

EXHIBIT A: SCOPE OF WORK



Proposal for Live Compensation Module

Save Time | Save Money | Make Informed Decisions

Customized For: Northwest Fire District, AZ

Prepared By: Ron Broere

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OUR MISSION

We Create Powerful Software to
Help Governments Forecast
Quickly and Confidently

Company Overview

Founded in 2014, [GovInvest](#) empowers public sector agencies to run their own financial forecasting at a fraction of the cost and time through powerful software and concierge consulting. We provide solutions that help over 1,000 agencies nationwide better analyze and manage their Pension, OPEB and Labor Costs. Our pioneering technology quickly pays for itself and provides real-time, visual projections that allow our clients to simplify communications with stakeholders and make better informed decisions for years to come.

WHY WE DO IT

- To provide accurate analysis with enhanced transparency
- To alleviate the enormous task of assessing Pension, OPEB, Labor costs and building forecasts
- To improve every agency's bottom line

To avoid agency bailouts and reputational risk, the [Government Finance Officers Association](#) (GFOA) recommends that governments at all levels forecast major revenues and expenditures. The GFOA recommends that your forecast extend several years into the future. The forecast should be clearly stated, made available to stakeholders in the budget process, regularly monitored and periodically updated.

What Our Clients Are Saying

"It was extremely helpful to have access to an actuary as an additional resource through GovInvest."

- Finance Manager, Lake Arrowhead CSD

"The city's former finance director resigned at the beginning of budget season; and worse, all the links were broken in the labor costing excel worksheet that was used in previous year. GovInvest quickly onboarded their software, and within a week I was running the three budgeting scenarios that the city manager requested."

- Administrative Services Director/Treasurer, City of Sausalito

"Using GovInvest consultants for policy projects allows me to spend more time advising Council members on how to interpret results and less time updating spreadsheets."

- Finance Director, City of Benicia

"The software is very user friendly, and staff is very helpful in assisting with questions and helping to better understand the software data."

- Deputy City Manager, City of Brisbane

"We leverage the labor aspects to increase transparency and enhance cooperation during negotiations. They find it easier to work together towards a compromise with accurate costing data and info-graphics."

- Finance Director, City of Reno



There's A Better Way To Manage Forecasting

GovInvest's financial forecasting solutions are designed specifically for local and state governments. Our cloud-based software allows agencies to run their own analysis to prepare for ever-changing employee and benefits. The innovative technology not only saves time and money, but also empowers stakeholders to make better-informed decisions up to 30 years ahead. With GovInvest, you have the power to know what happens before it happens.

WHAT ARE THE KEY BENEFITS?

GovInvest can help your agency elevate and expedite the whole process of planning, forecasting and budgeting by:

- Eliminating old-fashioned spreadsheets
- Increasing accuracy for confident decision-making
- Automating the forecasting and scenario planning process
- Increasing transparency and trust across departments with visual graphs
- Projecting labor costs with instant analysis and measuring changes in workforce

Plus, valuation reports are certified by industry-leading, in-house Actuaries.

GovInvest Actuaries are ready to prepare your actuarial valuations, develop ad hoc reports and deliver custom software.

GovInvest subscription also includes a popular monthly webinar series, annual finance summits, technical consultations, ongoing software updates and product demonstrations.



Compensation Benchmarking Module Program

As a member of the Compensation Benchmarking Module Program, you will have the opportunity to provide feedback on the early versions of this product to assist GovInvest in developing the best possible product for all government agencies.

As a first deliverable, GovInvest will provide your agency with a customized compensation benchmarking tool to assist you in the analysis you need during negotiations, hiring, and other scenarios.

As the product is developed, you will be invited to join your peers in a quarterly focus group where you can share ideas about compensation analysis and provide further feedback to the GovInvest development team.



Timeline

- ✓ 3 – 6 months: work with GovInvest to receive a customized compensation benchmarking tool.
- ✓ Including salary and benefits
- ✓ 6 months: receive version 1 of Compensation Module.

A Partner for Product Development





The Financial Forecasting Solutions & Services Suite

Based on our conversations with the District and our understanding of your key needs and objectives, we are proposing the following GovInvest solutions:

GovInvest Compensation Benchmarking Module

- Powerful customized compensation benchmarking tool to assist you in the analysis you need during negotiations, hiring, and other scenarios
- Utilize powerful, visual technology to analyze comparative compensation data and drive understanding with stakeholders
- Benchmark against relevant agencies with ease and manage all supporting data in one place. Our algorithm creates comparisons based on job duties, not job titles
- Analysis with custom formatting to meet city-specific needs.

GovInvest Support & Development

- Popular monthly educational webinars
- Unlimited training for all users
- Client-driven product enhancements
- Presentation development and support

Concierge Services Included With Your Software Subscription



UNLIMITED
USERS



TRAINING FOR
STAFF



ACCESS
TO NEW
FEATURES



DATA
UPDATES



DEDICATED
SUPPORT



ACCESS TO
MONTHLY
WEBINARS



REVIEW OF
FUNDING
METHODOLOGIES
AND TRENDS



CONSULTATIVE
PLANNING
SESSIONS



PRESENTATION
REVIEW



ACCESS TO TEAM
OF SUBJECT
MATTER EXPERTS

An Investment That Pays For Itself

Live Compensation Module <ul style="list-style-type: none"> • Base Salary Package • 3/31/24 – 3/30/27 		
Items	One Time Implementation Fee	Annual Fee
71 Classifications 10 Comparator Agencies • Salary & Benefits	\$5,000	\$23,500
71 Classifications 10 Comparator Agencies • Salary	\$2,500	\$18,500



Your Subscription Includes A Dedicated Team

The GovInvest team works with you to prioritize deadlines and provide periodic updates during the onboarding process. We review and upload all the information for you. We just ask that you collect or download plan and census information to help model your plan's information. The presentation of this information is on a user-friendly cloud-based software.

GovInvest is the pioneer of financial forecasting technology, and your data displayed is the result of years of experience and client feedback. We are passionate about the work of governments, which drives how we develop our technology.



Point of contact for contracts
and new modules

Ron@govinvest.com



Product Team for data
updates and software
enhancements

Product@govinvest.com



Support Team for
technical support

Support@govinvest.com

TECHNICAL SUPPORT

We will provide Technical Support to you via both telephone and electronic mail on weekdays during the hours of 9:00 a.m. through 5:00 p.m. Pacific Standard Time, with the exclusion of Federal Holidays ("Support Hours").

You may initiate a help desk ticket during Support Hours by calling **310-371-7106** or any time by emailing support@govinvest.com. We typically respond to all help desk tickets within one (1) business day.