

Phase 2: Digital initiatives portfolio

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BDO

Meeting objectives



- Recap what we heard, business objectives and vision/guiding principles
- Review/discuss options summary and prioritized initiatives
- Discuss overall considerations
- Clarify next steps



Approach and timeline

Phase 1: Project Initiation (~3 - 4 weeks)

- Kick-off the project to confirm its objectives, scope, approach, schedule and contributors
- Gather and review available relevant documentation
- Conduct interviews with identified stakeholders to develop an understanding of the township's:
 - Services, operating structure, strategic objectives and business needs
 - Digital capabilities in support of: resident experience, employee experience, process automation, business intelligence, etc.
 - IT landscape: applications, infrastructure, security
- Assess the Township's current digital maturity and identify strengths, weaknesses and opportunities
- Validate the report with the project committee

Phase 2: Future State Vision (~3 - 4 weeks)

- Identify municipal digitalization trends relevant to the Township
- Identify potential initiatives to improve the Township's digital capabilities based on needs and trends and outline expected benefits
- Define the operational, organizational and technology changes required to enable the digital initiatives, as well as high-level efforts and costs
- Review and prioritize the proposed initiatives with the Township's stakeholders
- Formalize the prioritized initiatives (objectives, scope, prerequisites, budget, etc.)
- Validate the digital initiatives portfolio with the project committee

Phase 3: Options & Recommendations Roadmap (2 weeks)

- Sequence the initiatives into a coherent roadmap considering the Township's financial, human and operational constraints, as well as interdependencies between initiatives
- Develop KPIs to measure the plan's success
- Validate the roadmap, overall budget and KPIs with the project committee

- Project work plan
- Current State Assessment Report

Prioritized Digital Initiatives Portfolio

· Digital Roadmap



Recap: What we heard
Interviews with each team member across the organization along with the MSP describe the following high-level issues, summarized by a set of recurring themes.



Poor internet access is slowing down digital transformation across township and its residents



Many residents are older and do not have internet access at all or don't have enough knowledge on how to use technology that they have



There is a reluctance from some residents and crew members to switch to new technologies caused by inertia of habit and comfort with archaic or paper-based systems



Document management is inefficient and time consuming because much of it is still in paper and is required to be for record management



There is a fear of continuity and succession planning since knowledge transfer infrastructure doesn't exist

RECURRING THEME





Slow digital progress due to sub-optimal

- Progress impeded by resistance to change in IT with residents and crew members
- through bureaucracy and politics



There is not enough governance and/or policies in place for communication and otherwise. Time is wasted in duplicated efforts due to lack of structure



The office is understaffed and everyone wears multiple hats on a regular basis to get work done which causes unnecessary stress



Although work culture is great, collaboration between departments are not always smooth since they often operate in different technologies



On-going formal financial planning with scenario based or what-if forecasting



Communication and approvals take longer than needed because approvals from the council and the mayor are continually required





Recap: Business objectives

In discussion with ToB leadership and taking into consideration the organizational priorities going forward, the following key business objectives have been identified to guide and influence the analysis toward short and long term improvement opportunities.



PROMOTE CUSTOMER-CENTRIC CULTURE

ToB does a great job of being service oriented. This needs to stay central in business objectives.



BECOME DIGITALLY DRIVEN

Make document management simpler and more efficient by digitizing as much of the data and processes as possible.



STREAMLINE PROCESSES

Standardize systems, software and processes to allow for seamless communication between various teams and departments.



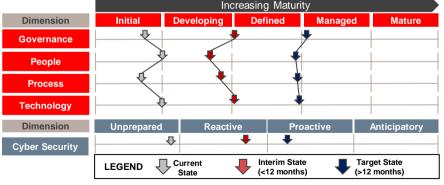
STRENGTHEN TECHNOLOGY ADOPTION

Promote comfort with technology among the council and township residents to help drive a shift to a digitally driven organization



Recap: Current IT/Cyber- Methodology & Maturity Across key dimensions of assessment, the following interim & target state maturities have been defined for ToB

