#### New Hampshire Department of Revenue Administration

#### **Think BIG**

How to Leverage Technology to Expand in a Time of Reduction

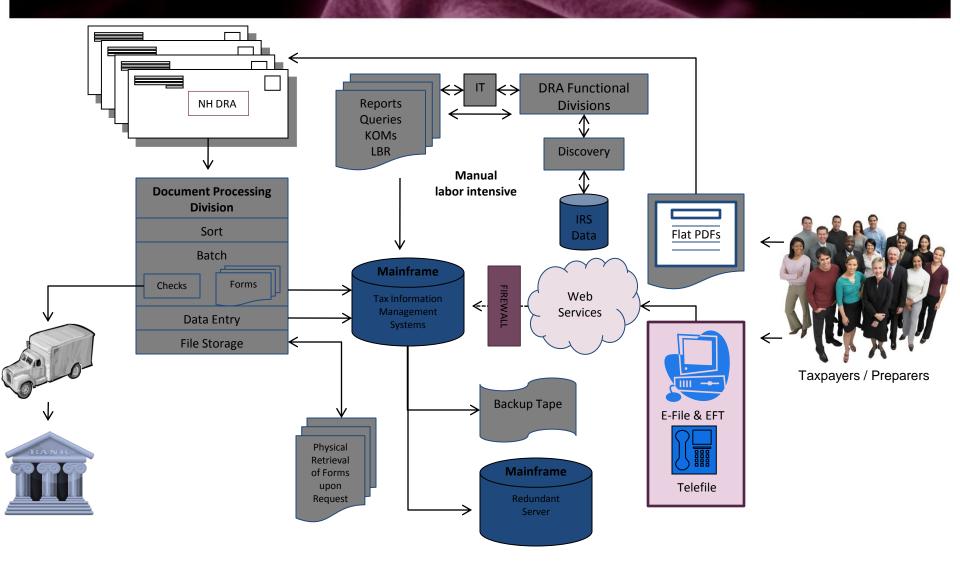
#### Peter Colbath

Lead Auditor, Form Architect

#### Brian J. Pace

Director, Enterprise Architecture and PMO

## **Information Processing 2010**



# OSS - 2010

- Tax Information Management System (TIMS)
  - Developed in 1989
  - COBOL
  - IBM AS-400, DB2
  - Green Screen User Interface
- Additional Tax Applications
  - VB.net
  - Access
  - Excel
  - Kofax Data Capture

# **Modernization Program**

- \$7M Capital Appropriation
- Branded "Granite to Green"

a portfolio of integrated projects designed to replace static systems and processes with those that are dynamic to maximize organizational efficiency and effectiveness.

- Time Frame: 2010 2012
- Inclusive of Hardware, Software, Professional Services and Training

## Program Design

- Agency-wide Discovery
- Industry Enterprise Landscape
- Identify Initiatives
- Assumptions and Probability of Success
- Project Evaluation
- Initiative Scoring

## **Initiative Scoring**

- Time: Discover/Procure/Implement/ROI
- Resource Constraints: Business/IT
- Organizational Impact: Positive/Negative
- IT Considerations: KB/Buy In
- Risk: Internal/External/Vendor
- PM Bandwidth

### Granite to Green Initiatives

- Upgrade iSeries
- Upgrade Business Intelligence
- Create GIS System for Property Appraisal
- Automate Business Processes
- Select and Implement Document Processing and Electronic Remittance System
- Introduce Web-Based Research Tools
- Introduce Performance Management
- Increase Redundancy / Disaster Recovery Planning
- Upgrade Centrex Phone System
- Migrate FTI Data to DB2
- Enable forms for E-File / Participate in MeF Program
- Enable Credit Card / Debit Card Payment Option

# First BI Initiative - SVOT

#### Why Single View of the Taxpayer?

- Single View to Multiple Disparate Data Sources
- Efficient Means by which to Research
- Efficient Means by which to Coordinate Efforts
- Division Specific Dashboard Variations
- Enhanced Ability to Respond to Tax Payer Inquiry
- Deployed Across Entire Agency: June 2011

# RIF – July 1, 2011

#### **Division / Function**

Administration Audit Central TP Services Collections

**Document Processing** 

**Municipal Services** 

**Property Appraisal** 

#### FTE Percentage Change

44% 39% 100% 47% 53% 44% 29%

### Challenges

- 30% Maintenance Budget Cut
- Abolishment of 43% of DRA Positions
- "DRA Structure" Required by Statute Remains
- How to implement 10 Capital Projects developed to overhaul entire business process while continuing "Business as Usual"
- IT Staff Lack of Experience with New Technologies
- No Statistics on Cost of Performance/Cost Accounting
- Insufficient Number of Supervisors Compromises Internal Controls
- Dedicated Call Center Abolished

