BROWARD COUNTY
DIVERSITY MANAGEMENT SYSTEM

September 6, 2016

EARLY MORNING SOFTWARE
The Leader in Integrated Diversity Management Solutions

A PRISM PRESENTATION

Early Morning Software, Inc.
PRISM Compliance Management is a registered trademark.
Copyright © 2004 - 2016, All Rights Reserved
The PRISM Team

MICHAEL BURKE —
Sales Director, Early Morning Software
- 20 Yrs. SBD/Compliance and IT Sales

DONNA STEVENSON —
CEO, Early Morning Software
- 21 Yrs. SBD/Compliance

ANN MARIE SORRELL —
President & CEO, Mosaic Group
- 13 Yrs. Community Outreach, Public Relations, Marketing
Broward County Government
Differentiators

- Economic Development *Program*
  - Staff Expertise and Specialist
  - Multi-Agency
  - Performance Driven

- Leader …. Policy and Procedures Evolve

- Diligent Effort to Secure Diversity Management System
Early Morning Software, Inc.
Differentiators

The *Engineering* Company Delivering Cloud *Solutions*

- **PRISM**
  - Compliance and Certification Management
  - Outreach Management
  - Acquisitions – Procurement Planning, Goal Analysis and Bid Evaluation
  - Performance Scorecard
  - Survey Center

- **Complex Technical Interfaces**

- **Comprehensive Enterprise-Level Services**
Gartner ranks PRISM among leading Procurement software

20% of Largest Cities\(^1\) process Contract Compliance using PRISM

5 of Largest Cities are PRISM Clients

1.2 Million Vendor profiles managed in PRISM

125,000 Certifications managed

Over $50B Contracts and Payments managed

---

1. U.S. Census Bureau, statistical abstract, 2012
# AGENDA

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
</tr>
</thead>
<tbody>
<tr>
<td>2:00 - 2:15</td>
<td>Introduction and Product Differentiation</td>
</tr>
<tr>
<td>2:15 - 2:25</td>
<td>Data and System Differentiation</td>
</tr>
<tr>
<td>2:25 - 2:30</td>
<td>Services Differentiation</td>
</tr>
</tbody>
</table>
PRISM CERTIFICATION MANAGEMENT

Certification

- Demonstrate the system's Certification Processing and Online Directory
- Record and Track goals like CBE, SBE, DBE and ACDBE
- Electronic and hardcopy documentation
- Automated alerts
- Generate letters & send emails
- Certification Processing and Online Directory
- Report menu feature
- Show cross-reference against data in BidSync.
PRISM CERTIFICATION MANAGEMENT

Certification

- Electronic and hardcopy documentation
- Record and Track goals like CBE, SBE, DBE and ACDBE
- Certification Processing

- Single Application
- Easy to use
- Communication during Processing

- On-line Directory
- Accurate Information
- Confirmation of Certification

- Automated Alerts and Reporting
- Record and Track goals like CBE, SBE, DBE and ACDBE
- Certification Processing

- BidSync Integration
- Real-time Cross Reference
- PRISM API
- PRISM DI/S Services

“Since implementing PRISM, we have eliminating our backlog and processed more SBE applicants.”
- Nancy Rosado
  CBI Director
PRISM COMPLIANCE MANAGEMENT

Compliance

- Demonstrate Contract and Compliance module
- Track - construction, service supply and professional service contracts
- Track retail, food/beverage, parking and rental car concession agreement compliant with U.S. DOT 49 CFR Part 26 and Part 23
- Show subcontractor payments and concession revenues are self-reported and verified electronically
- Track real-time participation against goal
- Show report menu feature - ad-hoc and canned reports (MUR)
- Show how the system will tie into Contract Central
PRISM COMPLIANCE MANAGEMENT

Compliance

- Subcontractor payments
- Concession revenues
- Self-reported and verified electronically

Track -
construction,
service supply
and
professional
service
contracts

Track retail,
concession
agreements
with US DOT
CFR 49 Part
26 and 23

- Integration with
  PeopleSoft, Advantage,
  and Contract Central
- Increase data accuracy
- Greater staff productivity

- Reporting:
  - Ad-hoc and canned
    reports (MUR)

- Less is More ….
- On-demand, Real-time
- Cross-tab Summary Plus Details
- Increased Analytics
- Greater efficiency … share data
  between systems

“With PRISM, NTTA substantially improved its reporting. We have visibility to MBE utilization is all departments. It will allow us to report internally monthly and to our Board quarterly.”

