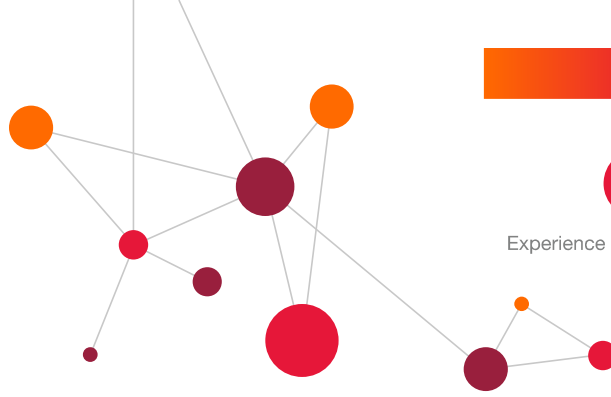U.S. State and Local Government

Revenue and Receivables Assessment

CGI

Experience the commitment®

State and local governments across the country are contending with how best to respond to and recover from the substantial economic impact of the COVID-19 pandemic. Faced with a significant decrease in tax revenue, government leaders are working to find ways to fill the gap while continuing to serve the critical needs of citizens.

As the landscape of citizen services shifts with more and more taxpayers qualifying for assistance and unemployment rates skyrocketing, governments are focusing on the swift distribution of payments. This is leaving oversight of payments and processes to be reviewed in the future. The impact of this 'pay now, audit later' approach could have a negative impact on public sector financials for years to come.

TAKING ACTION | REVENUE AND RECEIVABLES ASSESSMENT

Public sector entities can take action now to lessen the future financial burden and identify opportunities to stabilize revenue generation.

CGI partners with government clients to conduct revenue and receivables reviews, which includes collecting and analyzing trends and data with a focus on:
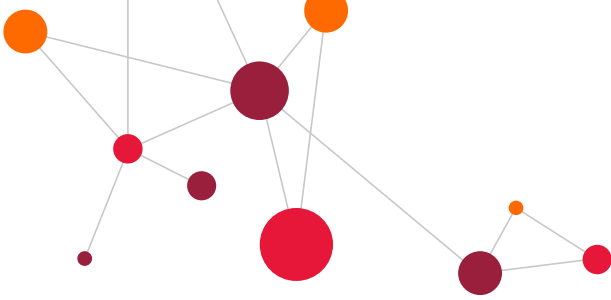
- Identifying gaps between current operations and best practices
- Identifying opportunities to implement change to improve outcomes
- Identifying potential areas of fraud and abuse
- Timing of receivables coming due and various approaches to collecting on those receivables

Working together, CGI's government domain experts facilitate collaboration across agencies to identify and set tangible goals, create action plans and initiate workflows to enhance best practices and create new revenue flows to help lessen the impact of today's economic instability on the future of government services as a result.

CGI | GOVERNMENT DOMAIN EXPERTISE

- **30 year track record** of government revenue and receivables consulting engagements
- **Deep pool of revenue and receivables specialists**
- Multiple solution options to meet different organizations needs and budget constraints
- Billions of dollars of increased revenue worldwide across the public and private sector
- Over **$7 Billion (US) certified** in government alone attributed to CGI
- Use of **Data Analytics** to improve staff **efficiency**, **effectiveness** and enhance **customer outcomes**
- **Extensive network of tax agency and centralized collections** clients uniquely equips CGI to assist

cgi.com

REVENUE AND RECIEVABLES ASSESSMENT | HOW IT WORKS

WHAT IS IT

Deep review of multiple Agencies revenue streams, current tools, processes, legislation and past performance results

TYPICAL LENGTH

Approximately *4-8 weeks* to meet with Agencies identified, document findings and present recommendations

RESULTS AND OPPORTUNITIES

- Identify and prioritize actionable opportunities for improvement:
    - Perpetuate national best practices
    - Business process changes that can be done without new technology
    - Development of new revenue generation strategies
    - Identification of new legislation that may be needed

- Highlight areas of exposure and potential remediation approaches

- Estimate level and timing for collection of receivables (costs, revenues, timings)

- Project staffing needs based upon debt projections

- Launch a long-term strategic plan

For more information about CGI, visit cgi.com, or email us at info@cgi.com.

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