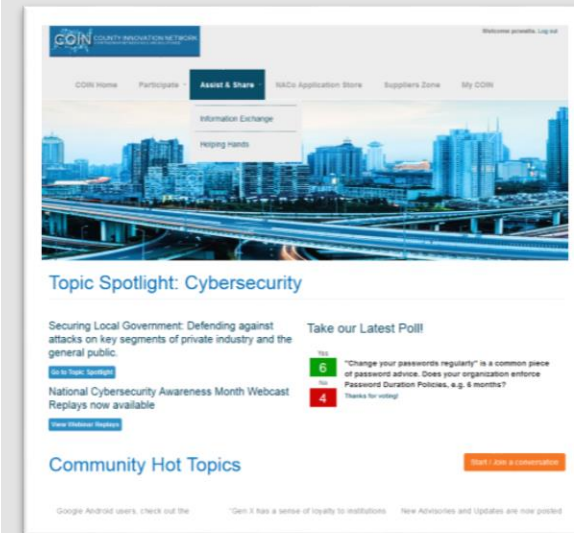


Welcome APA

Peter Watts, CEO, Solutionize

Managing partners of COIN

**COIN: communications and resource sharing infrastructure.
For local government & affiliates, regionally and nationally**

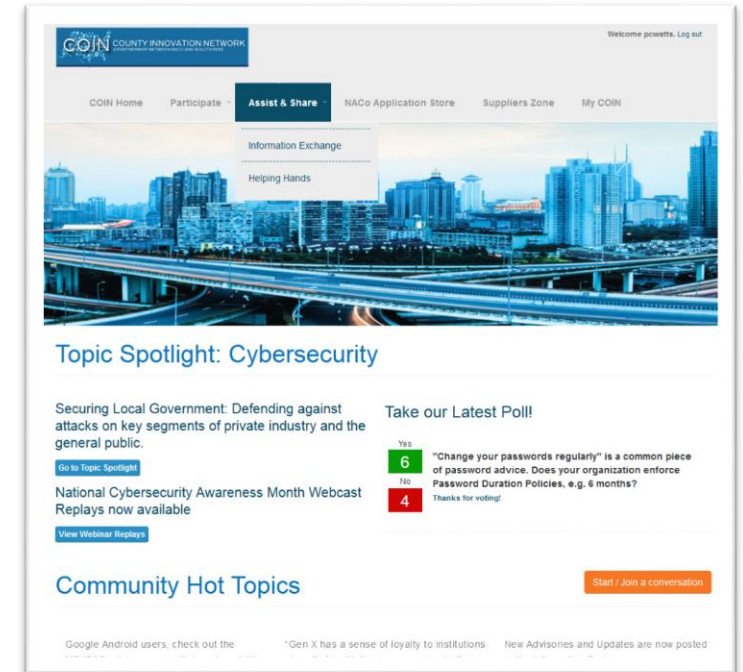


www.CountyInnovation.US

COIN

Background

- Private – Public partnership between NACo (National Association of Counties) and Solutionize
- Members span local government officials and many lines of business
 - Large constituency of Engineers, who use to manage committees and for private information sharing
- Free for local government to use .



GOAL

Start the new conversation:

Embedding security into plans for new infrastructures

- COIN for APA members and collaboration :
 - Organized communications
 - Expertise sharing
 - Information sharing
 - Restricted
 - Public
- Expert panel to provide perspectives
 - Professional Association executives
 - Physical Security & Cybersecurity

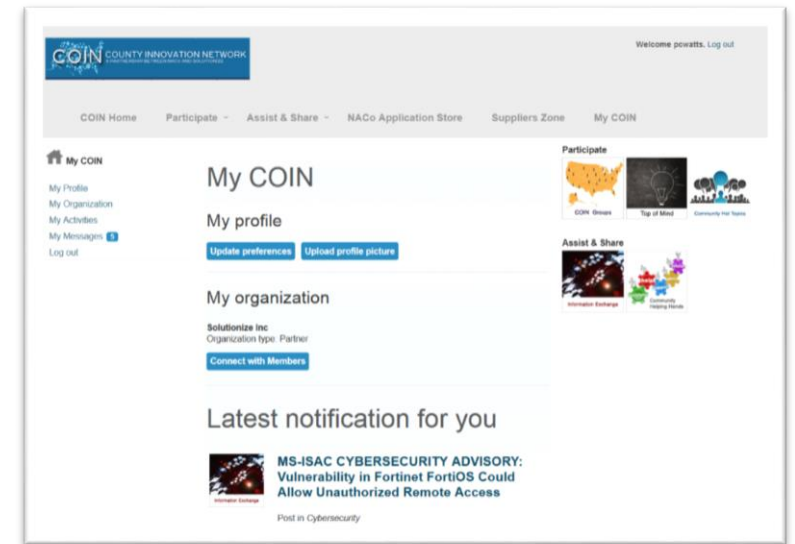
TEAM:

