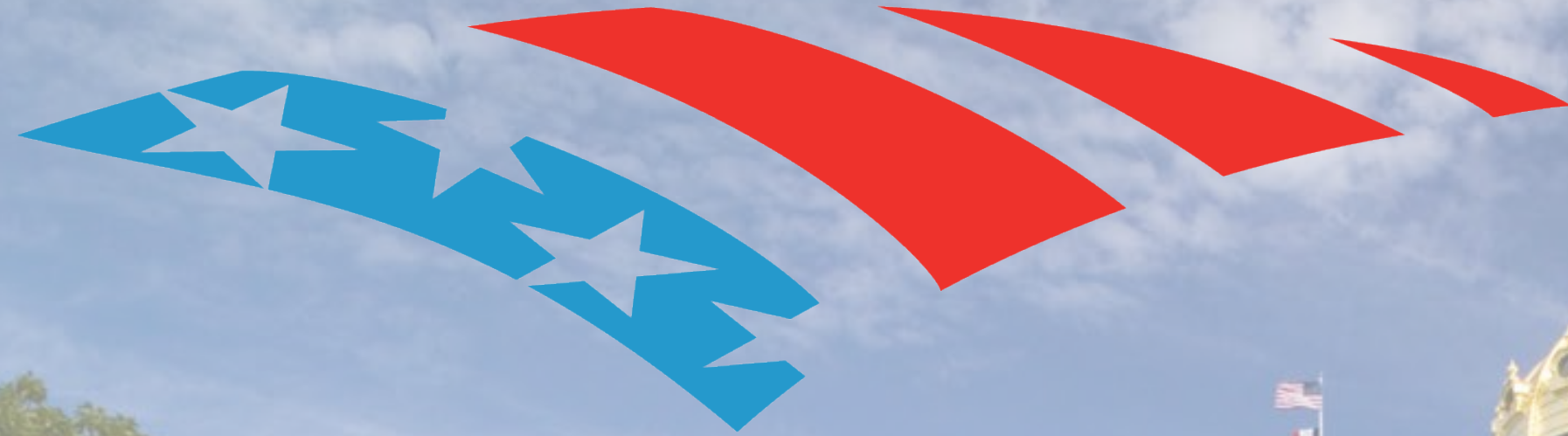


NATIONAL
ASSOCIATION
of COUNTIES

NACo® | EDGE

Enterprise for Government Excellence

PEOPLE, PURCHASING & PERFORMANCE SOLUTIONS





Delivering Solutions

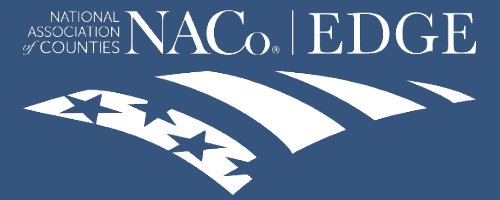
NACo EDGE delivers value-added, cost-cutting solutions to counties by evaluating their needs and harnessing the collective purchasing power of 3,069 counties with a dedicated workforce of 3.6 million employees



Mission-Focused

EDGE is owned by NACo, advised by county leaders and 100% focused on advancing NACo's mission to Strengthen America's Counties

EDGE Board of Advisors



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Mecklenburg County, N.C.
NACo First Vice President



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Global Policy Solutions, LLC



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Hennepin County, Minn.