## Perception vs. Reality

- *"Just flip the switch and turn on the new equipment to continue business as usual."* 
  - \$7 million capital appropriation designed to replace processes; can not replace people
  - Insufficient staff to turn up new systems and run legacy systems for a period of time
- *"The DRA Budget Reduction will have no impact on revenue coming into the State."* 
  - State Budget passage did not consider impact of extensive loss of personnel, especially more than a dozen auditors
- "This Budget is painful, but will make State Government more efficient."
  - Almost 50% of DRA staff (General Funded) have been rehired via RIF list at State Agencies (Federal and other Funds)

#### Granite to Green Progress (July 1, 2011)

- Upgraded to iSeries Power 6 **COMPLETE**
- Upgraded to IBI WebFocus and iWay **COMPLETE**
- Created Mosaic: First Sustainable Statewide GIS System IN PROGRESS
- Automate Business Processes IN PROGRESS
- **RFP Published** for Document Processing and Electronic Remittance System
- Upgraded Mail Handling and Extraction via Agissar ASED **COMPLETE**
- Introduced PFM via Agissar InfoPoll/InfoPointe System COMPLETE
- Increase Redundancy / Disaster Recovery Planning IN PROGRESS
- Replaced Centrex with Cisco VoIP and Call Center **COMPLETE**
- Migrate FTI Data to DB2
- Enable forms for E-File / Participate in MeF Program
- Enable Credit Card / Debit Card Payment Option

## **BI WebFocus Dashboards**

- Administration
- Audit
- Document Processing
- Collections
- Central Taxpayer Services
- Information Systems

## **Collections Dashboard**

					Accessibility Off	Tree   Recent   Fa	avorites   Utilities   Help			
	Welcome to the Collections Dashboard!									
NH Deeds	NH Deeds Real Data Google NH Corporate Collections folder									
Single View Taxpayer	Collections Web Lin	ks Y Collections Document Links Y	Collections Folders	Phone and Maps	Collection Reports	M&R Reports	Director's Reports			
SingleViewTaxpayer							08			
		Single	View Taxpa	yer						
1. Select Search	Category	2. Select Search Type	3. Enter Sear	ch Criteria		4. Start Sear	ch			
All		<ul> <li>Name, ID, Phone Number</li> <li>Address</li> </ul>	Enter Name, ID	or phone (no dashes)		Search				
	•	. Government informati	· · · · · · · · · · · · · · · · · · ·							

ONLY. Unauthorized access, use, misuse, or modification of this computer system or of the data contained herein or in transit to/from this system constitutes a violation of Title 18, United States Code, Section 1030, and may subject the individual to Criminal and Civil penalties pursuant to Title 26, United States Code, Sections 7213, 7213A (the Taxpayer Browsing Protection Act), and 7431. This system and equipment are subject to monitoring to ensure proper performance of applicable security features or procedures. Such monitoring may result in the acquisition, recording and analysis of all data being communicated, transmitted, processed or stored in this system by a user. If monitoring reveals possible evidence of criminal activity, such evidence may

# **High Frequency Internet Links**

				Accessibility Off	Tree   Recent   F	Favorites   Utilities   H	elp
		Welcome to the 0	Collections Dashboard!				
NH Deeds Real Data	Google	NH Corporate	Collections folder				
Single View Taxpayer Collections W	eb Links Collections Do	cument Links   Collectio	ons Folders Y Phone and Maps	Collection Reports	M&R Reports	Director's Reports	
COLL Links	Page_1304007854375					τ	5 8
_						-	
COLLECTIONS - INTERNET I	LINKS:						
Assessing Companies Avitar Associates http://data.avitarassociates.	com						
Patriot Properties http://patriotproperties.com	1						
Vision Appraisal http://visionappraisal.com/d	latabases/nh/index.htm						
Bankruptcy							
Bankruptcy Court http://pacer.login.uscourts.j	gov						
DRA Websites							
DRA home page http://www.nh.gov/revenue							
DRA intranet <u>http://draintranet/admin/staff.htm</u> DRA tax forms http://www.nh.gov/revenue/fo							
DRA laws & rules http://www.nh.gov/revenue/10							-
DRA e-file admin page https://www.efilenhad		gin.asp					
NH e-file https://www.efilenh.govconnect.com	n/web/introduction.asp						
Fed ex ship manager (for tobacco orders)	)						
https://www.fedex.com/							
те н в							

# **Document Links**

Accessibility Off   Tree   Recent   Favorites	Utilities   Help
Welcome to the Collections Dashboard!	
NH Deeds     Real Data     Google     NH Corporate     Collections folder	
Single View Taxpayer Collections Web Links Collections Document Links Collections Folders Phone and Maps Collection Reports M&	R Reports
COLL_Documents	5 5
COLLECTIONS DOCUMENTS:	
CD-64 LIEN REQUEST MR.XLS         Collection Hearing Cases	
CD-64 LIEN REQUEST NON MR.XLS	
NOTE: You must use Internet Explorer to get to these	
links - Firefox does not currently support the file link	

# **Collection Reports**

Welcome to the Collections Dashboard!										
<hr/>	al Data Google	Ctions Document Links Collec	tions Folders Phone and Maps Collection Reports M&R Reports							
	COLLI	ECTION REP								
for the report.	s, select type of display HTML , select Region Code:	output	Collection Query by CO Tax Notices over \$50,000 by CO Tax Notices Assigned & Closed within Past 30 Days Top 25 Taxpayers by Region Code by CO Total Dollars & Tax Notices Assigned by Tax Type Tax Notices Assigned within Past 15 Days Taxpayer's Balance Summary							