- Presentations
- COIN Demo
- Q&A

- **Peter Watts, CEO, Solutionize**, co-founders and managing partners of COIN
[Introduce and demonstrate COIN](#)
- **Bert Jarreau, Chief Innovation Officer, National Association of Counties**
[Perspective as head of NACo's Cyber Security practice, and driving force behind COIN](#)
- **Brian Roberts, Executive Director, National Association of County Engineers (NACE)**. NACE is a large professional group involved in the transportation infrastructure, and a large user of COIN across the NACE executive ranks and committees.
[How professional associations like NACE use COIN - Committees, Information sharing](#)
- **Terri Jones, Government Industry Marketing Manager, Hyland Software**. Hyland is a leader in ECM - Enterprise Content Management, an essential ingredient in secure management of critical documents, such as infrastructure plans. Hyland has thousands of government clients & deep expertise in planning.
[ECM as a fundamental step in document security – from day 1 of planning](#)
- **Peter Van Kirk, Director, Government Security Solutions, Safeware Inc.** Safeware is a leading provider of physical security solutions, and Peter is a national speaker on the government circuit.
[Local government procurement process; how best to embed security into planning process](#)

COIN and SECURITY

- COIN Cyber portal - summer 2015
- COIN and State Associations of Counties program with Dept. Homeland Security collaboration
 - Syndication of CyberSecurity information down to the lowest level of local government: [Actionable by everyone](#)
- Due to San Bernardino, COIN and US Communities (a leading local government procurement cooperative) agreed to collaborate
 - [To extend the portal for physical security](#)



From all of these partnerships the goal is to be the place to go to learn about and discuss security in local government

