

# Priority Based Budgeting

The background of the slide is a photograph of the Iowa State Capitol building at night. The building is illuminated with warm yellow lights, highlighting its classical architecture, including a large central dome and two smaller side domes. The sky is a deep blue, and some dark trees are visible in the foreground.

State of Iowa

# About Tyler Technologies

**1** Formed through acquisition of 40+ specialist companies



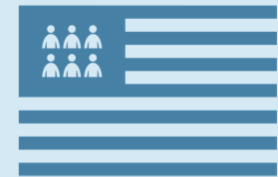
**2** S&P 500 provider focused on resident-centric solutions



**3** 30+ years serving government as our only business



**4** +7,500 employees in 50 states



WE OFFER NORTH AMERICA'S LARGEST  
PUBLIC SECTOR TECHNOLOGY PORTFOLIO

# Priority Based Budgeting

- Ask and Answer the questions "What do we do?"
- Discover the Cost of each Service
- Align the Services to Goals
- Compare Services to peer group
- Review Operations for Overlaps providing consolidation/shared services
- Provide Use Cases and Implementation for Efficiency Improvements
- Completed leveraging AI and already existing public data

# Sample of Customers

- State of Arizona (6 Agency Review)
- State of Alabama Department of Corrections
- Kansas City, MO
- Collier County, FL
- City of Pittsburgh, PA
- City of Dallas, TX
- Washoe SD, NV
- Fisco ISD
- City of Olympia, WA
- City of Eugene, OR
- Los Angeles County, CA
- Benicia, CA
- Sahaurita, AZ
- Lawrence, KS
- Johnson County, KS
- Boise, ID

# Documented Efficiency Savings



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[AWS Public Sector Blog](#)

## How Collier County modernized budgeting to uncover \$40 million in savings with AWS and Tyler Technologies

by Sathiyam Baskaran, Arun Krishnaswamy, Darryl Wilson, and Mack Bickle | on 10 NOV 2025 | in [Artificial Intelligence](#), [Customer Solutions](#), [Public Sector](#), [Public Sector Partners](#), [State or Local Government](#) | [Permalink](#) | [Share](#)



PUBLIC SECTOR

## How Collier County modernized budgeting to uncover \$40 million in savings with AWS and Tyler Technologies

Between rising operational costs and a population surge, Collier County, Florida, found itself facing serious budgetary pressures. For 13 consecutive years, the county had raised property taxes to keep up. But by 2023, residents were growing fatigued, and county leaders knew they needed a different solution.

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Log

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LOCAL

## Olympia asked AI to analyze its budget, and it came up with \$28 million in possible cuts

By Ty Vinson

August 21, 2025 5:00 AM | [Gift Article](#)

ologies 2025





# Aspects of the Offering

P R I O R I T Y   B A S E D   B U D G E T I N G



# Data Creation

1

## Data Creation

Foundation Layer

### Program Inventory

AI-powered program discovery from financial data

Ingest GL and position control → Pattern match with ResourceX database → Predict programs

AI Human QC

### Program Costs & Revenue

Intelligent allocation of financial resources

Allocate personnel & non-personnel costs → Map revenue to programs

AI Human QC

### Program Evaluation

Multi-dimensional strategic scoring

Strategic plan alignment • Mandates • Population • Partnerships • Cost recovery

AI Human QC

## Program Inventory

- AI predicts the programs a local government offers by analyzing the General Ledger (GL) line-item data. The data can leverage publicly available information for the analysis;

## Personnel Allocation Prediction

- Each position is mapped to likely programs based on job title, department, and GL allocation patterns.
- AI models predict how employee time is distributed across multiple programs
- Results in program-level personnel costs aligned with actual workforce deployment.

## Non-Personnel Cost Allocation

- Supplies, contracts, utilities, and capital outlays are grouped by purpose using chart of accounts data.
- Each line item is assigned to one or more programs using spending patterns and semantic cues in descriptions.
- Enables accurate capture of total operating costs for each program.

## Revenue Assignment

- Revenue codes are interpreted and matched to services they fund (e.g., permit fees → Permitting.)
- Revenue is assigned to the corresponding program to assess cost recovery and identify profit centers.
- Creates visibility into *which programs generate revenue* and *which rely on subsidy*.