# Most Popular Links

Weicome to the Collections Dashboard!											
NH Deeds	Real Data	Google	NH Corporate	Collections folder							
Single View Taxp	ayer Collections Web	Links Collections I	Document Links Collec	tions Folders Phone and Maps	Collection Reports M&R Reports						
Collection Reports					<u>ت</u>						
		COLLEC	TION REP	ORTS							
				Collection Query by CO							
For AL for the	L reports, select tyj report.	pe of display outpu	ıt	Tax Notices over \$50,000 by	<u>7 CO</u>						
		HTML		Tax Notices Assigned & Clo	sed within Past 30 Days						
			_	Top 25 Taxpayers by Region	Code by CO						
For ALI	reports, select Re	gion Code: ALI		Total Dollars & Tax Notices	Assigned by Tax Type						
				Tax Notices Assigned within	Past 15 Days						
				Taxpayer's Balance Summary	Y						

# Single View of the Taxpayer

					Accessibility Off   Tree   Recent   Fa	avorites   Utilities   Help
		Welcome	to the Collection	s Dashboard!		
NH Deeds	Real Data Google	e NH Corpo	rate 🗧 Coll	ections folder		
Single View Taxpay	er Collections Web Links Col	lections Document Links	Collections Folders	s Y Phone and Maps Y Co	Ilection Reports Y M&R Reports Y	Director's Reports
SingleViewTaxpayer						(ମ କ
		Single V	∕iew Taxp	ayer		
1. Select Search		<b>t Search Type</b> , ID, Phone Number <sub>SS</sub>	3. Enter Se	arch Criteria	4. Start Sear	rch
		Taxpayer Search	<b>Results</b> for	PIZZA		
Located in:	Found					
Business - Primary Name	AARDVARKS AMUSEMENTS & PIZZARIA INC	FEI/SSN:	ana ana	Name: AARDVAI	RKS AMUSEMENTS & PIZZARIA INC	
	ACROPOLIS PIZZA RESTAURANT	FEI/SSN:	100031400	Name: ACROPOL	IS PIZZA RESTAURANT	
	AD&JB PIZZA INC	FEI/SSN:	anution at	Name: AD&JB PI	ZZA INC	
	ALEXANDRON FAMILY PIZZA OF PELHAM INC	FEI/SSN:	anasaa.	Name: ALEXANI	PRON FAMILY PIZZA OF PELHAM IN	с
	ALPHA PIZZA	FEI/SSN:	ana	Name: ALPHA PI	ZZA	
	ALPHA PIZZA RESTAURANT	FEI/SSN:	MARCH AND	Name: ALPHA PI	ZZA RESTAURANT	

Within the Single View Taxpayer application, the user may search for a particular taxpayer. Searching may be done either by name, ID, phone number or address.

# Google and SOS

	Accessibility Off   Tree   Recent   Favorites   Utilities   Help						
		Welcome to th	e Collections Dashboard!				
NH Deeds	📕 Real Data 📃 Google	NH Corporate	Collections folder				
Single View Taxpay	rer Collections Web Links Coll	ections Document Links Y Colle	ctions Folders Y Phone and Maps Y	Collection Reports Y M&R Reports Y Dire	ector's Reports		
SingleViewTaxpayer					0 8		
		Single Vier	w Taxpayer				
1. Select Search	1. Select Search Category       2. Select Search Type       3. Enter Search Criteria       4. Start Search         All       Image: Search Criteria       Image: Search Criteria       Image: Search Criteria       Image: Search Criteria         All       Image: Search Criteria       Image: Search Criteria       Image: Search Criteria       Image: Search Criteria         All       Image: Search Criteria       Image: Search Criteria       Image: Search Criteria       Image: Search Criteria         All       Image: Search Criteria       Image: Search Criteria       Image: Search Criteria       Image: Search Criteria         All       Image: Search Criteria       Image: Search Criteria       Image: Search Criteria       Image: Search Criteria         All       Image: Search Criteria       Image: Search Criteria       Image: Search Criteria       Image: Search Criteria						
		Taxpayer Search Res	sults for PIZZA				
Located in:	Found						
Business - Primary Name	AARDVARKS AMUSEMENTS & PIZZARIA INC	FEI/SSN:	Name: AARD	VARKS AMUSEMENTS & PIZZARIA INC			
	ACROPOLIS PIZZA RESTAURANT	FEI/SSN:	Name: ACRO	POLIS PIZZA RESTAURANT			
	SOS Search	FEI/SSN:	Name: AD&JI	3 PIZZA INC			
	Google Business Name OF PELHAM INC	FEI/SSN:	Name: ALEXA	ANDRON FAMILY PIZZA OF PELHAM INC			
	ALPHA PIZZA	FEI/SSN:	Name: ALPH	A PIZZA			
	ALPHA PIZZA RESTAURANT	FEI/SSN:	Name: ALPH	A PIZZA RESTAURANT			
	AMHERST CIAOS PIZZA INC	FEI/SSN:	Name: AMHE	ERST CIAOS PIZZA INC			

