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connecting government

Proposal for the Rapid City, SD

Open Platform, Government Transparency

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Proposal presented to:
Jim Gilbert
IT Director
March 5, 2013

Granicus Proposal for the Rapid City, SD

March 5, 2013

Dear Jim,

Thank you for your continued partnership with Granicus. We're excited to support your transparency and public meeting efficiency needs. We are also excited about the City taking the lead in rolling out your Open Platform and Government Transparency suites. We look forward to continuing our rewarding, long-term relationship with you.

On the following few pages, you will find a breakdown of the needs that we have uncovered, our proposed solution, some of our key differentiators, detailed pricing, and a checklist that outlines our next steps.

Primary Business Needs

During our conversation we discussed moving from the expired warranty and would like to move to the h.264 hardware and software for streaming your meetings to mobile devices and to convert all of your extensive archives to this format for viewing on the mobile devices, as well. A few things included in this initiative would be the following:

- Replacing the City's encoder currently streaming with antiquated technology, with the new h.264 technology.
- Decommission exiting out of warranty MediaVault and use the 500 GB local storage for the small recent meetings
- Mobile experience on the new website should increase traffic, as well.

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Benefits for Success

We want to make sure that the City would measure and determine success with proposed Granicus solutions. The following were items that you wanted to achieve:

- Show increase in mobile metrics for all aspects of the website.
- Initial implementation - online experience more efficient

Plan

If you would like to "go live" with these additional products by 06/30/2013, we can typically deploy new solutions within 60 days from receiving the Purchase Order. In an effort to keep us on goal with your preferred "go live" date we will need the PO and authorized service agreement submitted to Granicus by April 30, 2013.

Below you will find a detailed proposal of the solution the City has chosen. The proposal and pricing includes all training, software, hardware, 24/7/365 support, professional services, installation and implementation.

Over 900 jurisdictions have selected Granicus as a partner to help them build trust with citizens, reduce staff time spent on processing meetings, and engage citizens in productive new ways. Granicus has over 35 years of government-focused experience which has allowed us to develop tools with government in mind and meet the market demand. We hope that you have found tremendous value in being a part of the Granicus client family.

Thank you again!

Mike Kelly

Mike Kelly
Account Manager
415.357.3618 x1009

Budgetary Impact

Item	Onetime/Upfront	Monthly	Annual
Suites Conversion- Open Platform, Government Transparency *On-demand and live* streaming to mobile devices (H.264)* *Increased bit rate to 580 kbps and larger player* *iLegislate (paperless agenda app for the ipad)* *Advanced Search & MP4* *API/SDK accessibility* *Unlimited Storage for meetings and non-meeting content, and Indefinite Retention*		$150.00	
Purchased Granicus Encoding Appliance *3 year Warranty Encoding Appliance* *500 GB of onsite storage* *Performance Accelerator included*	$4,600.00 (includes shipping)	$100.00	
Rapid City, SD Bundle Client Software Discount		*($150.00)*	
Current Solution Cost		**$1,419.00**	**$17,028.00**
Increased cost with hardware and software upgrade	**$4,600.00**	**$100.00**	**$5,800.00**
TOTAL COST FOR FIRST YEAR 2013			**$22,828.00**
TOTAL COST ONGOING 2014 -			**$18,228.00**

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Plan for Success

Item	Date	Contact
Proposal Review	03/08/2013	Jim, Jim and Mike(Granicus)
Technical Solution Review	03/08/2013	Jim, Jim and Mike(Granicus)
Project Timeline Review	03/08/2013	Jim, Jim and Mike(Granicus)
Funding/Procurement Process Review	03/30/2013	Jim, Jim and Mike(Granicus)
Project Approved	03/30/2013	Jim, Jim and Mike(Granicus)
Work Order Received	04/15/2013	Jim, Jim and Mike(Granicus)
Contract Executed	04/15/2013	Granicus / IT/Finance
Project Kick Off Call	04/18/2013	Granicus / IT
Hardware Shipped	04/30/2013	Granicus
Software Installed and Configured	05/15/2013	Granicus
Solution Deployment Validated	05/18/2013	Granicus /IT/AV
Internal Go-Live	05/25/2013	Granicus /IT/AV
System Accepted	05/28/2013	IT/AV
Go Live Government Transparency to the Public	06/01/2013	Granicus /IT/AV