**Outcome:** A complete “price tag” per program—personnel + non-personnel costs, including revenue.

2

## Analytics

Intelligence Layer

### Program Cost Benchmarking

Compare costs against peer organizations

AI Human QC

### Process Overlap Analysis

Identify consolidation opportunities

AI Human QC

### Resource Optimization Insights

Find cost-saving opportunities and new revenue sources based on successful implementations by similar organizations

AI Human QC

### Impact Enhancing Insights

Discover strategies to maximize your program's impact on specific outcomes, KPIs, or metrics you care about most

AI Human QC

### PBB Policy Guidance

16-category scoring framework insights

AI Human QC

### Performance Metrics

Envisio & Polco GPAL metrics

AI Human QC

### Resident Sentiment

Polco, NRC & community feedback

AI Human QC

## Analytics

### Comparative Analysis

See where you stand, relative to peers.

Compare every program's cost to real government peers to spotlight high-cost outliers and areas of potential savings.

### Process Overlap

Where in the organization do we have overlap in processes to complete similar services. These are opportunities for consolidation.

### Resource Optimization

Transform Insights into executable action. Accelerate Adoption, reduce risks

### Tie Budget and Operations to Outcomes

# Tyler Technologies Deliverables

Program inventories for Iowa school districts and counties

Cost and revenue allocation analyses

Program scoring frameworks and scored program datasets

Benchmarking analyses comparing Iowa school district and county programs to peer entities

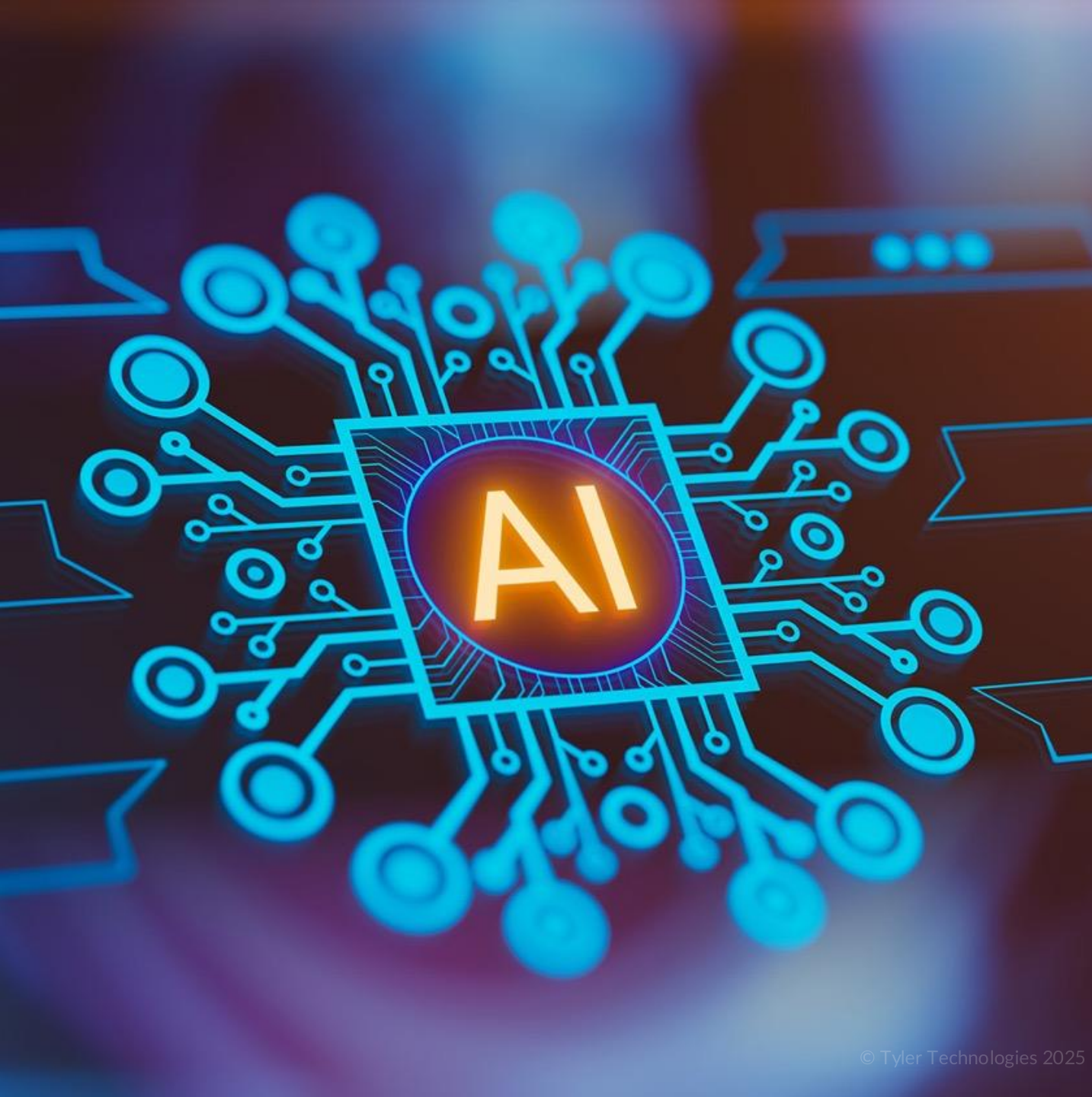
Process overlap analyses and efficiency reports

