

January 18, 2017

The Village of Wellington
12300 Forest Hill Drive
Wellington, FL 33414

Dear Sue,

The following is a statement of Granicus' position to uniquely provide Software as a Service to Wellington for the Granicus solutions used today, specifically Legistar, Open Platform, Government Transparency, Meeting Efficiency and the Citizen Participation Suite. Granicus Inc. provides cloud-based technology solutions for creating, managing, and distributing live and on-demand streaming media content. We supply software, hardware, infrastructure, and expertise for governing agencies to integrate streaming media into their communications tool set. Granicus' proprietary software, Granicus Open Platform, is a Software-as-a-Service solution for small and large governments to manage content and deliver media to citizens.

Granicus does not resell our proprietary software solutions, and therefore we are the only provider able to provide training. Given our knowledge and expertise, Granicus offers specific training to meet the unique needs of our client partners.

Key Value

- 30+ years of government-focused experience
- Provide a complete, end-to-end legislative management solution
- Focus solely on government to meet the needs of this market, at every level
- We have no resellers

No other company currently offers the following 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 with Microsoft Office, allowing minutes to be built in Microsoft Word while leveraging the indexed video of the meeting embedded in Word for reference
- A minutes annotation tool that builds minutes in PDF Format with embedded links to the audio/video webcast
- An integrated public record that is compatible on both PC/Mac systems as well as Mobile systems such as Apple IOS, Android (Samsung Galaxy included), Blackberry and Windows.
- Both government agenda automation, citizen participation and feedback functionality
- **Only company to provide a webcasting, public comment and citizen participation feedback tool that also integrates with a paperless iPad and Android APP.**
- A documented and extensive legislative content Open API architecture and SDK that allow for seamless integrations with systems already in place
- Unlimited storage and distribution for all meeting bodies and non-meeting content
- Indefinite retention schedules for all archived meeting and non-meeting content
- A video player that allows the public to trim sections of video, and embed those sections into other webpages
- Staff/Citizen Participation Tool: Including a social ideation platform that encourages positive collaboration and offers a meaningful way for staff or citizens to contribute online. This tool combines

the power of crowd sourcing with an online forum to help the jurisdictions to understand and prioritize the needs of their community and staff. Also a tool to inform staff or citizens about upcoming projects and to get feedback. Staff and Citizens can easily contribute to planning and decision-making by posting new ideas, voting for others, and sharing ideas to the social grid. This must be designed for internal or public use.

- The only provider of an APP Platform exclusively for Government APPS where agencies can research, procure, and manage Government Only APPS
- An application built to automate boards and commissions and applications management, which directly integrates with Granicus Platform and Legislative Management Suite.
- An application written exclusively for Apple and Android iPads, iLegislate, to track and annotate agenda items and view public comment and ideas.

No other company has the following experience and support services:

- The only government webcasting provider with more than 10 years of experience
- Granicus is the world's most experienced provider of government transparency, citizen participation, meeting efficiency, legislative management, and training management solutions with:
 - 1,100+ clients across all 50 states and Canada
 - Open meeting clients at the local, county, state, and federal levels.
 - Over 109 million webcasts viewed
 - More than 230,000 government meetings online
 - Granicus provides indexed video for U.S. Congress: www.Houselive.gov
 - Managing over 1.9 million government records and media files
- 98% customer satisfaction rating, 99% client retention rating
- Ranked 185 on Deloitte 500 fastest growing companies (no other government webcasting company was on this list)
- Ranked 419 on the Inc. 500 fastest growing companies (no other government webcasting company was on this list)
- More client success stories are available here: <http://www.granicus.com/Clients/Case-Studies.aspx>
- Extensive company blog with support articles and customer tips: <http://blog.granicus.com/>

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 720-240-9586 ext. 1569.

Most Sincerely,

Nicholas Levine
Client Executive
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