

ANTICIPATED ROI

from your POSSE PLS Solution

POSSE PLS

ANTICIPATED ROI

For modern government agencies, a robust land management software system transform communities in alignment with a long-term vision empowering full stakeholder engagement.

- Within the agency, modern land management software streamlines planning, permitting, inspection and licensing processes, equipping automation guided ‘one-stop’ service portals that simultaneously shorten turnaround times while drastically improving business outcomes.

- Across a broader government footprint, an enterprise land management system serves as a pillar application facilitating true data accessibility to empower intra-agency collaboration and the rapid deployment of low code citizen services spanning a broad community development and planning services portfolio.

- Throughout the jurisdiction, the right land management solution can serve as the foundation to create a more favorable climate for business, simplifying and standardizing building processes to attract new development, making communities safer and more affordable, and broadening the tax base to ensure both current and future sustainability.



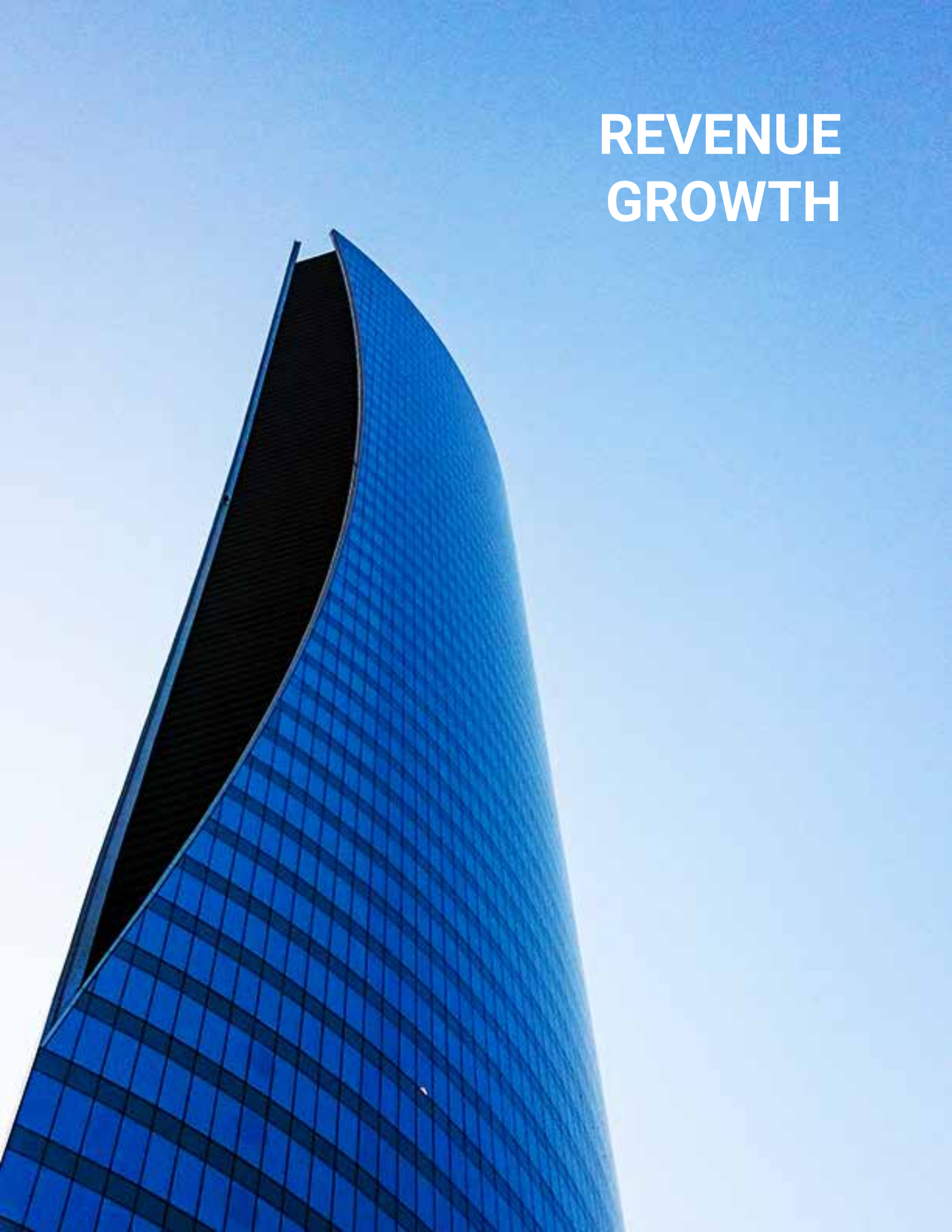
ANTICIPATED ROI

Given the sheer scope of what is achievable from the implementation of an enterprise scale land management system, it can be challenging for government leaders to fully anticipate all the benefits such a project yields. Particularly for those jurisdictions still making do with outdated legacy systems, building a compelling business case with reasonable ROI projections can seem particularly daunting when the giant leap from antiquated paper driven processes to automation led digital services can be challenging to fully envision.

To this end, Computronix solution experts have collected data from many of our successful land management system implementations over the previous 20+ years. From these agencies, now enabled with modern land management capabilities, we have confirmed a summary list of project outcomes that have directly contributed to immediate and long-term returns on investment for each of these land management leaders.

Quantified across three categories of investment returns (revenue growth, cost savings, increased efficiencies), the ROI capsules that follow give your agency invaluable guidance to forecast the projected returns from your land management system implementation.




REVENUE
GROWTH

REVENUE GROWTH

Revenue Recapture

A core facet of POSSE PLS (Permitting & Licensing System) is the software's ability to break down silos and facilitate intra-agency data accessibility. In bringing together Department of Revenue and Licensing & Inspections data for example, the City of Philadelphia recovered millions in delinquent payment revenues from business and rental license applicants barred from approval until they settled their overdue tax bills automatically flagged by the City's 'Powered by POSSE' system.

Citizen Services