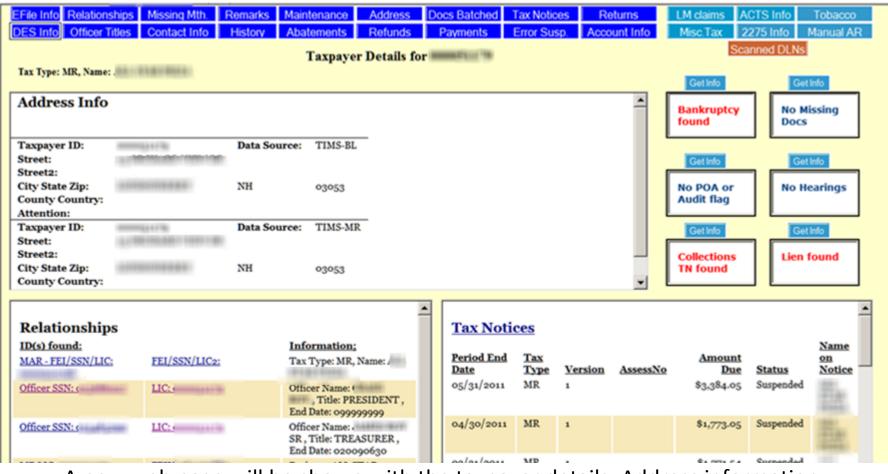
Selecting your left mouse button on "Found" value will display a pop up menu, which will allow you to either do a SOS or Google search of that taxpayer name.

#### Research

				Accessibility Off   Tree   Recent   F	avorites   Utilities   Help
		Welcome to the Co	ollections Dashboard!		
NH Deeds	Real Data Google	e NH Corporate	Collections folder		
Single View Taxpaye	r Collections Web Links Col	lections Document Links 🍸 Collection	s Folders Y Phone and Maps	Collection Reports M&R Reports	Director's Reports
SingleViewTaxpayer					្រុម
		Single View	Γανησμον		
		Single View	luxpuyei		
1. Select Search	Category 2. Select	t Search Type 3. En	ter Search Criteria	4. Start Sea	rch
All	▼ <sup>(5</sup> Name,	ID, Phone Number		Coord	1
	O Addre	IPI//A		Search	
Misc.Tax - Account Name	PIZZA ELAINE C	FEI/SSN: e	ACCTTY	PE: GW, Name: PIZZA ELAINE C	
MAR - Taxpayer Name	ALL STAR PIZZA	FEI/SSN/LIC: FI	EL/SSN/LIC2: Tax Type:	MR, Name: ALL STAR PIZZA	
	AUGUSTA BRISTOL PIZZA LLC	Search on Secondary ID	I/SSN/LIC2: Tax Type:	BS, Name: AUGUSTA BRISTOL PIZZA LLC	
	BEACHNUT HOUSE OF PIZZA	FEI/SSN/LIC: FEI/SSI	N/LIC: Tax Type:	MR, Name: BEACHNUT HOUSE OF PIZZA	
	BESTA ONE PIZZA INC	FEI/SSN/LIC:	EI/SSN/LIC2: Tax Type:	BS, Name: BESTA ONE PIZZA INC	
	BESTA ONE PIZZA INC DBA BESTA ONE PIZZA	FEI/SSN/LIC:	N/LIC Tax Type: BESTA OI	MR, Name: BESTA ONE PIZZA INC DBA NE PIZZA	
	BIG CHEESE PIZZA & MORE	FEI/SSN/LIC: FEI/SSN	V/LIC Tax Type:	MR, Name: BIG CHEESE PIZZA & MORE	
Located in:	Found				
MAR - Taxpayer Name	BIG MAMMA'S PIZZA	FEI/SSN/LIC: FEI/SSI		MR, Name: BIG MAMMA'S PIZZA	

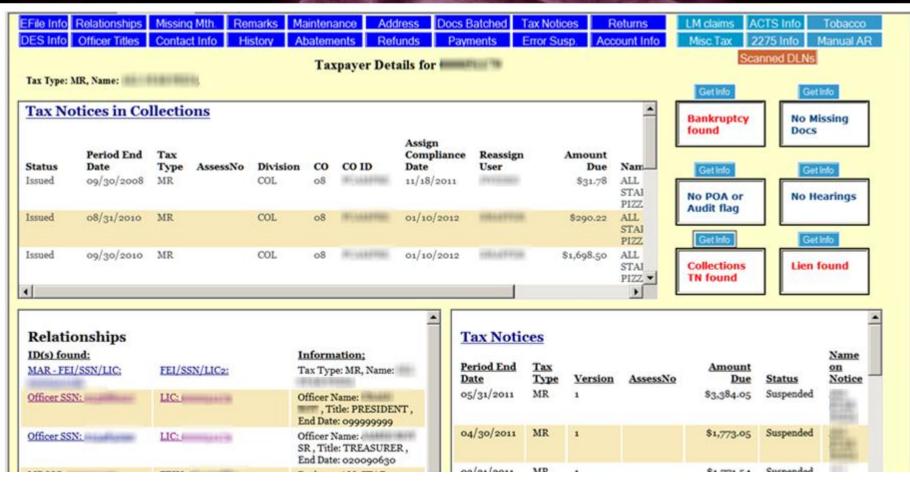
Selecting your left mouse button on the taxpayer id will display a pop up menu, which will allow you to view more details about that particular taxpayer.