- Horatio Porter, CFO
PRISM VENDOR MANAGEMENT
Economic Development

- Record and track the following data:
  - COOP
  - Entrepreneurial Training Initiatives
  - ESF-18, Foreign Trade Zones
  - Industrial Revenue and Exempt facility Bond Programs
  - Business attraction activities
  - Business retention/expansion, objectives –target industries
  - International development

- Show report menu feature - ad-hoc & canned reports
- Sow interaction with other partner agencies
PRISM VENDOR MANAGEMENT
Economic Development

- Better Economic Development
- Greater Efficiency
- Higher Data Capacity

- Business Engagement and Feedback
- Measure Effectiveness
- Demonstrate Outcomes

- COOP & Bonding Programs
- Entrepreneurial Training Initiatives
- Business attraction and retention activities
- ESF-18, Foreign Trade Zones
- System Integration to other Agencies
- Reporting
- Decision Support
- Greater Analytics

PRISM Compliance Management is a registered trademark.
Copyright © 2004 - 2016 All Rights Reserved
MUSTATTEND OUTREACH MANAGEMENT
Community Relations and Outreach

- Create campaigns
- Add vendors based upon certifications status
- NAICS/NIGP code, location search
- Send solicitations and related procurements notices
- Post on the public bulletin
- Create and manage events
- Track and handle onsite registration check-ins
- Distribute notices via email blasts, eBulletins and eNewspapers
MUSTATTEND OUTREACH MANAGEMENT
Community Relations and Outreach

- Community Relations and Outreach Portal
- Event Management

- Create campaigns and manage events
- Send solicitations and related procurements notices
- Track and handle onsite registration check-ins
- Distribute notices
  - email blasts
  - eBulletins
  - eNewspapers

- Integration with PRISM
- Certification Status
- NAICS/NIGP Codes
PRISM PERFORMANCE SCORECARD
Success Story, Record of Compliance, Vendor Metrics

Select and assign a Performance Policy. Send an initial evaluation notice to the assigned evaluator. Set a date to lock the evaluation, send a lock notice, or directly lock the evaluation(s). Administrators may override/edit evaluations via the link provided.

Policy Assignment & Notification
Policy: 2016 Past Performance Evaluation - PPE
Lock Date: 4/10/2017

Evaluations
Prime Vendor: Ellington Services, Inc.

<table>
<thead>
<tr>
<th>Evaluation</th>
<th>Milestone</th>
<th>Vendor Score</th>
<th>Last Modified</th>
<th>Remind Evaluator</th>
<th>Override/ Edit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Schedule &amp; Timeliness</td>
<td>Contract End: 7/12/2017</td>
<td>0%</td>
<td>8/10/2016</td>
<td>Remind Evaluator</td>
<td>Override/Edit</td>
</tr>
<tr>
<td>Cost Effectiveness &amp; Efficiency</td>
<td>Contract End: 7/12/2017</td>
<td>0%</td>
<td>8/10/2016</td>
<td>Remind Evaluator</td>
<td>Override/Edit</td>
</tr>
<tr>
<td>Vision &amp; Design Concepts</td>
<td>Contract End: 7/12/2017</td>
<td>0%</td>
<td>8/10/2016</td>
<td>Remind Evaluator</td>
<td>Override/Edit</td>
</tr>
<tr>
<td>Cooperation, Teamwork, and Relationship</td>
<td>Contract End: 7/12/2017</td>
<td>0%</td>
<td>8/10/2016</td>
<td>Remind Evaluator</td>
<td>Override/Edit</td>
</tr>
<tr>
<td>Accuracy &amp; Technical Skills</td>
<td>Contract End: 7/12/2017</td>
<td>0%</td>
<td>8/10/2016</td>
<td>Remind Evaluator</td>
<td>Override/Edit</td>
</tr>
<tr>
<td>Coordination</td>
<td>Contract End: 7/12/2017</td>
<td>0%</td>
<td>8/10/2016</td>
<td>Remind Evaluator</td>
<td>Override/Edit</td>
</tr>
</tbody>
</table>

Overall Score: 0%

<< Back to Contract Menu  << Back to Contract List
Site Visits, Audits, Interviews, and Anecdotal Info
PRISM ACQUISITION MANAGEMENT *
Procurement Planning, Bid Evaluation, Goal Analysis

As Program evolves to include compliance in Procurement processes, Broward County may consider the PRISM AQ Planning module. This module is not in current proposal.
# AGENDA

<table>
<thead>
<tr>
<th>Time</th>
<th>Topic</th>
</tr>
</thead>
<tbody>
<tr>
<td>2:00 – 2:15</td>
<td>Introduction and Product Differentiation</td>
</tr>
<tr>
<td>2:15 – 2:25</td>
<td>Data and System Differentiation</td>
</tr>
<tr>
<td>2:25 – 2:30</td>
<td>Services Differentiation</td>
</tr>
</tbody>
</table>
PRISM Enterprise Data Integration Platform