As a true low code solution, POSSE PLS' WebUI module enables non-technical business users to quickly create, test and publish new citizen services, increasing the speed to market for new agency revenue streams.

Tax Revenues

In simultaneously reducing the time taken for plan reviews, permit applications, inspection completions, and licensing provision, a modern land management system maximizes development revenues creating a beneficial cycle wherein builders are quicker to market and more profitable, which in turn grows ongoing tax revenues and long-term development re-investment.

Profit Optimization

Jurisdictions keen to expedite community development to realize resultant tax revenues more quickly can leverage land management software to accelerate development permits for desirable building proposals, fast-tracking additional fee application reviews and/or plan pre-approvals.

The City of Philadelphia's Powered by POSSE eCLIPSE system yielded immediate return on investment, generating $12 million in recovered revenue by helping inspectors utilize newfound data accessibility to scour Revenue Department records to identify tax delinquents.



REVENUE GROWTH



Permitting & Licensing Revenues

POSSE PLS empowers the creation of 'one-stop' online service portals where citizens can apply, pay for, and receive business, contractor and trade licenses, and development and construction permits. Fully integrated with convenient online payment options, the digital transformation of permitting & inspection workflows equips agencies to scale for higher volume demand—eliminating the delays formerly associated with time-consuming, error-prone, and non-collaborative business processes. Quite simply, processing more permit and license applications in a shorter time period increases the agency's fee revenues.

Expedited Development

Modern land management systems utilizing collaborative ePlanning tools eliminate the formerly labor-intensive work of master plan review, streamlining outmoded manual document exchange, stakeholder input, and plan review and markup processes. Speeding plan reviews enables builders to schedule jobs more effectively, keeping development projects on schedule and on budget—resulting in more development and faster growing communities.

Increased Compliancy

The introduction of convenient, accessible online services improves licensing compliance from businesses choosing to operate illegally including non-compliant home-based businesses, short-term rental hosts, and small trade services. When introduced in conjunction with targeted outreach, a 'one-stop shop' for civic licensing is proven to increase licensee compliance rates and revenues resulting in safer, better regulated communities.



The City of Pittsburgh's POSSE PLS implementation increased revenues by more than 40% with a 500% increase in overall permit activity ($200M to $1.2B).



In Mecklenburg County, a POSSE solution implementation along with managed incentives increased building inspection pass rates from 55% to 80%+ and architectural/engineering pass rates from <50% to 73%, both contributing to an improved business climate for increased development investment and economic growth.



