

Benefits-Funded Projects

INNOVATIVE APPROACHES TO FUNDING CRITICAL PROJECTS

IPMA PROFESSIONAL
DEVELOPMENT SEMINAR

June 9, 2009
8:30 am - 12:00 pm

Caroline Rapping
CGI VP
State and Local
Government Program

REGISTER NOW!

This event is free to attendees. Space is limited.
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Do you have a critical project that you know will pay for itself but you can't get the funding? Now more than ever, government organizations are challenged to find creative solutions to solve business needs. Caroline Rapping, Vice President of CGI's State and Local Government program, is a leader in using an alternative funding model called "benefits-funded projects."

What is Benefits-Funding?

For the purposes of this seminar, a working definition of a "benefits funded" or "benefits based" project is a project that is funded by the inherent cost savings or revenue increases resulting from completion of the project. Typically this is accomplished through the development of a private/public partnership where there is a negotiated agreement regarding the financing of the project.

This seminar will:

- Describe the basics of benefits-funded projects
- Discuss how they can be used to build public-private partnerships
- Describe what a benefits-funded project might look like
- Discuss how to create one from a contracting perspective and share some of the challenges that a benefits-funded contract creates

How do you estimate and measure benefits?

Benefits-funded contracts require both an estimation of benefits

to justify the project initially and a measurement of benefits with which to pay the vendor.

This seminar will:

- Discuss aspects of the measurement process
- Talk about case studies where significant benefits were accrued using this model. Examples of real case studies presented will include Tax & Revenue generation, transportation cost containment, Medicaid cost containment and others
- Discuss lessons learned and best practices for benefits-funded projects
- Discuss proven advantages of this model and
- Provide the guiding principles for managing a benefits-funded project

This seminar is an opportunity to explore an innovative project funding model that is a successful alternative, especially in facing today's budget realities.

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Speaker Bio:

Caroline Rapping leads CGI's State and Local Government Program, with more than 25 years of business and leadership experience in the state and local market. She is a nationally known speaker on the topic of benefits funded projects. This topic has become increasingly popular due to the state of the economy as well as CGI's leadership and knowledge in the area. Most recently, she has been featured as a speaker at GOVERNING's Managing Technology Conference.

Ms. Rapping has served as the Engagement Manager or Project Manager for a number of statewide or government-wide implementations of administrative systems, several of which include benefits-funded models and managed services projects. These clients include: the Commonwealths of Virginia, Massachusetts and Kentucky; the states of New Jersey, Missouri, Illinois, Massachusetts, and Alabama; and the cities of Houston, Dallas, and Montreal.

Ms. Rapping served on the Board of Directors of Voices for Virginia's Children, serves as a Director for the Virginia Community College Foundation, and is a member of the Maxwell School (Syracuse University) Advisory Board.

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