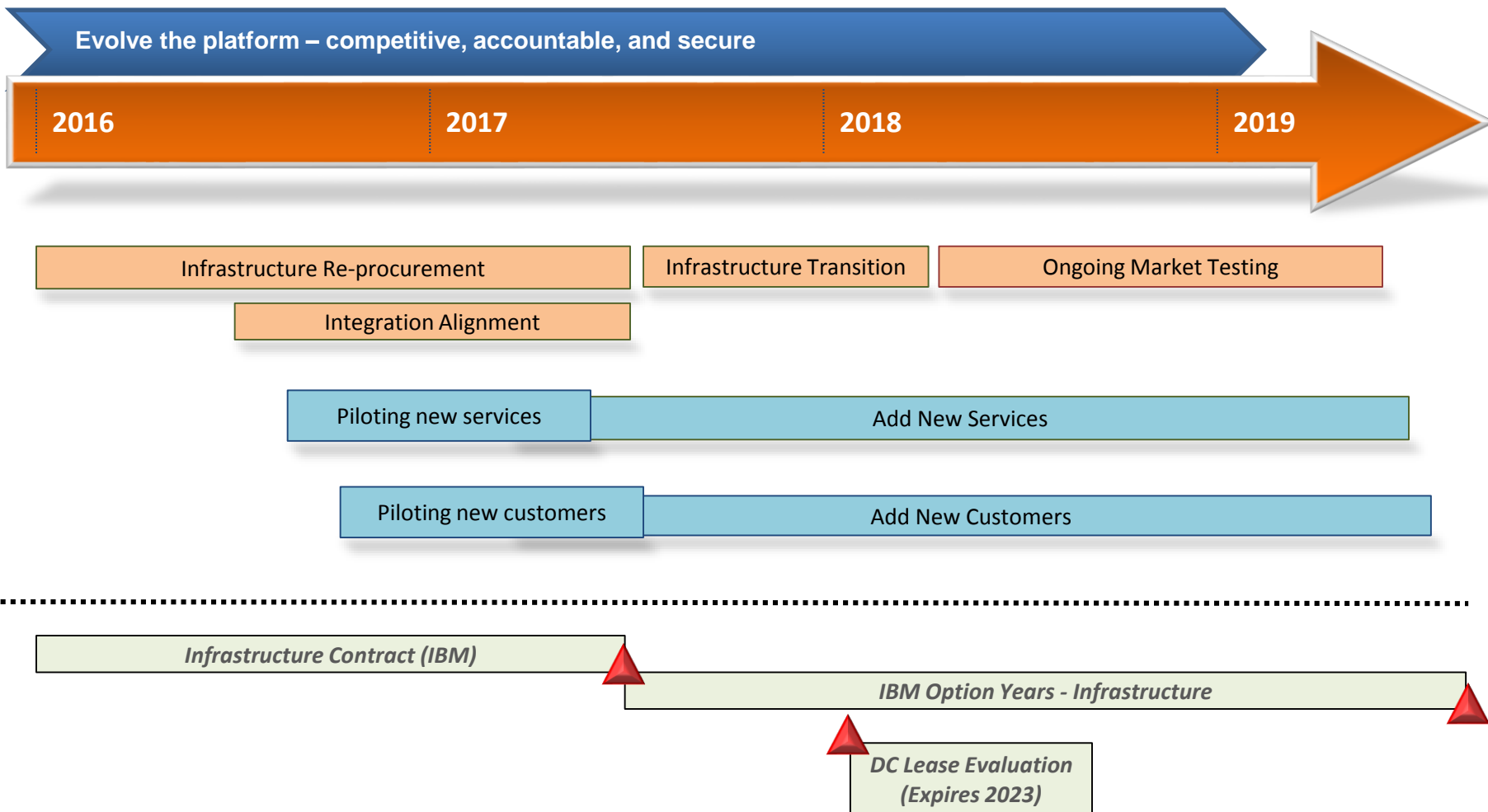
- FY16 Accounts Receivable turnover as of June: **45.1 days** ■

Division Report: Operations

Dean Johnson
GTA Chief Operating Officer



GETS Shared Services Delivery Platform Timeline



GETS Platform Milestones

Infrastructure Services Re-procurement

- ✓ Published Request for Qualified Contractors (RFQC) on December 15, 2015
 - Current Infrastructure contract ends in June 2017 and includes end user computing, servers, storage, mainframe and print
- ✓ Oral Sessions conducted in March 2016 with 13 respondents to initial RFQC to clarify market offerings
- ✓ A total of 32 candidate service providers indicated interest by the March 2016 deadline
- ✓ GTA notified those 32 of their opportunity to participate in round two of the RFQC

GETS Platform Milestones (cont.)

