



Helping Colorado
Governments Put
More Information
and Services Online
through Technology.

Working with SIPA





Who is SIPA

C.R.S. § 24-37.7-101 et seq.

The Statewide Internet Portal Authority (SIPA) was created in state statute in 2004 as an **independent political subdivision of the state**

“The authority shall be a body corporate and a political subdivision of the state and shall not be an agency of the state government and shall not be subject to administrative direction by any department, commission, board, or agency of the state”

SIPA provides electronic information, products, and services to Colorado governments

“Make and execute agreements, contracts, or other instruments necessary or convenient to the exercise of the powers and functions of the authority under this article, including but not limited to contracts with any person, firm, corporation, state agency, local government, or other entity”



SIPA TEAM



Ajay Bagal
Executive Director



Catherine Kunst
Chief Operating Officer



Jerrod Roth
Chief Technology
Officer



Beth Justice
Sales & Marketing
Director



Kara Finch
Contract Manager/
Legislative Liaison



Derek Martinez
Director of
Financial Operations



Duane Tucker
Customer Success
Director



Alex Schriefer
Office Manager
& Bookkeeper



Will Carter
Solution Architect/
IT Project Manager



Heather Nelson
Sales Operations
Manager



Sharon Trilk
Marketing &
Communications



Sarah Fischer
Operations Assistant

We are your government sector partner focused on connecting residents to government through technology by helping to put information and services online - **government serving government**



Mission

The **Statewide Internet Portal Authority** is to provide **efficient** and **effective** services for residents through the use of **modern business practices** and **innovative technology solutions**.

Vision

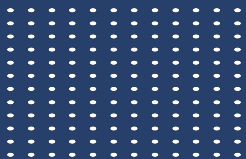
The Statewide Internet Portal Authority is to transform Colorado government service delivery through the use of technology, allowing a **single point of contact** for members of the public to **access state and local government information, products, and services**.

Purpose Statement

We improve the quality of life in Colorado by **connecting the public to efficient services** through **technology**, enabling governments to **focus on their core missions**.

Value Proposition

SIPA is a **government serving other governments**. Our purpose is to foster the evolution of digital government solutions. We leverage **innovative technologies** to provide payment services, resident access to government information, and both enterprise and custom technology applications. Our business model allows governments to access these technologies and services through a **simple and cost-effective procurement** and contracting process, allowing governments to more effectively **serve residents**.





Statutory Mission of the Authority

C.R.S. § 24-37.7-105

- Develop the officially recognized statewide internet portal that provides one-stop access to electronic information, products, and services in order to give members of the public, state agencies, and local governments an alternative way to transact business with the state
- Provide electronic access for members of the public, state agencies, and local governments to electronic information, products, and services through the statewide internet portal
- Issue requests for bids or proposals to or contracts with any public or private parties for the design, implementation, operation, and improvement of the distribution of electronic information, products, and services or for services
- Explore ways and means of expanding the amount and kind of electronic information, products, and services provided, increasing the utility of the electronic information, products, and services provided and the form in which it is provided
- Explore technological means of improving access for members of the public, state agencies, and local governments to electronic information, products, and services, and, where appropriate, implement such technological improvements
- Explore options for expanding the statewide internet portal and its services to members of the public, state agencies, and local governments by providing add-on services such as access to other information, products, services, and databases or by providing electronic mail and calendaring to subscribers

Who Can Work with SIPA

C.R.S. § 24-37.7-104(q)

All state agencies and local governments are hereby authorized to enter into and do all things necessary to perform any such arrangement or contract with the authority

State Agencies

"State agency" means every instrumentality of state government including, but not limited to, the executive department, the legislative department, the judicial department, and all of their respective departments, divisions, commissions, boards, authorities, bureaus, and offices

Local Government

"Local government" means the government of any county, city and county, home rule or statutory city, town, special district, school district, or other political subdivision of the state

How to Work with SIPA

- SIPA negotiates master contracts with suppliers
 - Terms and conditions
 - Pricing
 - Security standards
 - Insurance requirements
- Execute Eligible Government Entity (EGE) Agreement
- SIPA's statute satisfies procurement rules and requirements
 - Purchase from SIPA with no solicitation needed
 - SIPA works with agency and supplier to create quote or Statement of Work (SOW)
 - Purchase Order processing and invoicing is between SIPA and EGE