Resource optimization recommendations and implementation plans

# Tyler Technologies Approach

Leverage PBB Database, to identify from publicly available data, the PBB Deliverables from a Proprietary Database that has been built for 12 years and includes over 720,000 unique programs.

With the large database, along with the use of AI and Machine Learning, Tyler can complete the work within a month and a half, with the majority of the analysis being completed in the first month

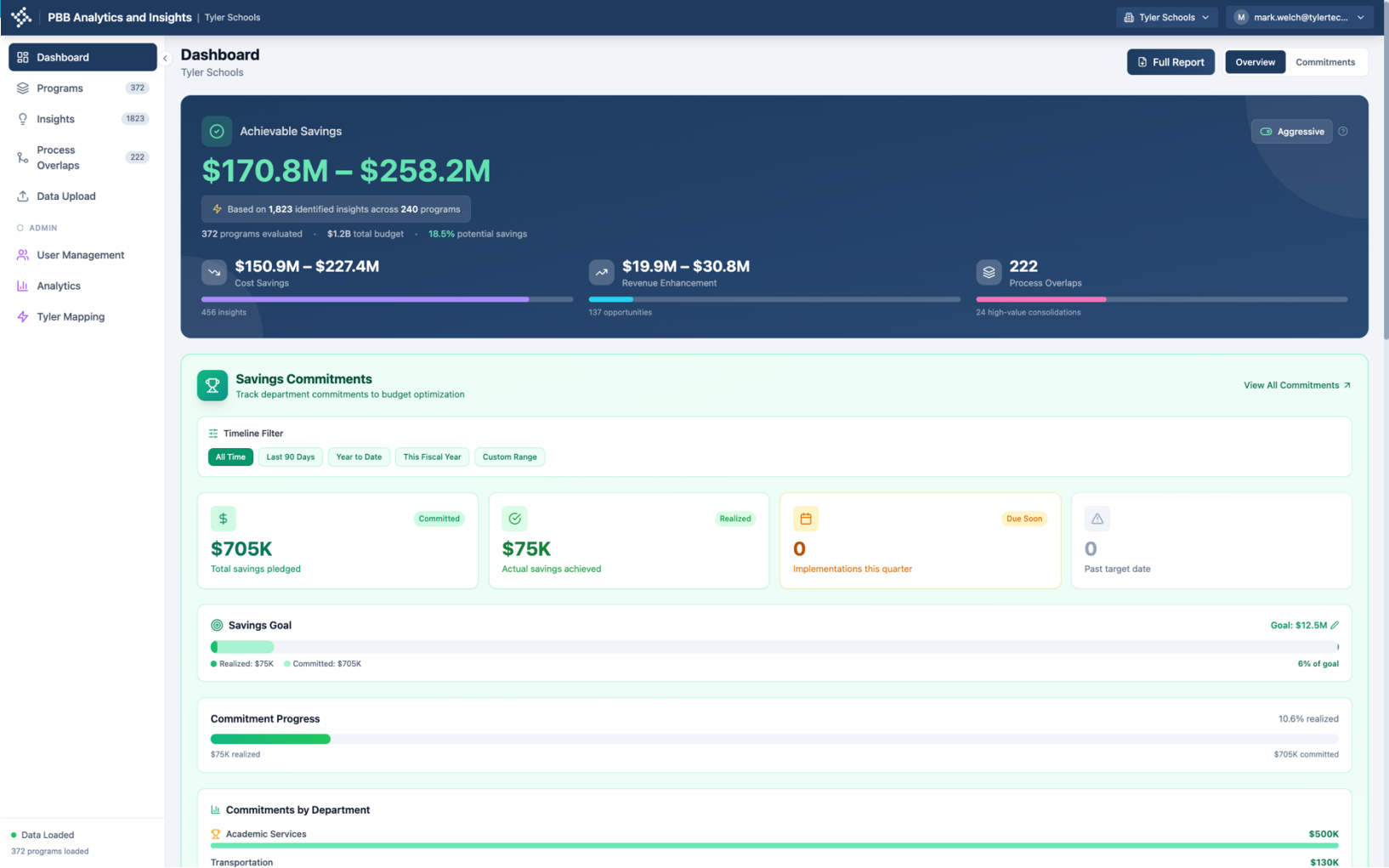


## The AI Process

- 1** Identify  
Programs from budget items
- 2** Forecast  
Costs and revenue allocations
- 3** Predict  
Impact on organizational priorities
- 4** Discover  
Cost savings and revenue opportunities