Increasing Maturity Initial Developing Defined Managed Mature Processes disorganized; inconsistent, chaotic Some repeatable processes; not applied · Processes formalized/ documented: Operational/performance benchmarks/KPIs · Decisions driven by Processes not adequately standardization, integration established accurate/consistent/timelv info consistently defined/documented · Limited formal communication of Policies/procedures in place: training Monitoring performance/ continuous Proactive performance mgmt; continuous Limited/no tools in place processes/policies/ procedures applied improvement: feedback improv. focused Silo-ed knowledge/info; limited corp. Tools introduced to enable operations Tools supporting processes Consistent/effective tools · Cross-org, integration of processes: Basic definition of roles/ responsibilities Roles/responsibilities formally defined utilization/optimization optimized resource alignment Multiple roles/responsibilities in one position Resource alignment to repeatable/consistent Proactive review of tools/ systems processes performance Unprepared Reactive Anticipatory **Proactive** • Lack necessary info (i.e. to take effective action): • Basic platforms/structures to react to bus, reg's: cannot Has platforms/structures & organizational processes to • Has platforms/structures & organizational processes to unaware/unable to respond to current/emerging issues proactively prevent problems from arising proactively address future issues/challenges proactively address current issues/challenges



- Opportunities to improve maturity provided in next phase, focused on Interim state
- Maturity indicators provide a notional assessment only; defining directional goals across key dimensions

Summary

- Organizations need not strive to be at the highest level of maturity across all dimensions to reach their objectives
- Interim/target states are reasonable expectations given organizational context (e.g., size, culture, demographics, needs, expected growth, corporate objectives, etc.)
- People/Process dimensions typically lag technology capabilities especially in ToB's case due to the friction with technology adoption (i.e., adoption/alignment will improve over time with proactive/strategic change management).
- On-going investments in tech will lead to changes in processes, people, and habits, putting change management in the forefront
- Greater discipline/rigor at governance level is required to provide necessary direction and prioritization of investments (i.e., IT spend/optimization/value); rapid progress can be made toward interim state
- Target State should see proactive governance/oversight; processes formally defined/ documented, repeatability; technology leveraged effectively for operational and datadriven enablement (i.e., insightful reporting)



OPTIONS ASSESSMENT SUMMARY



Options summary (1/6)

Based on the high-level needs assessment that focused on governance, technology, process, people and cyber security, the following tactical and strategic options have been identified as potential improvement opportunities

Dimension	ID	Option	Rationale	Benefit	Effort	Estimated cost	Estimated duration	_	Business objectives supported	Considerations
Governance	G1	Formalize "lite" IT Steering Committee	Manage prioritization/optimization of investments, projects; establish guidance/objectives; address strategic options/decisions; align to ToB vision/objectives Gain holistic visibility/control over IT project status/budgets/deadlines	Н	L	\$	<1 month	N/A	□ 8 8	 Keep administratively light, simple and expand where there's justified need. CIO and MSP provider should be part of the committee. Assign role/resource to lead meetings/objectives & drive takeaways/action items; develop KPIs and metrics/objectives to guide strategy and business goals across IT projects Establish a regular meeting cadence that isn't too intrusive on day-to-day operations
	G2	Develop/validate core IT policies and procedures, including cyber security	Establish/reinforce guidance and consistency across all departments/programs/staff for compliance and leading practices (e.g. bring your own device [BYOD], remote access, password, data access & protection, etc.)	М	L	\$ - \$\$	2-3 months	N/A		 Focus on initial standard/baseline policies (i.e. keep simple, maintainable, centrally stored) Periodically revisit/review to keep relevant/updated (e.g. annually)
	G3	Develop a document management strategy	Ensure consistent, clear/standard, efficient structure to avoid confusion, fragmentation of documents/digital assets Facilitates search, findability and scalability as collection/aggregation of digital assets/documents exponentially increases (e.g., contracts, budgets, etc.) Optimize ease of use and ongoing management of the document repository (i.e., single-source-of-truth)	Н	М	\$ - \$\$	<1 month	N/A	□ □ ⊗	Consider using MS SharePoint through Office 365 Take advantage of version control for heavily edited documents (i.e. traceability/tracking of changes) Give consideration to folder structure (i.e. keep simple [e.g. 3 levels deep] to also simplify access permissions/maintenance as required) Can further leverage data loss prevention capabilities to protect sensitive/confidential information If needed, an active document management solution can also be explored (E.g., MES, Access, Tact Group)

Estimated cost & duration indicators are directional guides only, subject to further scope clarification.