MATT CHASE
CEO & Executive Director
NACo



BILL JASIEN
Executive Chairman
NACo EDGE



PAUL TERRAGNO
Principal Managing Director
NACo EDGE

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PURCHASING

COOPERATIVE PROCUREMENT CONTRACTS

PURCHASING

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**PUBLIC
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PROCUREMENT**
Powered by NACo

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Rentals**

SAFEWARE

**IRON
MOUNTAIN**

lilypad

WBCP

NACo | EDGE

PURPOSE



Public Promise Procurement

Wholly owned by NACo, Public Promise Procurement provides counties with cost-effective and efficient purchasing contract vehicles. The unique Lead Public Agency (LPA) and peer-vetted model provides for a fully transparent and competitive process to identify best-in-class suppliers



The NACo Difference

- Wholly owned by NACo
- Transparent LPA model
- Nationally competed
- Leverage +90K public agencies
- Single-award
- Federal-funding compliant
- Comprehensive scope
- Long runways
- Reinvesting in counties



Procurement Benefits

- No private investment
- Solicited & vetted by trusted peers
- Best-in-class suppliers
- Competitively priced
- Compliant with procurement laws
- 2 CFR 200 compliant
- Reduced number of contracts
- Increase efficiency/reduce costs
- Strengthening America's Counties

PURCHASING

COOPERATIVE PROCUREMENT CONTRACTS



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PURPOSE

Wholly owned by NACo, Public Promise Procurement provides counties with cost-effective and efficient purchasing contract vehicles. The unique Lead Public Agency (LPA) and peer-vetted model provides for a fully transparent and competitive process to identify best-in-class suppliers



**Built on compliance
and transparency**

Purchase with confidence, every time

- Nationally competed & single-award
- 2 CFR 200 / federal-funding compliant
- Satisfies state & local bid requirements
- No private investment
- Wholly owned by NACo



**Faster &
more efficient**

Skip the solicitation grind, start purchasing

- Issue a PO and move on
- Reduces total number of contracts to manage
- Long contract runways minimize rebid cycles
- Comprehensive scope covers broad agency needs



**Trusted &
peer-vetted**

Your peers already did the hard work

- Led by a Lead Public Agency (LPA) — a peer county
- Nationally solicited contracts, transparent process
- Leverages 90K+ public agencies' buying power
- Reinvesting in counties

COOPERATIVE PROCUREMENT CONTRACTS



Fully Endorsed

Expressed Interest

7

300+

8

100%+

PEOPLE

HUMAN RESOURCE & COUNTY WORKFORCE SOLUTIONS



Public Promise Insurance

Wholly owned by NACo, Public Promise Insurance provides voluntary employee benefit solutions, along with a Pharmacy Benefits Management (PBM) coalition, built exclusively for public sector employees and their families



Nationwide

NACo's Deferred Compensation Program, administered by Nationwide for over 40 years, is focused on retirement outcomes and continues to develop needed solutions such as the Protected Income Suite with national oversight by county officials

