Strategies that increase government revenue without increasing taxes deserve close attention. As a result, governments are placing an increasing emphasis on effective ways to manage their obligation recovery programs.

The mission of most agencies is to provide services, not recover debt; however, many have these responsibilities—such as tax and motor vehicle departments, transportation and social services agencies, courts and state universities. Often, such agencies cannot direct scarce dollars to pay for the upfront costs of improving technology for obligation recovery programs. It can be particularly problematic when there is a lack of available funding, even when it can be shown that improvements would realize 10:1 or even 100:1 return on investment by helping agencies recover hundreds, if not millions, of dollars in revenue each year.

**PROVEN “BENEFITS FUNDED” STRATEGIES**

Fortunately, there is a proven strategy that governments have used called “benefits funded.” This strategy is designed to eliminate the upfront investment prior to achieving the revenue increase as the technology provider is only paid out of a portion of the increase in revenue recovered. This allows clients to distribute costs over a period of years.

**CGI has helped tax and revenue agencies generate more than $5 billion in new revenues through our “benefits funded” model.** We have used benefits funding to implement one or more solutions in our CGI Obligation Recovery360 suite, which includes advanced case management, decision management, workflow, business process services and managed services.

**OPERATIONAL ASSESSMENT IS THE FIRST STEP**

CGI recommends that improvement efforts begin with an assessment of all existing operations to identify enhancement strategies. The scope of our evaluation includes:

- The current obligation recovery efforts and business processes
- The current staff capabilities and capacities
- Generating opportunities for improvement
- Enhancing revenue estimates

Once an operational assessment is complete, agencies will be in a position to determine the viability of alternative obligation recovery program improvement strategies and select the right strategy for the agency’s specific needs.
ABOUT CGI

Founded in 1976, CGI is one of the world’s largest IT and business process services providers. We help clients transform into digital enterprises end to end through high-quality business and IT consulting, systems integration and transformational outsourcing services, along with a unique client proximity and best-fit global delivery model. In the public sector, CGI provides built-for-government IT solutions that maximize revenue while minimizing costs. As a full-service systems integrator and managed services provider, CGI has the industry know-how, tools and technologies to address business challenges across the public sector spectrum. Committed to client success, our average client loyalty score measures 9.2 out of 10.

CONTACT US

For more information about CGI’s tax, revenue and obligation recovery services and solutions, visit www.cgi.com/tax or email us at cgiadvantage@cgi.com.

<table>
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<th>State</th>
<th>Benefits Funded Collections Projects</th>
<th>Other Collections Projects</th>
<th>Other Tax and Revenue Projects</th>
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