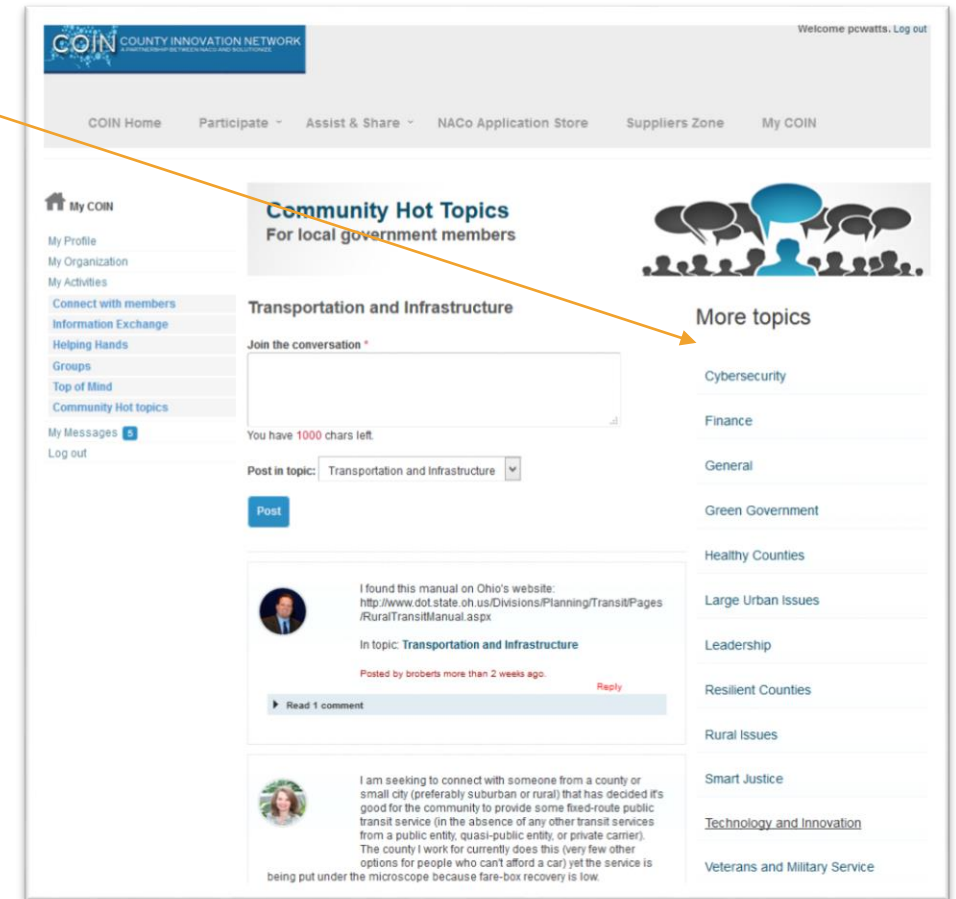
VALUE OF COIN for PLANNERS

USE:

- Extend COIN as a resource for Planners to communicate and share information and resources
 - To help build security into new infrastructures

LEARN

- Access COIN Supplier Zone to learn about security solutions
 - ongoing information sharing and events



Example shown: Transportation infrastructure dialog

Speakers

Demo

- **Simple registration process**
 - Set preferences for information delivery to you
 - Connect with members
- **Topic based discussions**
 - We will create a topic for Planners
- **Groups**
 - Private & Public, with
 - Information sharing, for documents and video - with folders
 - Conversations
- **Information Exchange**
 - General
 - How users provide content for sharing
 - Security
 - Homeland Security collaboration with State Association of Counties
 - Driving actionable guidance to all users
- **Hot Topics**
 - Creating a national expertise exchange, by subject
- **Supplier Zone**

Call to action:

Planners Using COIN

- COIN will create Planning topic to enable discussion between any members
 - Announce at Legislative Conference, February 20, DC
- Next step:
 - For maximum association and member value, we invite APA leadership to engage and discuss COIN use and information strategy; specifically the approach to using
 - GROUPS
 - By subject or region or county ...
 - Private or Public
 - INFORMATION EXCHANGE
 - HELPING HANDS
 - APA expertise exchange

Contact information

- Peter Watts: CEO, **Solutionize**, co-founders and managing partners of COIN

Peter Watts Peter.Watts@Solutionize.com

- Bert Jarreau, Chief Innovation Officer, **National Association of Counties**, co-founders of COIN

Bert Jarreau BJarreau@naco.org

- Brian Roberts, Executive Director, **National Association of County Engineers (NACE)**. NACE is a large professional group involved in the transportation infrastructure, and a large user of COIN across the NACE executive ranks and committees.

Brian Roberts broberts@naco.org

- Terri Jones, Government Industry Marketing Manager, **Hyland Software**. Hyland is a leader in Enterprise Content Management, an essential ingredient in secure management of critical documents, such as infrastructure plans. Hyland has hundreds of government clients and deep expertise in planning.

Terri Jones terri.jones@hyland.com

- Peter Van Kirk, Director, Government Security Solutions, **Safeware Inc.** Safeware is a leading provider of physical security solutions, and Peter is a national speaker on the government circuit.

Peter Van Kirk pvankirk@safewareinc.com

End

- Panel discussion / conclusion

- NACE

National Association of County Engineers

"The Voice of County Road Officials"