Infrastructure Services Re-procurement

- ✓ Published RFQC round two on May 9, 2016
- ✓ Published Notice of Intent to Award for the RFQC on June 29, 2016
- ✓ Published Notice of Completion for the RFQC on July 11, 2016
- ✓ Conducted Exploration Sessions with the qualified contractors the weeks of July 18th and July 25th
- Subsequent Infrastructure Services Request for Proposals will be issued on the Georgia Procurement Registry

Notice of Completion – Qualified Service Areas

The following 14 service providers were qualified for 12 service areas:

Server	Storage	Disaster Recovery	Cloud Broker	Cloud Server	End User Compute
<i>Atos SE</i>	<i>Atos SE</i>	<i>Atos SE</i>	<i>Atos SE</i>	<i>Atos SE</i>	<i>Atos SE</i>
<i>AT&T</i>	<i>AT&T</i>	<i>AT&T</i>	<i>AT&T</i>	<i>AWS</i>	<i>CompuCom Systems</i>
<i>Dell</i>	<i>AWS</i>	<i>Dell</i>	<i>Dell</i>	<i>Dell</i>	<i>Dell</i>
<i>EMC</i>	<i>Dell</i>	<i>EMC</i>	<i>EMC</i>	<i>EMC</i>	<i>HCL America</i>
<i>HCL America</i>	<i>EMC</i>	<i>HCL America</i>	<i>HCL America</i>	<i>HCL America</i>	<i>HP Enterprise Services</i>
<i>HP Enterprise Services</i>	<i>HCL America</i>	<i>HP Enterprise Services</i>	<i>HP Enterprise Services</i>	<i>HP Enterprise Services</i>	<i>HP Inc.</i>
<i>IBM</i>	<i>HP Enterprise Services</i>	<i>IBM</i>	<i>IBM</i>	<i>IBM</i>	<i>IBM</i>
<i>Unisys</i>	<i>IBM</i>	<i>Unisys</i>	<i>Unisys</i>	<i>Unisys</i>	
	<i>Unisys</i>				
Virtual Desktop Interface	Mobility Device Mgmt.	Mainframe	Hosted Mainframe	Print to Mail	Managed Security Services
<i>Atos SE</i>	<i>Atos SE</i>	<i>Atos SE</i>	<i>Atos SE</i>	<i>HP Enterprise Services</i>	<i>Atos SE</i>
<i>AT&T</i>	<i>AT&T</i>	<i>EMC</i>	<i>Data Management Marketing</i>	<i>IBM</i>	<i>AT&T</i>
<i>Dell</i>	<i>CompuCom Systems</i>	<i>HCL America</i>	<i>EMC</i>	<i>Xerox</i>	<i>Dell</i>
<i>EMC</i>	<i>Dell</i>	<i>HP Enterprise Services</i>	<i>HCL America</i>		<i>EMC</i>
<i>GANTECH</i>	<i>EMC</i>	<i>IBM</i>	<i>HP Enterprise Services</i>		<i>HCL America</i>
<i>HCL America</i>	<i>GANTECH</i>		<i>IBM</i>		<i>HP Enterprise Services</i>
<i>HP Enterprise Services</i>	<i>HCL America</i>				<i>IBM</i>
<i>IBM</i>	<i>HP Enterprise Services</i>				<i>Unisys</i>
	<i>IBM</i>				



Division Report: Enterprise Governance and Planning

Michael Curtis
Director of IT Planning and Strategy
Enterprise Governance and Planning



Update: Large IT Project Policy

Large IT Project Policy: Purpose

To address the characteristics of Large IT Projects:

- Complex and difficult procurements
- Increased risk due to long planning horizons and complicated interfaces
- Multi-actor decision making and planning processes, often with competing and and/or conflicting interests
- Project scope changes
- Vendor management often difficult and underestimated

Large IT Project Policy: Scope

- Executive Governance Council (EGC) Members:
 - Commissioner, Office of Planning and Budget (OPB)
 - Commissioner, Department of Administrative Services (DOAS)
 - Executive Director, GTA
 - 2 Agency Business Leaders (Stakeholders)
- IT projects with an investment value of \$10 million+ over a 5-year period (includes investments in upgrades/expansions of existing solutions)
- Still required to participate in the Critical Project Review Panel
- OPB, DOAS and GTA to be involved in the development of budget request, RFQC, and RFP scoring and award associated with these projects
- EGC projected to monitor 3 to 4 large projects annually

Large IT Project Policy: Status

- ✓ Policy drafted
- ✓ Reviewed by DOAS
- ✓ Reviewed by OPB
- Agency Comment Period (Scheduled for Late September)
- Present for GTA Board approval at December 1, 2016 meeting
- Related Standards and/or Guidelines to follow
- Projected effective date of January 2017 ■

Executive Session



GTA Board of Directors

**Next Meeting:
December 1, 2016**