增加数据准确性
提升数据容量
访问源记录
自动PRISM导出作业
外部系统集成

PRISM Enterprise
增加数据准确性
提升数据容量
访问源记录
自动PRISM导出作业
外部系统集成

Importers
Manual Entry
30%
15%
70%

35%
0%
Secure VPN
Secure FTP

Google
Oracle EBS
bidSync
优势
Planet Bids
ALTS
JD Edwards
Contracts Central
FAMIS
PeopleSoft
Munis
Dynamics
Yardi

Increase data accuracy
Enhance data capacity
Access to the Source of Record
Automated PRISM Export Jobs
External systems integration

PRISM Compliance Management is a registered trademark.
Copyright © 2004 - 2016 All Rights Reserved
Module Management
VM = Vendor Management
CM = Contract Management
LM = Labor Management
WM = Workforce Management
CrM = Certification Management

Windows Services
ALT = PRISM Alerts
IMP = Importers & Processes
Mail = PRISM Mail Services
FAX = PRISM Fax Services

WCF = Windows Communication Foundation
A MS Windows enabling technology that facilitates SOA

Client Specific Proxy = A PRISM API Proxy that brokers client application’s access to PRISM resources
PRISM DATA INTEGRATION
Data Integration and Administration

- Demonstrate how the system collects, measures, displays and generates performance data for:
  - Certification, Compliance, Outreach and Economic Development
- Demonstrate how the system cross-reference data in current and subsequent systems (Ex. ERP).
# AGENDA

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
</tr>
</thead>
<tbody>
<tr>
<td>2:00 – 2:15</td>
<td>Introduction and Product Differentiation</td>
</tr>
<tr>
<td>2:15 – 2:25</td>
<td>Data and System Differentiation</td>
</tr>
<tr>
<td>2:25 – 2:30</td>
<td>Services Differentiation</td>
</tr>
</tbody>
</table>
EMS Implementation Team – Experience

PROJECT EXECUTIVE
- 20 years IT experience
- Accountable for over 100 SBD implementations
- ACCA Master Compliance Adm., Former Board Mem.
- MBA and B.S. in Information Systems

DONNA STEVENSON

PROJECT MANAGER
- 25 years IT Experience
- Chief Technology Officer
- Chief Architect for PRISMCompliance.com
- B.S. and Master’s in Computer Science

CECIL ROBINSON

DEPUTY PROGRAM MANAGER
- President of Mosiac Group
- 13 years Community Relations and Project Management experience
- Certified Broward County mall Business
- MBA and B.A. Healthcare Administration

ANN MARIE SORRELL

SENIOR SOLUTION ADVISOR
- 6 years PRISM support and implementation
- 1,500 hours PRISM training – major customers
- ACCA – Contract Compliance Administrator
- B.S. Business Management & Accounting

BRUCE TOVAL
System Transformation
Success Criteria for Migration to Diversity Management Program

- Multiple Systems
- Significant Interfaces
- Complex Environment
- No Data Entry

- SBD Users
- Departmental Users
- ITD Support
- Knowledge Transfer

- Cover SBD’s Processes
- Remove redundant steps
- Validate functionality
EMS Implementation Methodology

IMPLEMENTATION SERVICES
- Project Executive
- Project Manager
- Solution Advisor(s)
- Management Consultants
- Partners

PROVEN PROJECT APPROACH

PRISM delivers...
PRISM User Group

COMPASS
PRISM CONFERENCE
Managing diversity. Changing the world.

Best Practices Forum:
Supplier Diversity & Contract Compliance
Prince Georges County Government Center
1801 McCormick Drive, 3rd Floor Conference Room
Largo, MD 20774
May 24, 2016 | 9:00 AM - 4:00 PM

SPONSORS:
Early Morning Software, Inc.
Differentiators

The *Engineering* Company Delivering Cloud *Solutions*

- **PRISM**
  - Compliance and Certification Management
  - Outreach Management
  - Acquisitions – Procurement Planning, Goal Analysis and Bid Evaluation
  - Performance Scorecard
  - Survey Center

- Complex Technical Interfaces
- Comprehensive Enterprise-Level Services

*We’re not just a system .... PRISM is a Solution for Your Program Management!*
THANK YOU!

A PRISM PRESENTATION

Early Morning Software, Inc. Confidential Information.
PRISM Compliance Management is a registered trademark.
Copyright © 2004 - 2016, All Rights Reserved