# Dashboard

A central location to view the magnitude of efficiency improvements options and any work in progress



# Program Inventory

A listing of each of the Services being provided by the organization

**PBB Analytics and Insights | Tyler Schools**

**Programs**  
372 of 372 programs

**Category Distribution**  
Transform 187 | Right-Size 0 | Invest 186 | Protect 0

Search programs or departments... | All Classifications | All Categories | Cost | Variance | Category | Name

Category	Programs	Cost	FTE	High Cost	Efficient
Academic Services	50	\$549.8M	1298.0	5	0
Operations and Maintenance	51	\$146.1M	1174.0	1	5
Special Education	51	\$121.7M	1156.0	3	0
Student Services	51	\$61.1M	1144.0	4	3
Food Services	11	\$60.6M	270.0	0	0
Technology Services	51	\$49.5M	1282.0	5	14
Communications and Community Relations	11	\$36.1M	178.0	0	0
Athletics	11	\$29.7M	249.0	0	0
Transportation	26	\$29.6M	457.0	0	0
Safety and Security	16	\$26.9M	374.0	1	1
Finance and Budget	16	\$25.3M	393.0	0	2

Data Loaded  
372 programs loaded

# Program Inventory

The screenshot displays the 'PBBA Analytics and Insights' interface for 'Tyler Schools'. The left sidebar contains navigation options: Dashboard, Programs (372), Insights (1823), Process Overlaps (222), Data Upload, ADMIN, User Management, Analytics, and Tyler Mapping. The main content area lists various programs with their respective financials, FTE, and percentage changes.

Program Name	Financials	FTE	% Change	Count	Status
Classroom Modernization Initiative	\$3.4M	20.00	+25.0%	10	Typical
Athletic Facilities Maintenance	\$3.3M	19.00	+13.8%	10	High
Facility Accessibility Audits	\$3.3M	10.00	+25.0%	12	Typical
Sustainable Landscaping and Groundskeeping	\$3.2M	8.00	+25.0%	2	Typical
Health and Wellness Environments	\$3.1M	20.00	+25.0%	9	Typical
Sustainable Practices Initiative	\$3.1M	32.00	+25.0%	1	Typical
Energy Monitoring and Management	\$3.1M	42.00	+25.0%	9	Typical
Warehouse Operations	\$3.1M	21.00	-44.6%	12	Efficient
Accessibility Upgrade Program	\$3.1M	3.00	+25.0%	12	Typical
Custodial Services	\$3.1M	16.00	-80.5%	12	Efficient
Indoor Air Quality Program	\$3.1M	30.00	+25.0%	12	Typical

Detailed breakdown of the Services

# Insights

Identification of how others have improved efficiency with use case examples

**PBB Analytics and Insights** | Tyler Schools

Tyler Schools | mark.welch@tylertec...

Dashboard

- Programs 372
- Insights 1823
- Process Overlaps 222
- Data Upload
- ADMIN
- User Management
- Analytics
- Tyler Mapping

← Back to Programs

Operations and Maintenance

### Operations and Maintenance: Athletic Facilities Maintenance

White Paper High

Total Cost	Revenue	FTE	Cost/Capita	Peer Median
\$3.3M	\$0	19.0	\$14.15	\$12.44

**Benchmarking Analysis**

Cost Variance	Similar Programs	Category
+13.8% Above peer median	1 Across peer organizations	10 Invest High Impact - Low Cost Low Mandate - High Reliance

**6 Program Insights**  
\$284K total potential

3 Tier 1 3 Cost-Saving 3 Revenue

**9 Processes**  
2 consolidation opportunities

2 High overlap 5 Unique

**Program Insights** All Tiers All Types

**Tier 1 Revenue**

In 2016-2019 school years, generated revenue through gate receipts, concessions, and donations kept at the school level, with individual schools collecting \$39,000-\$124,000 annually per site via game-day operations an...  
\$39K - \$124K Case: Kirtland Central High School, ...