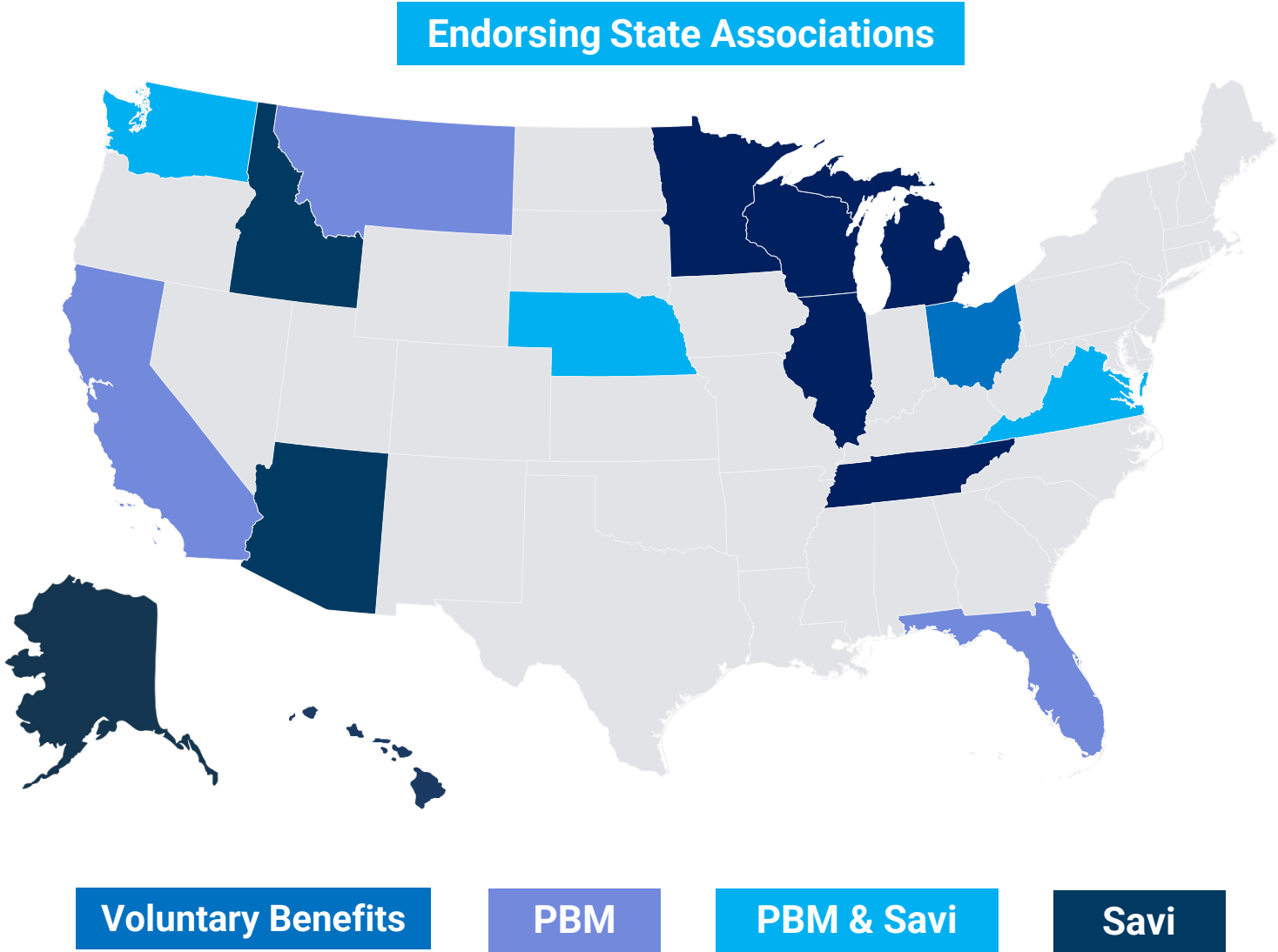


Leadership Training

NACo High Performance Leadership Academy and Mental Health First Aid trainings equip frontline county professionals with practical leadership skills