COST SAVINGS

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Paper Elimination

More than just bottom-line savings for today's land management agencies, eliminating labor-intensive paper processes is a true game changer. By re-orienting internal business processes and external business services around automation assisted workflows instead of paper processes, agencies can move their focus away from time-consuming and often redundant administrative tasks, instead focusing on more informed and collaborative planning, resource allocation, and profit optimization objectives.

Physical Infrastructure Reduction

Best-in-breed land management software like POSSE PLS leverages the cloud's full capabilities, reducing the agency investment required for power, computing and storage infrastructure.

Cybersecurity Protection

Engineered to comply with the most stringent security standards and regulatory requirements, 'Powered by POSSE' software solutions equip today's land management agencies with a more robust defense against the growing threat of ransomware attacks—better protecting agencies against the catastrophic threats of system shutdown, information compromise, and potentially punitive payouts.

Software Development Savings

In addition to providing the benefits of a fully realized out-of-the-box land management solution, agencies can utilize a 'Powered by POSSE' PLS solution as a true enterprise pillar application with easy-to-use low code tools giving non-technical business owners the ability to create and publish timely citizen services. POSSE's ability to leverage workflow automation across an ever wider organizational footprint empowers forward thinking jurisdictions to eliminate disparate or poorly integrated software from their managed portfolio—resulting in dual savings on both new product development costs and current software licensing consolidation.



The City of Vancouver eliminated 300,000 pieces of paper annually after implementing POSSE PLS, equivalent to a stack of paper higher than a 12-story building!

COST SAVINGS



Legacy System Retirement

The sunsetting of legacy land management software equips agencies to pivot from poorly performing systems with siloed data and hard-coded processes yielding intrinsic inefficiencies and scant customization opportunities. Most importantly, agencies can eliminate the ever-escalating IT costs associated with maintaining outdated technology supported only by a shrinking pool of technicians capable of supporting near obsolete systems.

Software Licensing Savings

For civic land management agencies currently constrained by restrictive software licensing agreements that bind price scaling to customer portal usage, POSSE PLS yields immediate software licensing cost savings with a base license charge equipping scalable external portal usage with unlimited guests and authenticated users.

Support Cost Reductions

Agencies depending upon software solutions with no viable upgrade path to modernity typically encounter support costs escalation and performance downgrades as aging systems fail to utilize current technology infrastructure and formerly dedicated support resources are eliminated in favor of ad hoc damage control mitigation.

Conversely, hybrid cloud-based solutions such as POSSE PLS guarantee sustainable agency support costs for agencies, ensuring an always viable upgrade path and the mitigation of excessive support cost inflation via our COTS model's inherent economies-of-scale.

Lifetime Ownership Savings

For all but the most complex software implementations, a COTS+ solution like POSSE PLS works elegantly to maintain cost efficiency throughout its entire lifecycle, avoiding the precipitous spike of traditional COTS solutions lacking underlying configuration flexibility, while also tracking significantly more efficient than cost-prohibitive custom-built solutions.



Embracing POSSE as an enterprise pillar application, the City of Edmonton has implemented over 250 workflows representing a wide variety of case types and business processes, with every City department utilizing at least one active workflow. As a result of this process re-engineering for enhanced business automation, the City of Edmonton was able to reduce staff by 29 positions, including a 50% reduction of Inspection staff.


INCREASED
EFFICIENCIES

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Not as immediately quantifiable as increased revenues or reduced costs, increased efficiencies nonetheless yield measurable returns for those government agencies smartly invested in identifying the appropriate proxies to correlate improved organizational efficiencies to resultant revenue growth and/or cost reductions.

Streamlined Workflows

Agencies implementing POSSE PLS implementations achieve immediate efficiency gains from the automation of workflows across the full gamut of building, planning, engineering, permitting, inspections, and code enforcement business processes.

Such workflow automation eliminates overlapping or conflicting business rules, regulations, and procedures that confuse both external and internal system users and add unnecessary time, effort and costs to the agency's core mandate of effective and efficient administration and enforcement of building codes and standards.

Escalated Approvals for Plans, Permits, Licenses & Inspections

Facilitating true intra-agency data-accessibility and transparency, best-in-breed land management software solutions like POSSE PLS provide development, planning and code enforcement stakeholders with up-to-the-minute resource management data and tracking mechanisms for permits, plans and inspections. System triggers notify project participants when expedited outcomes require timely decisions, while collaborative workflows enable accessible ePlans' group review and markup to ensure all stakeholders remain informed and engaged in progressing plans, permits and inspections to final approval.