**Tier 1 Revenue**

2016-2019, schools like NHS (\$60,000-\$67,000/year) and SHS (\$86,000-\$124,000/year) raised funds via program-specific fundraising, coach-led efforts, and event income, retaining proceeds for facilities.  
\$44K - \$124K Case: New Mexico High School NHS

**Process Overlaps** View All

Processes shared with other programs - candidates for consolidation

Budget Development Training and Development Procurement and Purchasing  
Strategic Planning Data Collection and Reporting +4 more types

**Budget Allocation** 24 programs  
Budget Development

**Staff Training** 19 programs  
Training and Development

# Process Overlap

Identification of the overlaps in providing services

**PBB Analytics and Insights | Tyler Schools**

**Process Overlap Analysis**  
Identify shared processes across programs for consolidation opportunities

**222** Shared Processes  
Used by 2+ programs

**24** High Overlap (10+)  
Top consolidation candidates

**28** Medium Overlap (5-9)  
Worth investigating

**0** Being Tracked  
0 in progress

**0** Programs Analyzed

Search processes, types, or descriptions... Min: 2+ programs All Types (22) All Departments (13)

**Shared Processes 222** Sorted by number of programs sharing each process

Process Name	Number of Programs	Consolidation Opportunity	Action
Feedback Collection	56 programs	High consolidation opportunity	Track
Stakeholder Engagement	54 programs	High consolidation opportunity	Track
Program Evaluation	53 programs	High consolidation opportunity	Track
Data Collection and Reporting	34 programs	High consolidation opportunity	Track
Progress Monitoring	32 programs	High consolidation opportunity	Track
Teacher Training	29 programs	High consolidation opportunity	Track
Curriculum Development	26 programs	High consolidation opportunity	Track
Budget Allocation	25 programs	High consolidation opportunity	Track
Policy Development	24 programs	High consolidation opportunity	Track
Performance Evaluation	22 programs	High consolidation opportunity	Track
Data Collection and Analysis	21 programs	High consolidation opportunity	Track

Data Loaded: 372 programs loaded

Tyler Technologies 2020

# Program Cost Benchmarking

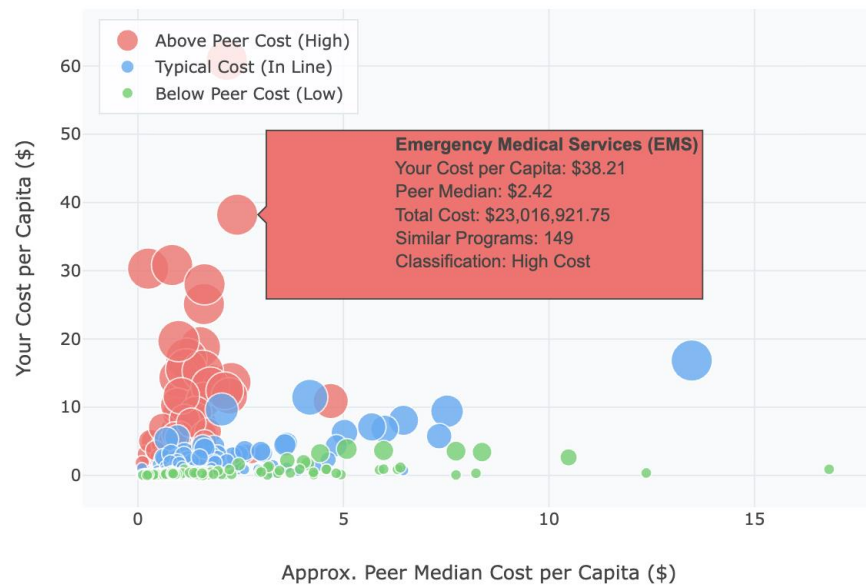
Tyler Technologies advanced analytics engine

● Above Peer Cost (High)

● Typical Cost (In Line)

● Below Peer Cost (Low)

Cost per Capita vs Peer Median (Quartile Classification)



**See where you stand, relative to peers.** Compare every program's cost to real government peers to spotlight high-cost outliers and areas of potential savings.

**Replace assumptions with evidence.** Data-driven benchmarks show where your resources perform best, giving you credible options before turning to tax increases.

# Tyler Technologies Deliverables

Program inventories for Iowa school districts and counties

Cost and revenue allocation analyses

Program scoring frameworks and scored program datasets

Benchmarking analyses comparing Iowa school district and county programs to peer entities

Process overlap analyses and efficiency reports

Resource optimization recommendations and implementation plans

# Questions

Thank you taking the time to hear about Priority Based Budget and how we can leverage Publicly Available Data, along with our secure AI process to identify and assist in the efficiency in 220 School Districts and 99 Counties.