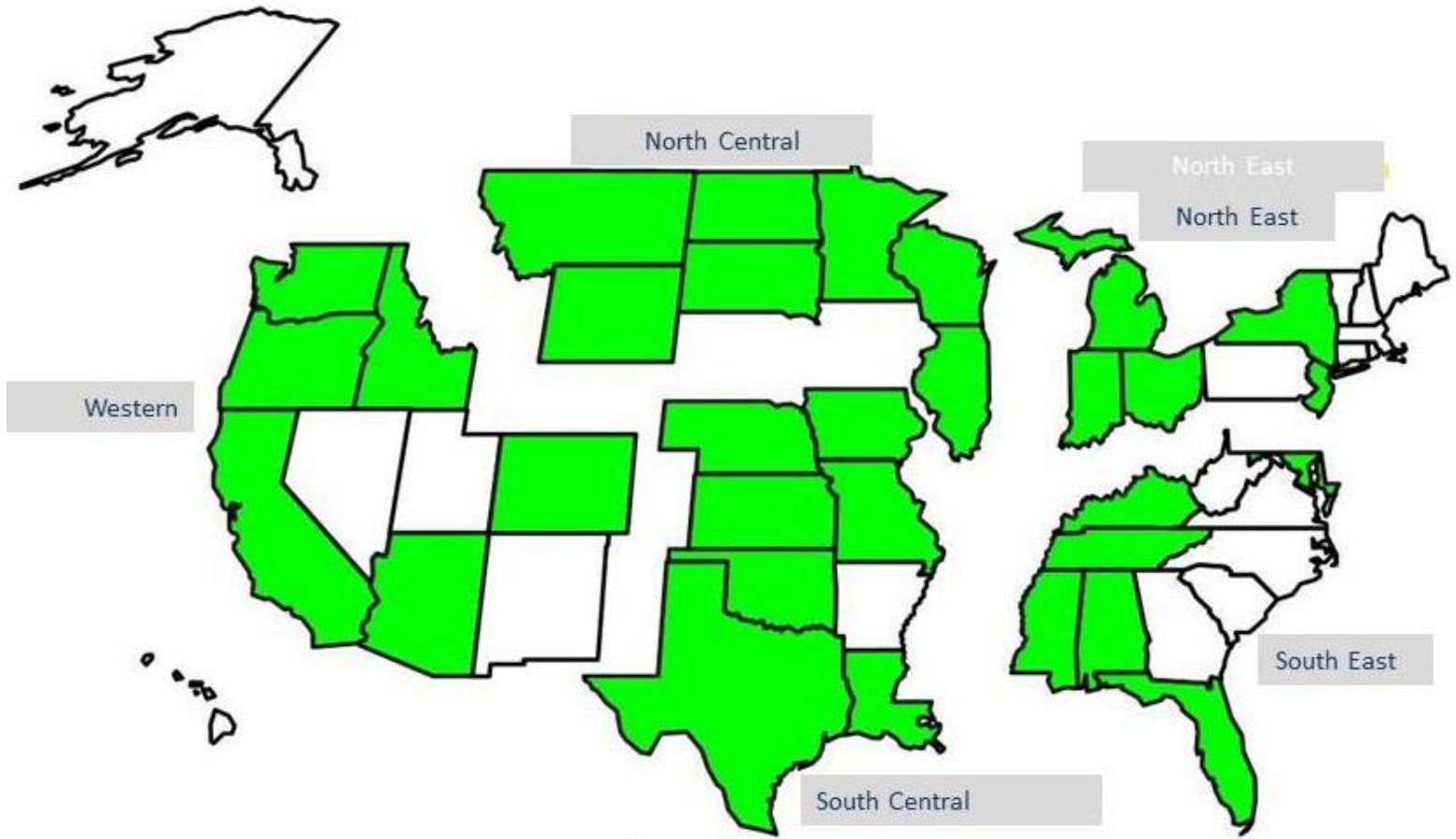


NACE Prime Objectives:

- To advance county engineering and management by providing a forum for exchange of ideas and information aimed at improving service to the public.
- To foster and stimulate the growth of individual state organizations of county engineers and county road officials.
- To improve relations and the spirit of cooperation among county engineers and other agencies.
- To monitor national legislation affecting county transportation/public works departments and through NACo, provide NACE's legislative opinions.

Regions & State Affiliates

(31 State Affiliates Shown in Green)



Membership

- More than Engineers
- 1900 members, over 1300 counties
- Diverse – Rural/Urban

Association Challenges

- Small Staff
- Limited Resources
- Large “Footprint” – 45% of US Road Miles
- High Membership Expectations
- Seven Active Committees
- How do you manage all this?

Use of COIN

- Set-up restricted groups for committees
- “Force” committee members to sign-up
- Very effective in posting meeting materials, critical documents, reports
- Central source for housing historical and current material

Examples:

- Safety and Technology
- Pavement Preservation
- Structures
- Emergency Preparedness
- Membership Services
- Legislative
- Stakeholder Partnering
- Corporate Services