* See appendix for details on savings calculations

Promote **Objectives** customer centric



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Options summary (2/6)

Based on the high-level needs assessment that focused on governance, technology, process, people and cyber security, the following tactical and strategic options have been identified as potential improvement opportunities

Dimension	ID	Option	Rationale	Benefit	Effort	Estimated cost	Estimated duration		Business objectives supported	Considerations
Governance	G4	Develop township - wide change management strategy	Establish consistency and improve adoption/acceptance of ongoing people (culture)/process/technology changes (e.g., objectives/approach, stakeholder identification & impact [i.e., who the change will impact; internal/external stakeholders], change champion/sponsor identification, communication plan, roles/responsibilities definition, risk management, resistance management, training plan, support plan, adoption plan [i.e., measurement of results/outcomes], etc.) Improve/encourage proactive communication & transparency of changes to staff early for increased trust, preparedness, comfortability and collaborative efforts to embrace change as a collective	Н	L	\$\$	1-2 months	N/A	□ □ □	 Establishing a baseline organizational change management strategy sets the foundation/standard, provides direction, informs decision-making and determines organizational impact for future people, process and technology changes/implementations within ToB Change management is a long-term approach and continuous commitment to facilitate implementation success when adopting new processes & systems/technology There is no one-size-fits-all plan for different types of change (e.g., tailor by audience/change type & iterate over time); multiple approaches, channels, mediums and tools should be considered as part of the strategy and adapted to different learning styles, personalities, demographics and functions May wish to assess/trial elements of a strategy with a smaller change such as expanding Office 365 usage, or iterate and execute with future process changes and system implementations (e.g., business management solution) Define a sustainment plan for training materials created (e.g., MS SharePoint as the central document repository)

Legend

Benefit L

/ Effort Low Medium High

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Streamline processes

[•] Estimated cost & duration indicators are directional guides only, subject to further scope clarification.

^{*} See appendix for details on savings calculations

Options summary (3/6)

Based on the high-level needs assessment that focused on governance, technology, process, people and cyber security, the following tactical and strategic options have been identified as potential improvement opportunities

Dimension	ID	Option	Rationale	Benefit	Effort	Estimated cost	Estimated duration		Business objectives supported	Considerations
Technology	T1	Replace Baker (finance and accounting) system	Baker is not viable long-term due to owner's retirement Accelerate transition away from manual processes and physical documentation Create opportunity for increasing efficiency through new system(s) and/or integration(s) and workflow automation (e.g., expand use of CityWide or use new software such as TownSuite, Unit4, etc.) Improve digital data acquisition Reduce manual data entry, handling & migration efforts	Н	М	\$\$\$	3-5 months	\$15,600 (520 hours)		Conducting a fit-gap analysis between current and desired state, and subsequent vendor selection would be needed Identify and execute POCs to optimize future state processes with supporting system workflow automation Ensure compatibility with existing technology stack (i.e., CityWide, Office 365, etc.) Ease of use can be significant factor in training/user adoption (i.e., user experience) Cheapest or most extravagant solution may not be the right fit (i.e., outgrowing or poor functional fit can create hidden costs/implications that should be factored in)
	T2	Enable Office 365 to full capability	Maximize investment/cost effectiveness and value/benefit of the Microsoft stack/ecosystem Leverage common file storage, maintain a single source of truth and enhance communication/collaboration Take advantage of continuous upgrades, minimal management/administration, breadth of modern office productivity Better security of email if sent through Exchange/Outlook	Н	L - M	\$ - \$\$**	1 month	\$3,120 (104 hours)	≔	Re-evaluate/consider a license upgrade to optimize cost/value of capabilities required by ToB; look for consolidation/simplification opportunities (e.g., in-flight SharePoint implementation, MS Teams may replace phone calls and add an internal messaging system, OneDrive, etc.)
	ТЗ	Implement mobile device management (MDM) capability	Enable/equip staff to work remotely with flexibility, safety and security; provide an improved digital experience Secure the organization's endpoints, applications, digital assets and data (e.g., personally identifiable information [PII]) through the management of personal devices and operating systems	М	М	\$\$ - \$\$\$	2-3 months	N/A		Ensure that only authorized users are allowed to access relevant devices, applications and the data contained within them Enable strong authentication measures (e.g., strong passwords, multi-factor authentication, biometrics, etc.) MSP can assist with implementation and ongoing support

• Estimated cost & duration indicators are directional guides only, subject to further scope clarification.