PEOPLE

HUMAN RESOURCE & COUNTY WORKFORCE SOLUTIONS



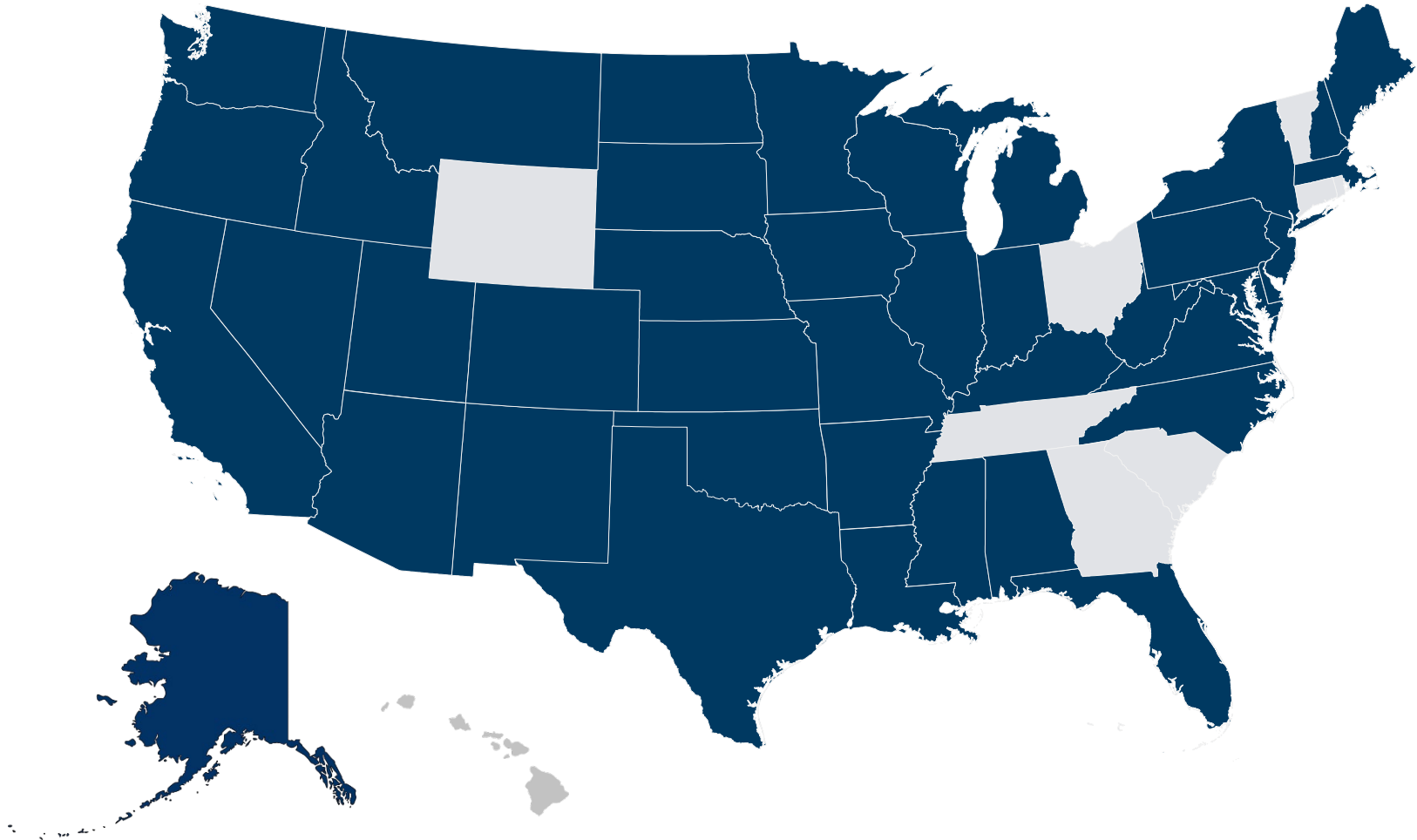
12	126K	\$260M	18-25%
New customers	County participants	Projected Rx spend in 2026	Average savings vs incumbent PBM contracts

PEOPLE

HUMAN RESOURCE & COUNTY WORKFORCE SOLUTIONS



Endorsing State Associations



Nationwide

\$31B **\$655M** **1.6M** **2,900**

Saved by employees for their retirement Saved in Protected Retirement Income County employees saving for retirement County agencies participating in plans

PERFORMANCE

FINANCIAL LIQUIDITY SOLUTIONS



PERFORMANCE



three+one

cashVest by three+one is a fintech platform that provides counties a new, unparalleled level of liquidity strategy and data analysis for counties focused on optimizing the value and returns on their cash



ClearGov

ClearGov is the leading provider of budget cycle management software, focused on helping local governments streamline the annual budgeting process. Better planning and communication through ClearGov empowers county departments and budget officials to make informed fiscal decisions with transparency