Inspection Timelines & Completion Rates

Modern land management systems keep inspectors efficient and active in the field with powerful mobile tools that effectively prioritize inspection tasks to expedite the permit process, while simultaneously empowering inspectors with streamlined review workflows (including virtual inspections and photo uploads) informed by a vast library of preconfigured permit types (based on International Code Council standards).

Utilizing the POSSE Platform to streamline worklows for inspections, City of Edmonton Inspectors increased their time in the field by 40% and reduced the number of wasted inspections from 31% to under 3%.

INCREASED EFFICIENCIES

Code Compliance Adoption

The right land management software solution improves a jurisdiction's code compliance efforts on numerous fronts. Perhaps most crucial are the system's abilities to support the land management agency's efforts to streamline its regulatory process while simultaneously consolidating application and permit types to add much needed clarity and consistency for builders and planners alike. Leveraging the power of assisted automation, all stakeholders to the development process receive clear core requirements and next steps guidance to ensure plans and applications progress smoothly to approval with non-compliancy risks flagged in real-time for rapid response.

Skills Optimization (Staffing Costs Optimization)

The current technology adoption bolsters the efforts of civic governments to transition land management workforces from inefficient paper administration to the modern digital skillset—facilitating improved collaboration delivering optimized service outcomes. Freed from the shackles of time-consuming bureaucracy, senior leaders have more time to focus their efforts on the planning, analysis, and strategizing crucial for driving economic development benefits from land management initiatives. Similarly, the availability of contemporary digital infrastructure augments the growing recruitment focus on digital skills to attract younger talent to emerging civil service opportunities.

Single Account Services

Civic populations weaned on the 24/7/365 convenience of modern online services now bring similar expectations to their government service experience. POSSE PLS' proven ability to support the creation of 'one-stop' citizen service portals empower government agencies to close the service gap between public and private sector customer experiences. Automation-guided online service wizards and convenient online payment reduces operational reliance on physical service infrastructure. Moreover, the single account/multi-services model seamlessly creates a deep data repository facilitating robust operational and KPI reporting to efficiently assess and iterate new service workflows going forward.

The City of Pittsburgh's POSSE PLS implementation reduced permit wait times from 27 to eight days, while simultaneously increasing violation compliance rates from 6% to 71%. Starting proactive inspection procedures for more than 6,000 old, uninspected permits, 5,000 high-risk structures under the fire code, and 2,000 vacant structures, helped to reduce structure fires and building collapses.

ANTICIPATED ROI: NEXT STEPS

Of course the most immediate ROI metric government agencies implementing a new land management system evaluate is project success.

It is in this arena that POSSE PLS truly excels. Our unmatched industry track record across 20+ years of successful implementations confirms both the suitability of the software to exceed each project's specific requirements **and** the capabilities of the Computronix team to consistently execute projects on time and on budget.

From the City of Philadelphia recovering over $12M in tax revenues through its 'Powered by POSSE' eCLIPSE system to the City of Pittsburgh reducing permit wait times by 19 days to fuel a 40% increase in revenues, POSSE PLS delivers immediate return on investment for those agencies striving to streamline their civic planning and land management processes to create a legitimately favourable climate for economic development and affordable infrastructure investment.

Key to achieving this objective is working with technology experts that can work effectively with government stakeholders to articulate an innovation vision to exploit POSSE PLS to the fullest. From your initial discovery demo to the extensive fit/gap process that fully aligns your agency's business requirements to the software's enterprise capabilities, the process for guaranteeing an exceptional ROI from your land management system investment is a collaborative one that establishes your agency and Computronix as true partners in a common mission.

Is your agency on a mission to maximize the anticipated ROI from your planning, permitting, inspection and licensing processes?

If yes, contact us today to get a dialogue started with your POSSE PLS Product Expert.

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COMPUTRONIX®

Computronix provides civic government agencies with transformative enterprise software solutions for land management, alcoholic beverage control and enterprise licensing. Powered by POSSE, an award-winning platform included in the Smithsonian Institution's collection of ground-breaking software, this wholly integrated suite of enterprise products empowers public sector agencies to automate critical processes and streamline business workflows for improved efficiency, accessibility and civic engagement.

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