- * See appendix for details on savings calculations
- ** Any cost increases will be determined by the license type for solutions/capabilities deployed, number of users, etc.

Become digitally

Options summary (4/6)

Based on the high-level needs assessment that focused on governance, technology, process, people and cyber security, the following tactical and strategic options have been identified as potential improvement opportunities

Dimension	ID	Option	Rationale	Benefit	Effort	Estimated cost	Estimated duration		Business objectives supported	Considerations
Technology	T4	Adopt Cloud-first strategy	Most digital transformation efforts will involve Cloud solutions Greater data security through improved backups and more restricted access Improved capability to make calls over online platforms such as Microsoft Teams Collective document editing and easier sharing capabilities through "Open Data" initiatives On-prem servers will no longer be needed	н	М	\$ - \$\$	1-2 months	\$31,200 (1,040 hours)**		Improve internet capabilities to support migration to the Cloud Provincial government aims to provide high speed internet access throughout Ontario by 2025 through Ontario Connects program but the office can still get improved connectivity till then Specialized internet providers for rural areas can be leveraged to manage the service Satellite internet and DSL are common choices for internet where cable and fibre are not available.

** Cost savings does not include cost of on-prem server. Inclusion would increase annual savings

Estimated cost & duration indicators are directional guides only, subject to further scope clarification.

^{*} See appendix for details on savings calculations

Options summary (5/6)

Based on the high-level needs assessment that focused on governance, technology, process, people and cyber security, the following tactical and strategic options have been identified as potential improvement opportunities

Dimension	ID	Option	Rationale	Benefit	Effort	Estimated cost	Estimated duration		Business objectives supported	Considerations
Process	R1	Conduct current & future state process flow analysis / reengineer key processes	Validate/verify adherence/alignment with digital best practices Ensure sufficient documentation of standardized processes is in place/accessible to mitigate ongoing risk of tribal knowledge amongst staff in key roles Seek opportunities to further standardize, streamline, automate in conjunction with technology enablement (i.e., reduce manual processes, introduce additional system rigour/capabilities) Enhance transparency, increase onboarding efficiency, reduce capacity constraints to allow senior staff to focus on more strategic priorities/value add tasks (i.e., proactive vs. reactive approach)	Н	н	\$\$	2-4 months	\$23,400** (780 hours)	<u>⊗</u>	Identify critical processes that will drive the most value and best support key business objectives first (e.g., planning/budgeting/forecasting, payroll/expense management, fund accounting, contract/fund reporting, cheque/key document signing & distribution etc.) Engage 3rd party specialized municipality process consultants to support process analysis (e.g., MES, BMA Management Consulting) Create SOPs for each role and process

^{**} The change management strategy contributes to the savings here



Legend

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Estimated cost & duration indicators are directional guides only, subject to further scope clarification.

^{*} See appendix for details on savings calculations

Options summary (6/6)

Based on the high-level needs assessment that focused on governance, technology, process, people and cyber security, the following tactical and strategic options have been identified as potential improvement opportunities

