

Overview

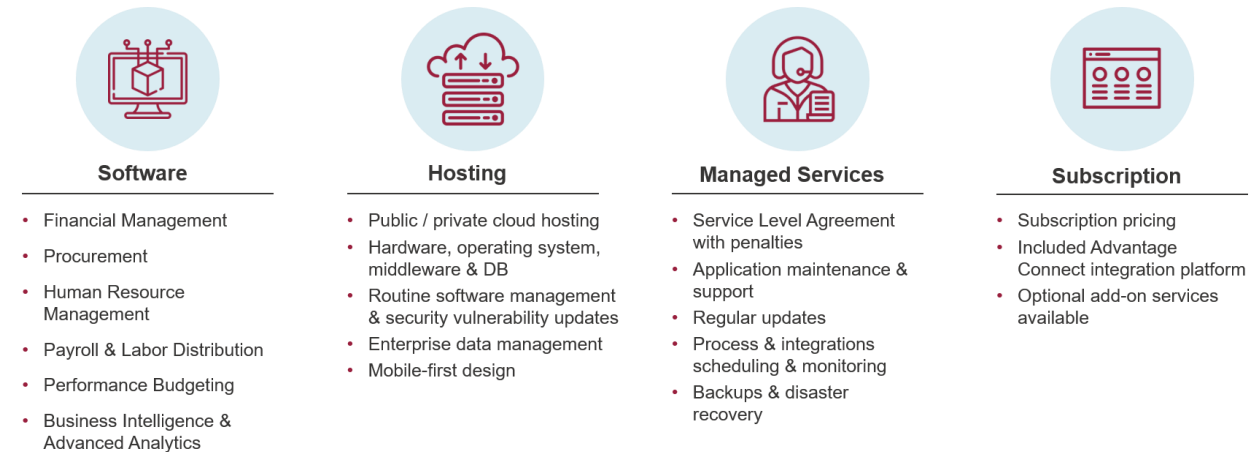
Working with NASPO ValuePoint, CGI submitted a response to the State of Utah solicitation #CH 16012 for Cloud Solutions. Within our Business Overview and Technical Response for the initial agreement we detailed the specification of our Cloud Solution for SaaS Enterprise Resource Planning (ERP) – CGI Advantage360 SaaS.

Subsequent to the initial Solicitation and award, CGI has added an additional SaaS ERP offering for CGI Advantage ERP. This new SaaS option is referred to as CGI Advantage Cloud. We feel this additional option provides significant value for potential clients and we are requesting a modification to our Master Agreement #AR2475 to include this additional SaaS solution.

CGI Advantage Cloud

As shown in **Exhibit 1**, the CGI Advantage Cloud solution (referred to as Advantage Cloud throughout) includes the software, hosting and security infrastructure, and managed services required to operate and maintain your CGI Advantage ERP system, all packaged under subscription priced model. Advantage Cloud is available for both Community Cloud and Public Cloud deployment models.

Exhibit 1: CGI Advantage Cloud



Advantage Cloud is deployed on a modern shared cloud infrastructure that is operated and maintained by CGI, and it is designed to fully leverage the benefits of moving to the cloud. For example, Advantage Cloud uses a cloud enabled micro-services architecture, it is deployed using an optimized container platform via a Docker/Kubernetes cluster on Virtual Machines (VMs), and we use DevOps automation tools to speed operations and reduce human error. The result is a lower overall total cost of ownership for your ERP system and a reduced level of effort for ongoing operations and future maintenance activities due to the inherent efficiencies achieved by the underlying optimized cloud technologies.

Choosing Advantage Cloud provides you with a single point of accountability which lowers your total cost of ownership (TCO). Traditional ERP implementations often have several third-party providers performing various roles. Multiple handoffs and lack of role clarity can cause lapses in communication, resulting in



higher project costs, schedule delays and issues with quality. With Advantage Cloud, CGI provides a single point of accountability for all software, services, operations and infrastructure. Consolidating these functions avoids the challenges of coordinating multiple vendors with interdependent responsibilities. This significantly reduces any potential for miscommunication or coordination issues ultimately lowering the risk of an unsuccessful ERP deployment.

In addition to reduced risk and lower, more predictable costs, Advantage Cloud reduces the burden of day-to-day operations associated with managing and maintaining your new ERP system. CGI has responsibility for the vast majority of the technical activities associated with operating and maintaining your new ERP system, allowing your team to focus on more strategic initiatives for your stakeholders.

As a dedicated government ERP solution, Advantage Cloud also provides a number of unique benefits and features including:

- Single solution accountability with end-to-end public sector domain experience – we understand the unique challenges facing our government entity clients.
- Continuous update model – Updates, including new government-relevant features, are rolled out on a regular cadence to all Advantage Cloud customers. New features are delivered in an off state, and you enable them only when you are ready. This means our Advantage Cloud customers are always on the latest version of the software, but they control the pace of change within their system.
- Deep security controls that align to government and cloud requirements, guidelines and standards. The foundation of our security model is the NIST 800-53r4 security standard.
- Flexible, enhanced, optional services available to tailor the solution as required if the base Advantage Cloud offering does not quite fit your requirements
- Transparent, performance-based SLA with penalties to verify we are meeting our commitments

Experience in Cloud ERP

Founded in 1976, CGI has grown to become one of the largest independent IT and business process services companies in the world with over 75,000 professionals spanning 400 locations across 40 countries servicing 5,000 clients across the globe.

CGI is the sole manufacturer (or developer) of CGI Advantage ERP. Our CGI Advantage ERP solution is a unified ERP product designed, built, and optimized for the public sector. CGI Advantage ERP is tailored specifically for organizations with out-of-the-box capabilities that best align with public sector business needs, terminology, and processes without extensive customization, workarounds or the inefficiencies associated with dual-use ERP systems that are built for private sector and then overlaid with public sector features.