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Public Feedback Gathered	07/01/2013	Granicus /IT/AV
Business and Personal Value Recognized	07/04/2013	IT/AV
Business Issue Resolved / Major Initiative Completed	07/04/2013	Granicus /IT/AV

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- All suites require the Granicus Open Platform
- All suites (except Meeting Efficiency add-ons) include hardware and software
- Sales tax may apply depending on your organization's tax status and the tax laws unique to your state, county and/or municipality
- Quarterly billing for Managed Services shall begin upon completion of deployment. Client will be invoiced a pro-rated amount from the deployment completion date through the end of the quarter. Thereafter, Client will be billed each January 1, April 1, July 1, and October 1. Client agrees to pay all invoices from Granicus within thirty (30) days of receipt of invoice.

This proposal expires on April 30, 2013

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Rapid City, SD - Print Name

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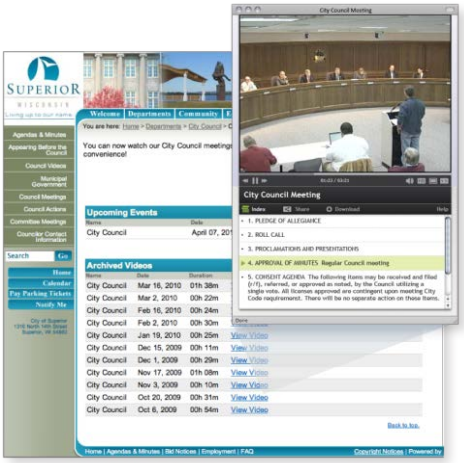
Rapid City, SD - Signature

Granicus® Open Platform

The Granicus® Open Platform allows you to stream an unlimited number of meetings and events online and over mobile devices – play video in H.264* and Silverlight. Publish all of your content online with indefinite retention schedules. Granicus Encoding Appliance gives you unlimited bandwidth and storage as well as local live and on-demand streaming for up to 50 concurrent viewers. Finally, leverage an open architecture and connect in-house or third-party solutions to Granicus. Click here for more information on the Granicus Open Platform.



- Stream unlimited meeting bodies and events
- Indefinite retention schedules
- Intelligent media routing
- Open architecture and SDK

* Available for on-demand playback only until Q3

Government Transparency Suite

The Government Transparency Suite gives your citizens greater access to public meetings and records online. Take the next step towards greater transparency and link related documents to your video, offer your full agenda packet, and provide advanced searching of archives. This Suite also allows you to seamlessly connect agenda data to the iPad to review agendas and support documents, take notes and more through the iLegislate application. Reach a broader audience with podcasting - download media in MP3 and MP4 formats and view video offline. Granicus' reporting tools give you a detailed analysis of visitor statistics to help you better understands viewership trends. Click here for more information on the Government Transparency Suite.

- Publish agenda packets with video

Granicus Differentiators

- World's most experienced provider of government transparency, citizen participation, meeting efficiency, and legislative management solutions with:
    - Over 900 clients in all 50 states, at every level of government
    - Over 31 million government webcasts viewed
    - More than 265,350 government meetings online
- First fully integrated legislative workflow management system for local government
- Open API architecture and SDK allow for seamless integrations with systems already in place
- Certified integrations provide flexibility and choice of agenda workflow solutions
- Exclusive provider of a native iPad application that allows users to review agendas and supporting materials, bookmark and take notes on items, as well as stream archived videos
- Only government webcasting service to provide encoding, minutes annotation, transcription, and closed captioning services
- Truly unlimited storage and distribution for all meeting bodies and non-meeting content
- Indefinite retention schedules for all archived meeting and non-meeting content
- Only provider of both government webcasting and citizen engagement services
- 24/7/365 customer service and support
- 97% customer satisfaction rating, 98.5% client retention rating
- One of the 100 companies that matter most in online video by Streaming Media magazine
- Ranked 185 on Deloitte 500 fastest growing companies
- Ranked 419 on Inc 500 fastest growing companies
- Client Success stories are available here: http://www.granicus.com/Clients/Case-Studies.aspx