

TECHNOLOGY FOR THE PEOPLE WHO ARE CHANGING OUR WORLD.

Town of Cutler Bay
10720 Caribbean Blvd., Suite 105
Cutler Bay, Florida 33189

September 12, 2018

Dear Debbie,

Please note that Granicus provides 30+ years of government-focused experience. All software is developed within the company, not out sourced to other companies. Our platform has been enhanced by the acquisition of three large competitors over the past year, Novusolutions, Vision Internet and IQM2. No other company currently offers the following functionality.

These solutions apply only to what Cutler Bay is using:

- Unlimited storage and distribution for all meeting bodies and non-meeting content
- Indefinite retention schedules for all archived meeting and non-meeting content
- Both government agenda automation, citizen participation and feedback functionality
- Only company with a fully integrated system tying together agenda, video stream/archive, minute taking, and voting from an iPad tablet via our exclusive Granicus iLegislate APP
- All meeting records searchable by Agenda Topic, Minutes, and the spoken word
- A webcasting/minutes annotation solution that is integrated within the Granicus proprietary Open Platform Suite.
- A minutes annotation tool that builds minutes in PDF Format with embedded links to the audio/video Webcast.

Combined Value

With nearly 40 years of government-focused experience, Granicus is the proven leader in legislative management and government transparency solutions. Our company's commitment has always been to government and our focus on this market is unchanged. Our understanding of government organizations and our buyers deepen as we share experiences and research, allowing us to continue to build products based on customer feedback that meet the market demand.

Nearly 1,100 government organizations leverage our technologies to increase staff efficiencies and create a more transparent and accessible government. Granicus has been operating with a 99% client retention rate during their years of service. Plus, Granicus has maintained a 98% customer satisfaction rating over its eleven years. Our satisfaction and retention ratings exemplify our commitment to, and understanding of, our customers and their unique needs.

Comprehensive Legislative Management

Granicus offers a complete, end to end legislative workflow. Our solution supports the legislative process from a file's inception through legislation to archiving of the discussion's history and production of the most complete integrated public record. We offer the most efficient workflow while allowing staff to create stronger public access – cross-linking agenda and minutes data to video history.

The Granicus product is customizable and scalable. We can offer solutions for both standard workflows and more complex legislative processes, solving workflow needs for nearly any size of government agency.

Citizen Engagement and Government Transparency

Granicus understands that in order to help create a truly transparent government, the government organization must make information easily accessible, searchable, and navigable. We will provide our customers with the most comprehensive search of government information. Government organizations create stronger public access to information including public meeting records, vote history, committee/department openings and more.

Our solution further reduces FOIA requests and empowers citizens to find what they need, on their own, easily. Additionally, we continue to build applications that support citizen input and encourage effective participation in the legislative process.

Mobile Solutions

Granicus is leading the way in mobile solutions for government with our new streaming architecture and compatibility with various mobile devices, as well as our development of the iLegislate app. Granicus is already brainstorming ways to make our product line mobile-accessible to support the growing trend of accessing information on-the-go.

Open Architecture, Cloud-Computing, and Commitment to Open Data

From its inception, Granicus has been committed to an open architecture. We maintain our openness and compatibility with other solutions to provide flexible alternatives for customers, including integrations with document management systems. Remaining open to partner integrations allows government staff to retain current workflows without forcing them into a "one-size fits most" solution.

Additionally, Granicus extends our government focus by supporting the open data movement. We partner with developers in this market who can build applications that leverage public data and complement our solutions

If I or any other member of the Granicus team can be of further assistance, please contact me at 202-407-7418.

Most Sincerely,

Benjamin Shor, Account Executive