Dimension	ID	Option	Rationale	Benefit	Effort	Estimated cost	Estimated duration	~Savings per year*	Business objectives supported	Considerations
People	P1	Develop regular staff training/upskilling program**	Increase emphasis/focus on digital upskilling & training for staff in support of personal/career development; facilitate the culture shift within the organization Improve adoption, efficiency, productivity, value of IT investments (e.g., CityWide, Microsoft 365) Enhance staff knowledge/awareness, reduce process delays/bottlenecks and ultimately improve service levels to citizens & the community through training/retraining on key processes (e.g., budgeting, expenses, etc.) Facilitate increased cyber security awareness (e.g., phishing/vishing campaigns, new threats/risks, information handling, etc.)	Н	L	\$	1-2 months	\$7,800 (260 hours)		 Define a standard framework (i.e., objectives, delivery method/style, audience, content, timelines, communication, budget, results measurement, etc.) Conduct regular 1-2-hour training sessions; build/develop key skills (e.g., cybersecurity best practices, process gaps, etc.) Drive internal training/innovation sessions (e.g., cross-department, learning/improvement, cross-team feedback/communication, etc.); can foster team cohesion and continuous learning culture Outsource to 3rd party to provide training/learning (e.g., trending topics, pressing challenges, software functionality deep dives that drive value, risk/threat awareness, etc.)
People -	P2	Develop succession plan(s) for key leadership/senior roles	Improve business continuity by proactively planning/grooming qualified individuals to gain an understanding/develop an ability to execute the responsibilities of senior roles (e.g., Finance, Program Directors, IT) Build a strong foundation for incoming staff to step into senior roles quickly and more effectively; create a seamless transition and minimize risk/impact to the organization Increase understanding of specific role expectations, required skills/capabilities, business processes, etc. Reduce tribal knowledge and foster a culture of knowledge sharing	Н	L	\$	1-2 months	\$780 (26 hours)	₩	Identify areas/roles/capabilities/knowledge/skills critical to the organization's operations and that directly support the strategy/key business objectives; assess the impact if a sudden gap were to occur (e.g., due to a key staff departure) Develop a strategy/plan to transfer organizational knowledge Examine potential succession candidates for key roles based on individual skillsets/capabilities Understand that training/development/upskilling efforts may be required to support transition Ensure SOPs are regularly updated

- Estimated cost & duration indicators are directional guides only, subject to further scope clarification.
- * See appendix for details on savings calculations
- ** Cost & duration are dependent on the number of staff selected and the type of professional designation/accreditation pursued (e.g., CPA, CPM, etc.).

Q Savings Business Promote





Strengthen tech adoption

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Action-priority matrix

Below is the summary list of options with a corresponding diagram that provides an initial prioritization perspective based on the defined benefit/effort estimate for each initiative.

Dimension	ion ID Option				
	G1	Formalize "lite" IT Steering Committee			
Governance	G2	Develop/validate core IT policies and procedures, including cyber security			
Governance	G3	Develop a document management strategy			
	G4	Develop a township - wide change management strategy			
		Replace Baker system			
		Enable Office 365 to full capacity			
Technology		Implement mobile device management capability			
		Adopt Cloud-first strategy			
Process	R1	Conduct current & future state process flow analysis / re-engineer key processes			
	P1	Develop regular staff training/upskilling program			
		Develop succession plan(s) for key leadership/senior roles			



Notes:

- Effort may denote a combination of cost, timeline and complexity
- Size of circles indicates clustering of initiatives (i.e., strategic alignment)

CONSIDERATIONS

- Focus on the people, process and governance dimensions first, then support/enable with technology.
- Initiatives include a combination of quick wins with lower effort and clustered strategic initiatives that all aim to maximize short & long term benefit/value to the organization.
- Clustered options are designed to simplify/streamline/accelerate the process, reduce complexity, maximize efficiency and control/rationalize costs.

Legend:

Baker Baker & Associates Microsoft Excel



cgis

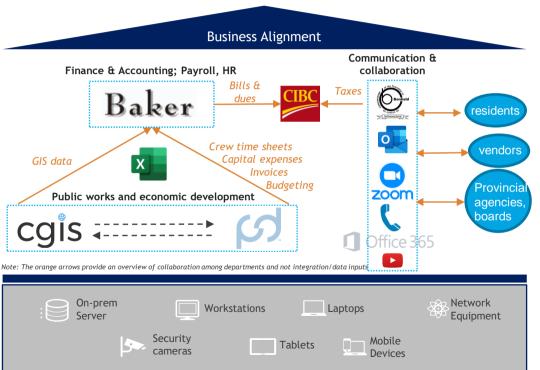




Current application landscape

Depiction of solutions across departments and flow of information using manual, communication, and file-sharing tools

Summary findings



Governance

Applications

Office, etc.)

applications, e.g., Windows, MS

- Lack of established protocols make for tribal knowledge to be concentrated in individuals rather than the organization
 - No standard file sharing methodology
- · Document storage happens physically
- Office 365 is available but full suite of tools isn't being leveraged
- Communication channels aren't consolidated and standardized
- Duplication of data and efforts over multiple systems
- Manual data transfer causes human error