#### Taxpayer Detail



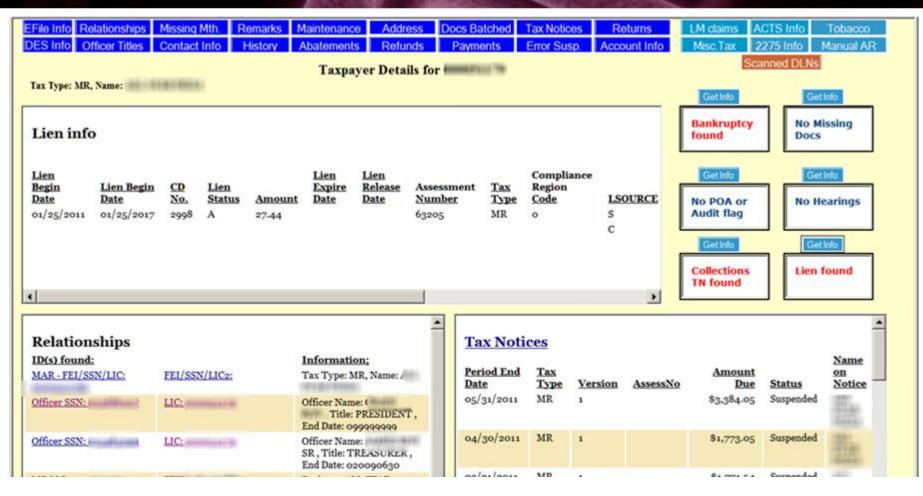
A new web page will be shown with the taxpayer details. Address information, Relationships, tax notices and more can be viewed from this page.

#### Tax Notices



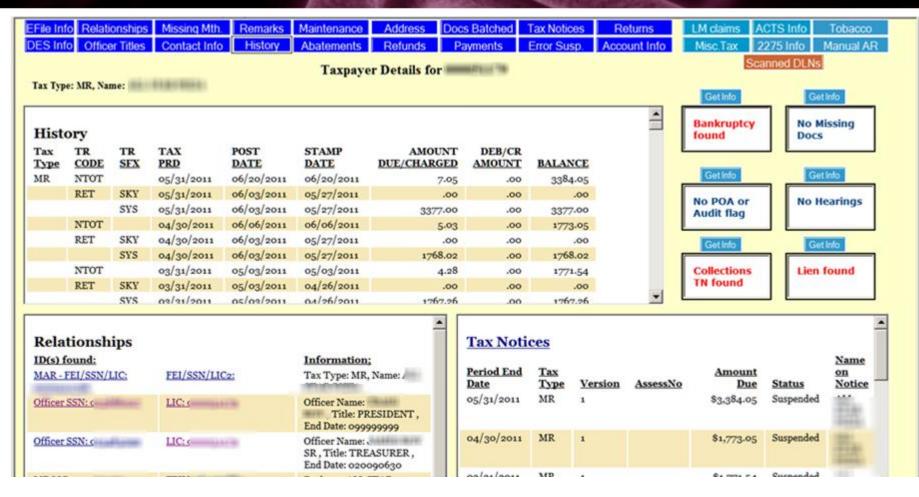
Clicking on "Get Info" in the "Collections TN found" message box will display the "Tax Notices in Collections" report.

### Lien Information



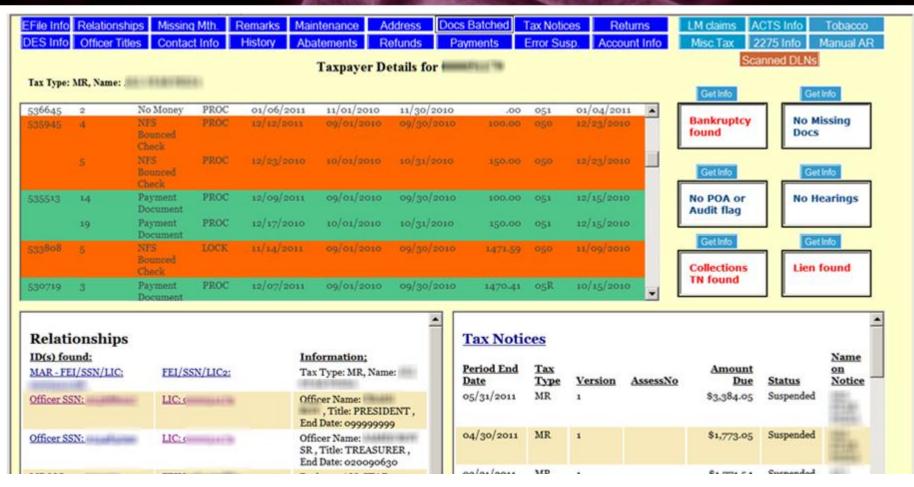
Clicking on "Get Info" in the "Lien found" message box will display the "Lien Info" report.

