

# IOT Fiscal - 2020

## Who We Are:

A 13-member team that oversees financials, billing, budgeting and initiates IT procurements.

## Our Mission:

Ensure that IOT's financial records are accurate, timely and follow state guidelines.

## Manager:

CFO-Kevin Wilson; Controller-Ron Rogers; Billing/AP Manager-Tammy Sturgill

## What We Do:

- Produce annual fiscal budgets and monthly variance tracking.
- Produce annual rates for our services that are in line state and federal guidelines.
- Ensure monthly projections are completed for timely decision making by IOT management.
- Bill IOT Services monthly via our Pinnacle billing system.
- Ensure other fiscal duties such as accounts payable, Revenue collection and General Ledgers are done timely and accurately.
- Initiate Requisitions for procurements.

## Our Customers:

Executive Branch, Judicial Branch, Attorney General, Treasurer, Auditor, Secretary of State and Department of Education, County Sheriff and Police Departments, and various Quasi Agencies. Also included in our customer base is internal IOT management.

## Our Growth:

### Major Accomplishments:

- Implemented agency approval process (SOF)
- Established rates and detailed budgets for each product in line with federal guidelines.
- Implemented the Pinnacle billing system, which was previously done using 2 separate systems for billing.
- Establish procurement processes that require budgetary accountability.
- Established a monthly projection process to provide management with the financial information needed to make timely decisions. This requires managers to explain variances to their budgets.
- Implemented an IOT Billing Dashboard using Tableau for easier auditing for our customers.
- Improved budget variance tracking

### Current Projects:

- Working on establishing a budgetary KPI.
- Expanding our E-SOF to include telecom and other services.
- Working to improve the auditability of services billed.
- Taking Pinnacle to the cloud.