What SIPA Offers

- **Colorado.gov Portal Solutions:** Websites, payment processing solutions, and web applications
- **OIT Partnership:** Enterprise State OIT agreements through SIPA
- **Technology Solutions and Services:** Negotiated prices for all Colorado governments
- **Knowledge of Colorado Rules and Regulations:** In a government-to-government transaction, SIPA understands the rules and regulations that apply to all Colorado public entities
- **Customer Support:** One-stop shop for multiple suppliers managed by SIPA to ensure accountability and performance
- **Money Stays in Colorado:** SIPA is a self-funded government and any profit we make goes back into governments and/or additional offerings/services
- **Micro-Grant Program:** Since 2010, SIPA has awarded 357 micro-grants to Colorado public entities totalling over \$1.6 million, with an additional 35 grants totalling \$173, 316 to be awarded later today
- **User Conference:** One day no-cost conference to share best practices, meet SIPA staff and suppliers, and hear from technology experts
- **Webinars:** SIPA and supplier partner hosted webinars
- **Ease of Procurement:** Negotiated contract terms, absorbed risk, no solicitation needed



Requests for Proposals

- Cost to the agency and suppliers



- Process can take up to 6 to 8 months

- Awarded and non-awarded suppliers pass the cost of numerous RFP responses along in their overall product pricing



- Negotiation challenges can result in no contract execution

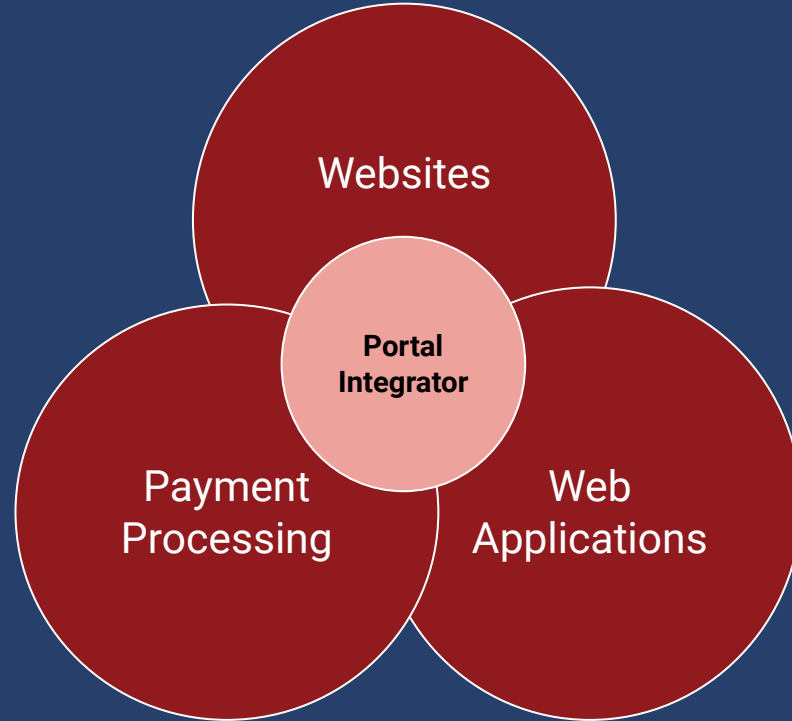


Technology Portfolio





Digital Government Services





Technology Solutions

Office
Productivity

Communication
and
Engagement

Implementation
and
Integration

Professional
Services

Data

Cybersecurity

Accessibility



New Suppliers



Empowering people who serve the public®





Technology Solutions

GRANICUS

qualtrics^{XM}

salesforce

tableau

MuleSoft

Google Workspace

Microsoft

AODOCS

virtru

DocuSign

zix
an opentext company

Five9

tyler
technologies
Empowering people who serve the public™

slalom

STREAMLINE

PACIFIC POINT

OGX

Resultant

PROPELLER
Make momentum

plante moran

NTT DATA

RubinBrown

ISTONISH

OPTIV

EVOTEK

Summary

- We are your government sector partner focused on connecting residents to government through technology by helping put information and services online - **government serving government**
- All government entities in Colorado are authorized to use SIPA
- We can serve as an extension of your procurement team
- We provide websites, payment processing solutions, and web applications in collaboration with our portal partner, Tyler Technologies
- Access to technology solutions through a simplified procurement process
- Any profit we make goes back into governments and/or additional offerings/services that further the mission of SIPA and connect residents to technology
- Customer Engagement



THANK YOU

We look forward to working with you.



sipa@cosipa.gov
duane@cosipa.gov



<https://sipa.colorado.gov/>
<https://sipa.colorado.gov/subscribenewsletter>