#### **Account History**



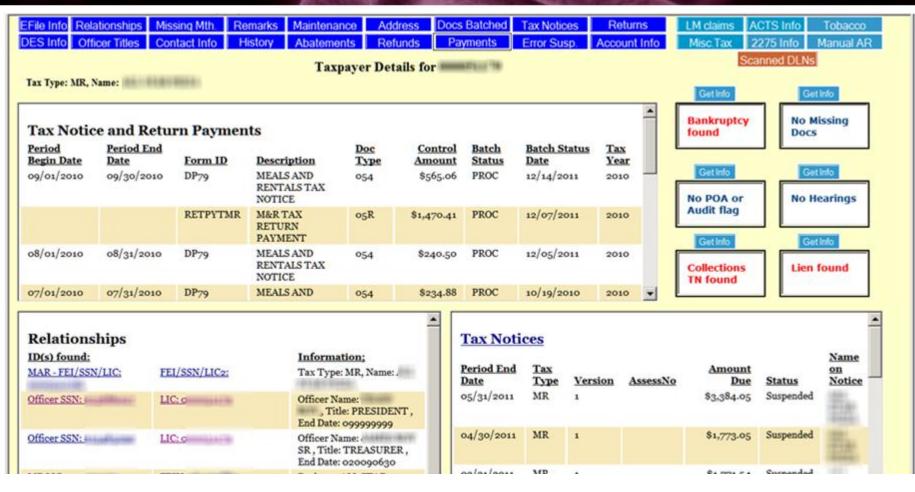
Clicking on the blue "History" button will display the "History" report.

#### **Documents Batched**



Clicking on the blue "Docs Batched" button will display the "Documents Batched" report. This report is color coded to indicate to the user the type of document batched.

# Tax Notices and Return Payments



Clicking on the blue "Returns" button displays the "Tax Notice and Returns Payments" report.

### **TIMS Remarks**

PrtScrn Copy Paste Send Recy Display Color Map Record Stop Play Quit Clipbrd Support In	dex
R2020GS2/R2020G01 M&R 03	3/19/2012
DPTTIMS2 REMARKS INQUIRY	10:41:39
LICENSE NO: I NAME:	
OPERATOR: Div: COL	
	DATE
REMARKS:	ENTERED
I ANNA MUNICIPALITY AND IS APT COMPLEX PEL	<u>09/07/11</u>
COLLECTION CALL TO TAXPAYER	<u>08/08/11</u>
REC'D RETURN MAIL FOR MISSING MONTHLY.LISA Q VISITED BUSINESS IN MAY	<u>08/08/11</u>
TO CONFIRM BUSINESS CLOSED.WILL INACTIVATE AS OF 5/31/11(BR)	<u>08/08/11</u>
LISA CALLED OFFICE SHE HEARD THAT HE IS CLOSED SHE WENT BY BUZ HE IS C	<u>05/27/11</u>
LOSED	<u>05/27/11</u>
TD BANK - NO ACCOUNTS 5/13/11	<u>05/20/11</u>
ST MARYS BANK - ACCOUNT CLOSED 5/18/11	<u>05/20/11</u>
SENT LIENS TO BANKS:	<u>05/09/11</u>
CITIZENS	<u>05/09/11</u>
HAMPSHIRE FIRST	<u>05/09/11</u>
BANK OF AMERICA	<u>05/09/11</u>
SOVEREIGN	<u>05/09/11</u>
ST MARYS	<u>05/09/11</u>

#### F3=EXIT F7=G0 BACK

Previously, the user would need to the TIMS application and go through various screens before seeing the taxpayer remarks. As you can see, the remarks are not as readable as they are within the Single View Taxpayer application.

### Remarks

ax Type: MR,	Name:		Taxpayer	Details for	100000 FE 10				-	inned DLNs	_
Remarks								1	Getinfo Bankruptcy found	Get No Mi Docs	issing
<u>Date</u> 01/20/2012	User	Remark MAIL SENT 1/10/12 W DRESS AS OF 12/2011 ALSO PER ACCU TICES TO NEW ADDRJ	A IS: 555 ( RINT, PHONE IS 60;	DDRESS. PER /	ACCURINT, THE N	NEW AD-	,	[	GetInfo No POA or Audit flag GetInfo	Get No He	earings
09/07/2011	Wattersteine in	15 IRON HORSE DR IS	APT COMPLEX PEL					F	Gérano		
08/08/2011	MARKS COME	COLLECTION CALL TO REC'D RETURN MAIL TO CONFIRM BUSINE	FOR MISSING MON			S IN MAY		J	Collections TN found	Lien f	found
					Tax Noti	ces					
No M	anual AR	remarks found			<u>Period End</u> <u>Date</u> 05/31/2011	Tax Type MR	<u>Version</u> 1	<u>AssessNo</u>	Amount Due \$3,384.05	<u>Status</u> Suspended	<u>Name</u> on <u>Notice</u>
						3/0	12		\$1,773.05	Suspended	
					04/30/2011	MR	1		91,//3.05	Suspended	Ett.