CGI Advantage ERP is the flagship product for CGI with a strong and certain future. Our solution faces no internal competition from multiple overlapping products within the company, thereby allowing it to maintain continually strong corporate investment and focus. CGI Advantage is based on a modern architecture that stays on the leading edge of available, open technology, and flexible business process models that we continually adapt to meet key regulatory changes and governmental / educational standards.



Our ERP solution is business rules-driven, supported by configuration through online table setup - not configuration by pseudo programming - to meet site-specific business processes. This is evidenced by our successful track record in providing CGI Advantage to jurisdictions ranging from small school districts to large government clients such as the State of Arizona, the State of Alaska, the State of Maine, the City of Los Angeles, and the County of Los Angeles. With over 400 implementations and upgrades, CGI Advantage is uniquely positioned to help clients reach their goals for a high performance and comprehensive software solution that generates cost savings through system consolidation, increases efficiency, accountability, and access to information.

CGI Advantage is a powerful combination of modern technology and integrated business applications that are purpose-built for government.

The modules of our solution are shown in **Exhibit 1**. With unified functionality, workflow, and configurable processes, our CGI Advantage ERP suite encompasses built-for-government software for:

- **Financial Management** to provide organization-wide accountability through consistent accounting rules across all financial transactions, to track and control internal and external funding sources and fiscal and multi-year budgets.
- **Procurement** to automate purchasing via catalog-based ordering and paperless approval processes, linked directly to the Financial Management system for automated matching and automated payment processing.
- **Budgeting** to automate the budgeting process for better planning to improve financial and operational performance and critical decision-making for day-to-day efficiency and long term forecasting.
- **Human Resource Management and Payroll** to streamline the HR and payroll process from hire to retire, including position management, timekeeping, and direct access for employees for managing benefits and leave.
- **Business Intelligence** to transform data quickly into information for more effective decisions and increased measurement of key performance indicators through sophisticated reporting, ad hoc query and visual, interactive dashboards.

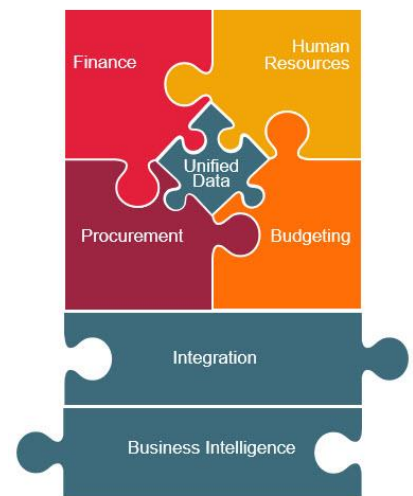


Exhibit 1: CGI Advantage Solution

CGI Advantage ERP represents the lowest risk and total cost of ownership for clients relative to any other vendor in the market. CGI makes this assertion based upon our 40+ years of experience in public sector ERP coupled with CGI's deep understanding of public sector requirements. Key differentiators can be summarized as follows:

- **Lowest Risk and Lowest Total Cost of Ownership (TCO):** CGI is proposing its state of the art Government-specific ERP solution that typically satisfies 99% of client requirements out of the box.
- **Solution that is always up to date:** The Client's solution will always have the latest updates. We deploy regulatory updates or new feature sets additions every 4 months in addition to security and other time sensitive updates as needed on a regular basis. We enable our streamlined deployment process through use of modern Containerization technology and end-to-end DevSecOps practices.



- **Latest Technology:** CGI Advantage leverages the latest technology used by Twitter, Netflix, and Google including architecture, libraries, and design patterns.
- **Reimagined Mobile First Design:** that is User friendly and intuitive adapting to each person's role with minimal training and increasing productivity; smart with embedded analytics that empower users to make the right decisions faster; and Unified eliminating duplication and ensuring single source of truth throughout the solution.
- **Better Insight and Decision Making:** using Gartner Leader analytics capabilities and ready to integrate data sources
- **Client Driven Steering Committee:** that provides product direction with 100% of research and development dedicated to public sector
- **Single Accountability:** Single Point of Accountability from CGI without finger pointing between SaaS provider and 3rd party integrators

Services

Implementation Services

Unlike other solutions, as a single vendor, CGI, will provide both the project implementation services and ongoing maintenance and operations support services. This approach provides clients with a single point of accountability for software, services, operations and infrastructure for the proposed ERP system. Consolidating these functions avoids the challenges of coordinating multiple vendors with interdependent responsibilities. This significantly reduces potential for miscommunication or coordination issues and lowers the overall risk of an unsuccessful deployment, and makes for smoother transition between the implementation and maintenance support teams.

CGI's success is primarily due to our dedicated employees and a disciplined delivery approach that has an industry-leading track record of on-time, on-budget projects. These are the key characteristics that distinguish our approach.

- **Committed Experts:** Our members are motivated, as owners, to build our company and best satisfy client needs. The CGI Advantage team is solely focused on state and local governments and fully understands the unique challenges of the public sector.
- **Proximity:** Our members across 400 local offices are empowered with local decision making while bringing global capabilities. CGI offers leadership and public sector resources from our members who possess a wealth of public sector knowledge and experience.
- **Quality:** Consistent processes across our operations enable consistent outcomes that are measured and continuously improved. As a result, our average client satisfaction score for the past 10 years has measured consistently higher than 9 out of 10.
- **Creativity:** We drive innovation together with our clients to better support their business strategies. CGI has spent years developing and implementing an ERP strategy that best suits state, city and county governments, with our latest innovation being a reimagined user experience.
- **Financial Strength:** 43 years of disciplined performance and sustained growth facilitate long-term relationships and large-scale engagements.