- Hyland

The ECM Model – What It Teaches Us about Security

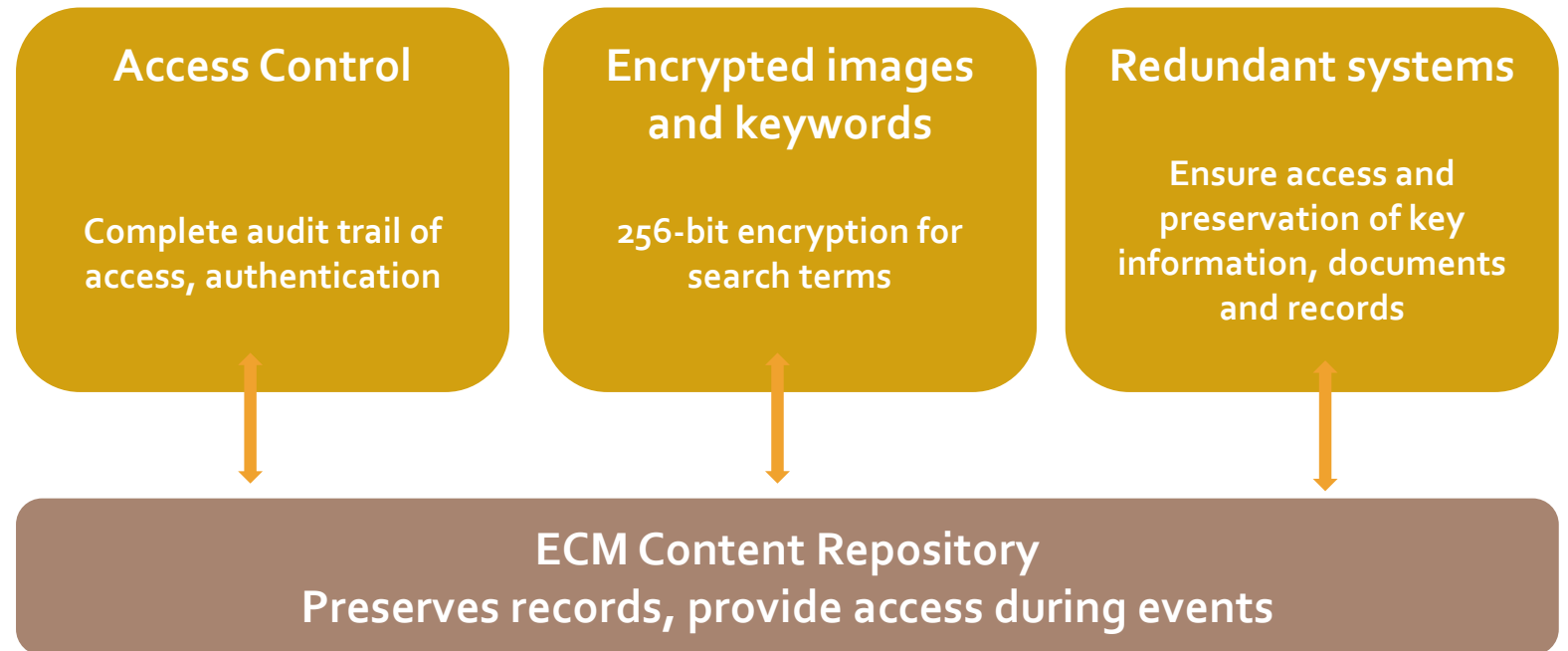
- Hyland Software, creators of OnBase
 - Founded in 1991
 - Based outside of Cleveland, Ohio
 - 15,000 lifetime customers
 - 2,000 government customers

The ECM Model – What It Teaches Us about Security

- **OnBase, by Hyland**
 - Enterprise information manager or enterprise content management
 - Reduce paper and forms
 - Automate and improve process
 - Records management and preservation
 - Provide mobile and remote access
 - Capture data
 - Bring data and documents together

The ECM Model – What It Teaches Us About Security

- ECM offers 2 key security lessons
 - First, key security tool to protect sensitive and confidential information



The ECM Model – What It Teaches Us About Security

- ECM offers 2 key security lessons
 -and a key security model

A network “configuration” that is policy-based

Encryption
in place and in transit

Access Control
Restrict and track access, secure

ECM Content Repository preserves records, offers redundancy

The ECM Model – What It Teaches Us about Security

- ECM provides both better security and better government...

Cheaper and faster government

Mobile access

Collaboration

Self-Service

Automation

Access Control

Encryption

Redundant systems

Single, secure, redundancy repository for content
Preserves records, provide access during events

Thank You!

Terri Jones

terri.jones@onbase.com