Infrastructure

- Many/most of the workstations are old hardware
- Laptops aren't available to everyone, restricting work to one location or slow remote work
- Security cameras are old hardware



Legend:





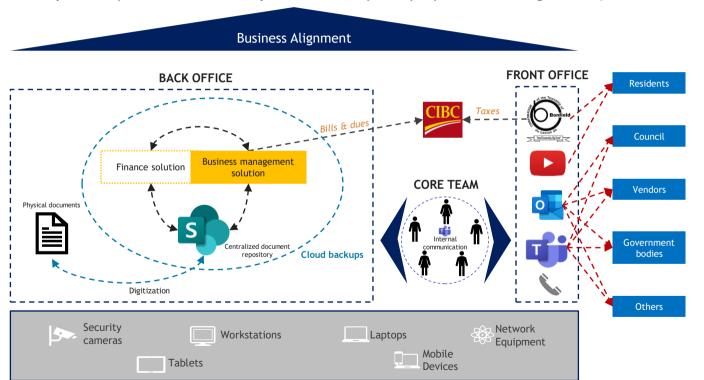






Future recommended state application landscape

Depiction of solutions across departments and flow of information using manual, communication, and file-sharing tools



Key highlights

GOVERNANCE

Office 365/SharePoint creates centralized data and file sharing, creating a single source of truth

APPLICATIONS

- Number of systems is reduced to just 1-2 key applications
- Little to no manual transfer of data from one application to another
- Internal and external communication consolidated into Office 365, enabling standardization

INFRASTRUCTURE

 Greater use of cloud technology allows for better security and negates the need for on-prem servers



Next steps

- Incorporate feedback into the final options assessment & roadmap deliverable, as necessary
- Submit final deliverable to ToB
- Obtain alignment on initiative(s) considered high priority by ToB that BDO can assist with/help support (e.g., software vendor selection support)
- Schedule follow up discussion with the ToB to align on scope, budget, timeline and resources for selected option(s)



APPENDICES



Options savings

ID		Weekly hours saved	Annual hours saved (weekly hours saved * 52)	Annual savings (annual hours saved * \$30)
<u>T1</u>	Replace Baker (finance and accounting) system	10	520	\$15,600
T2	Enable Office 365 to full capability	2	104	\$3,120
T4	Adopt Cloud-first strategy	20	1040	\$31,200
R1	Conduct current & future state process flow analysis / reengineer key processes	15	780	\$23,400
P1	Develop regular staff training/upskilling program	5	260	\$7,800
P2	Develop succession plan(s) for key leadership/senior roles	0.5	26	\$780
	Tota	al	2,730 hours	\$81,900

Workshops / sessions conducted

Wo	rkshop Focus		Attendees	Location	Date
1	Technology	• BDO • ToB	 Dean Leesui Olya Bogoyevic Peter Johnston Andree Gagne 	Remote	August 24, 2021
2	Admin and HR	BDOToB	Dean LeesuiOlya BogojevicPeter Johnston	Remote	August 25, 2021
3	Finance (budgeting)	BDOToB	Dean LeesuiOlya BogojevicDoug Laplante	Remote	August 25, 2021
4	Leadership discussion	• BDO • ToB	 Dean Leesui Olya Bogojevic Doug Laplante Peter Johnston Andree Gagne Ann Carr 	Remote	August 26, 2021
5	Operations	BDOToB	Dean LeesuiOlya BogojevicPeter Johnston	Remote	August 26, 2021

Wo	orkshop Focus	Attendees	Location	Date	
6	Project Management	BDO Olya Bogoyevic ToB Hassan Rouhani	Remote	August 24, 2021	
7	Digital blueprint	BDO Olya Bogojevic Digital blueprint Mark Cotnam Jeff Godfrey	Remote	September 9, 2021	
8	Public Works Manager	BDO Bill Suri Olya Bogojevic ToB Ann Carr	Remote	September 13, 2021	
9	Finance	BDO Bill Suri Olya Bogojevic ToB Andree Gagne	Remote	September 16, 2021	
10	Edicord	BDO Dean Leesui Bill Suri Olya Bogojevic Edicord Phil Wolf Clint	Remote	September 17, 2021	



THANK YOU