Clicking on the blue "Remarks" button will display the Remarks report. The most recent remarks are shown first and readable format. If any Manual AR remarks exist, they will be displayed below the Remarks report.

# **Operational Reports**

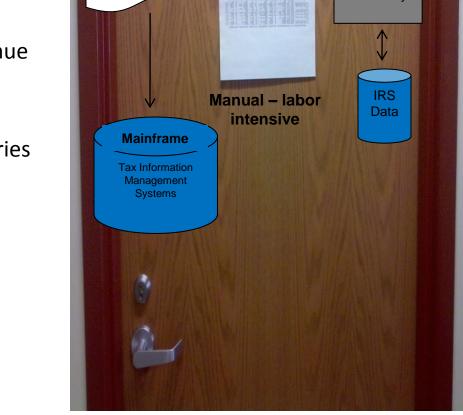
 $\leftrightarrow$ 

Reports

Queries KOMs

#### **Existing Capabilities**

- Manual Queries and Daily Reports
- Manual Projection Based Analysis
- Manual Trending Capabilities
- Limited Ability to respond to Revenue Inquiries / Forecast requests.
- No effective Dashboards
- Data Analyst required to build queries
- No Ad Hoc Reporting
- No Single View of Taxpayer
- Data accessibility issues



 $\leftrightarrow$ 

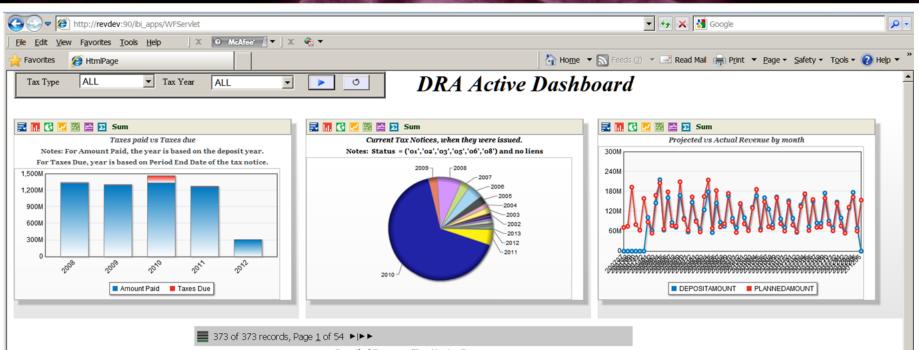
DRA

Departments

Discovery

#### Much Data – Limited information

#### Active Reports: Revenue Focus



Detailed Revenue/Tax Notice Report							
Tax Year 🔽	Tax Type 🔽	Taxes Paid 🔽	# of returns 🔽	Taxes Due 🔽	# of Tax Notices 🔽	Taxes Refunded 🔽	# of Refunds 🔽
2012		\$512.03	81	\$.00	0	\$.00	0
2012	BP	\$16,601,873.41	355	\$208.00	1	\$10,273,477.90	2,207
2012	BS	\$196,824,530.35	3,050	\$4,568.35	6	\$582,903.18	721
2012	CS	\$33,617,932.79	115	\$.00	0	\$.00	0
2012	EC	\$2,455,931.64	27	\$.00	0	\$.00	0
2012	EX	\$50,100.00	40	\$132.00	4	\$.00	0
2012	GW	\$340,781.18	64	\$.00	0	\$.00	0

Notes: For Amount Paid, the year is based on the deposit year. For Taxes Due, year is based on Period End Date of the tax notice. Refunds do not include manual refunds.

# FairFax Imaging System

- Phase 1: Image 80% of Total Form Volume (~ 500K Transactions)
- OCR/ICR Form Perfection
- 100% of the data
- Same day Electronic Deposit (via Check 21)
- Project Initiated: October 1, 2011
- Go Live: March 16, 2012

# FairFax Imaging System

		TY 2010	Actuals	-	on TY 2010 Actuals ms (Phase I))
Activity	Quantity	Cost per Document	Total Cost	Cost per Document	Total Cost
Document Processing	605000	\$ 11.13	\$ 6,733,650	\$ 2.50	\$ 2,556,730
Check Processing	265000	\$ 2.10	\$ 556,500	\$ 1.00	\$ 265,000
Bank Fee	265000	\$ 0.07	\$ 18,550	\$ 0.02	\$ 3,975
NSF	438	\$ 80.00	\$ 35,040	\$ 80.00	\$ 35,040
Armored Car			\$ 81,000		\$ 81,000
TOTAL			\$ 7,424,740		\$ 2,941,745

## FairFax Progress

- Two Million Pages Imaged
- TY 2012
  - 105,000 Transactions Processed
  - 100% of the data
- Electronic Deposit
  - 150,000 Checks
  - \$200M Deposited

#### Form Modernization

- 30 Smartforms Created (TY 2012)
  - Error and Omission Notification
  - Embedded Business Rules
  - E-File Ready (XML)
- <u>2010 BT Summary</u>
- <u>2011 BT Summary</u>
- 2012 Forms provided to NACTP 10/2012
  - Testing Underway

# Mosaic - GIS

- First Sustainable Statewide GIS System in North America
   100% Municipality CAMA and Parcel data Received and Processed – Voluntarily
- 100% of County Registers Integrated Voluntarily
- Data Sharing Agreements established with Multiple State Agencies and the Emergency Management Center
- R Statistical Analysis
- Names as a "Bright Idea" by Harvard JFK School
- Candidate for Harvard's Innovations in American Government Award
- Future: Integrate with Single View of Taxpayer

## Mosaic - GIS

- Disaster relief and response
  - Expedite damage assessment at local and state level

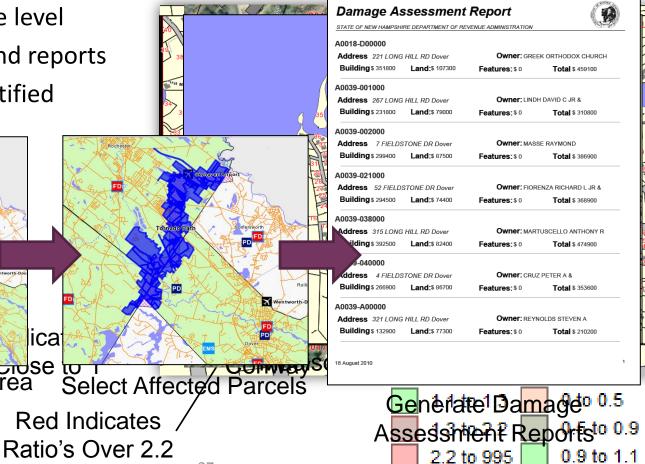
lica

Custom GIS layers and reports

Identify Affected Area

Statewide ortho-rectified photography

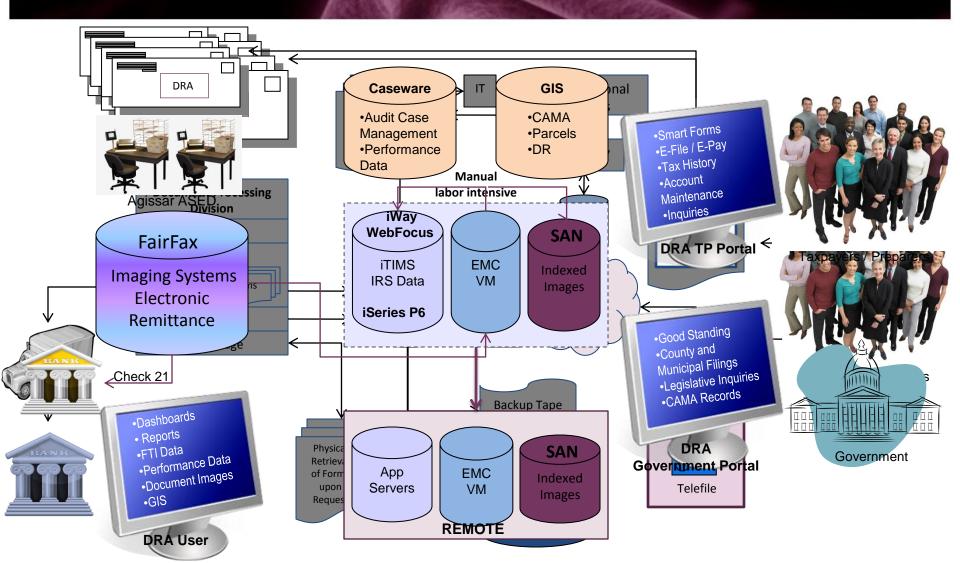
#### Transaction Layer Shaded by Ratios



### Granite to Green Status

- Upgraded to iSeries Power 6 COMPLETE
- Upgraded to IBI WebFocus and iWay COMPLETE
- Created Mosaic: First Sustainable Statewide GIS System COMPLETE
- Automate Business Processes IN PROGRESS
- Implemented FairFax Imaging Systems and Check 21 Deposit COMPLETE
- Upgraded Mail Handling and Extraction via Agissar ASED- COMPLETE
- Introduced PFM via Agissar InfoPoll/InfoPointe System COMPLETE
- Increase Redundancy / Disaster Recovery Planning IN PROGRESS
- Replaced Centrex with Cisco VoIP and Call Center COMPLETE
- Migrate FTI Data DISCOVERY
- Enable forms for E-File COMPLETE / Participate in MeF Program DELAYED
- Enable Credit Card / Debit Card Payment Option RFP to be published 11/2012

#### Architecture 2012



# Thank You

For more information:

Brian.Pace@DRA.NH.Gov Peter.Colbath@DRA.NH.Gov