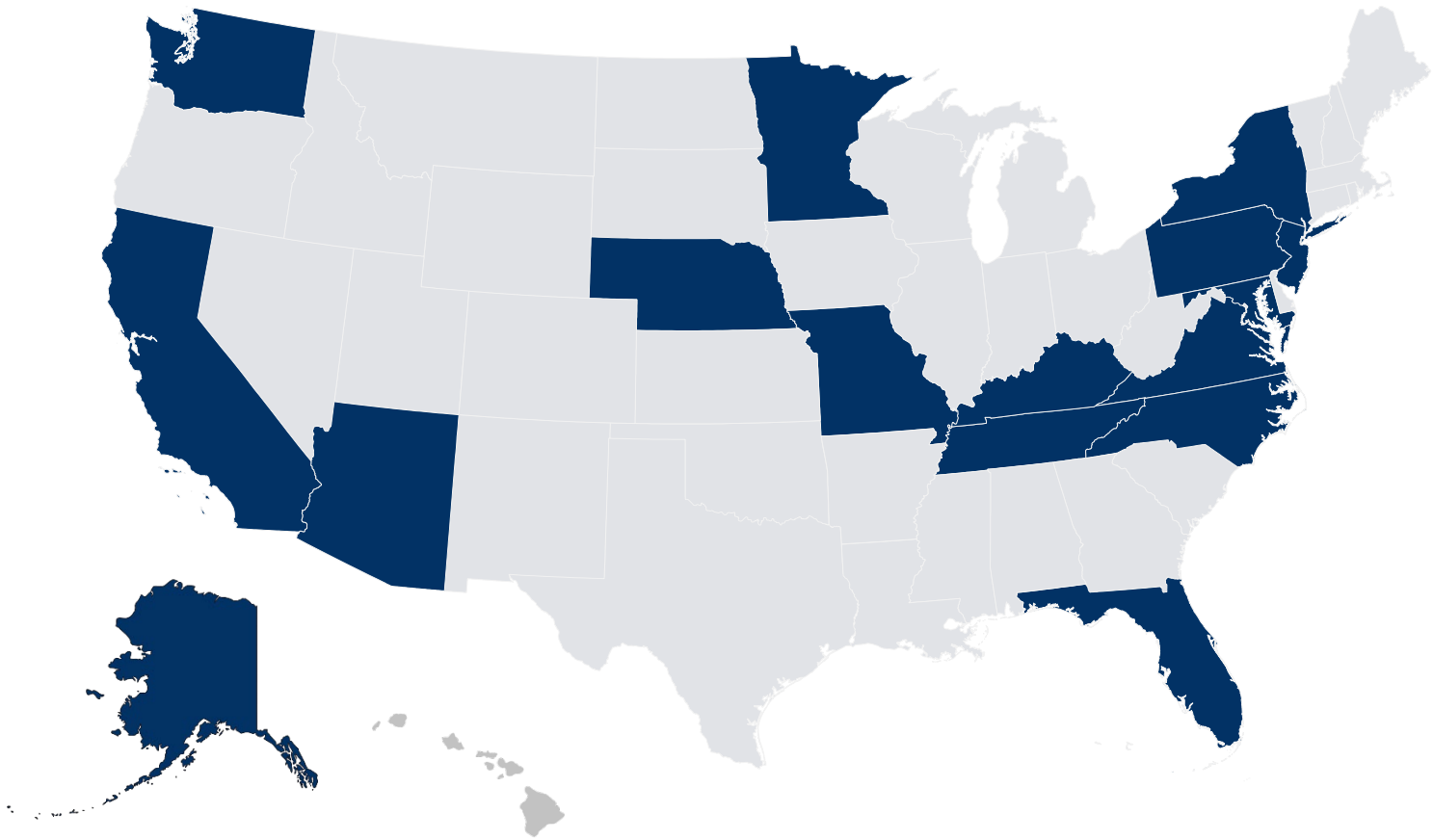
PERFORMANCE

FINANCIAL LIQUIDITY SOLUTIONS



PERFORMANCE

Endorsing State Associations



three+one

\$5.3B

New revenue generated for public entities

\$39B

Cash monitored

\$4.1T

Cash transactions recorded

\$56B

In annual budgets

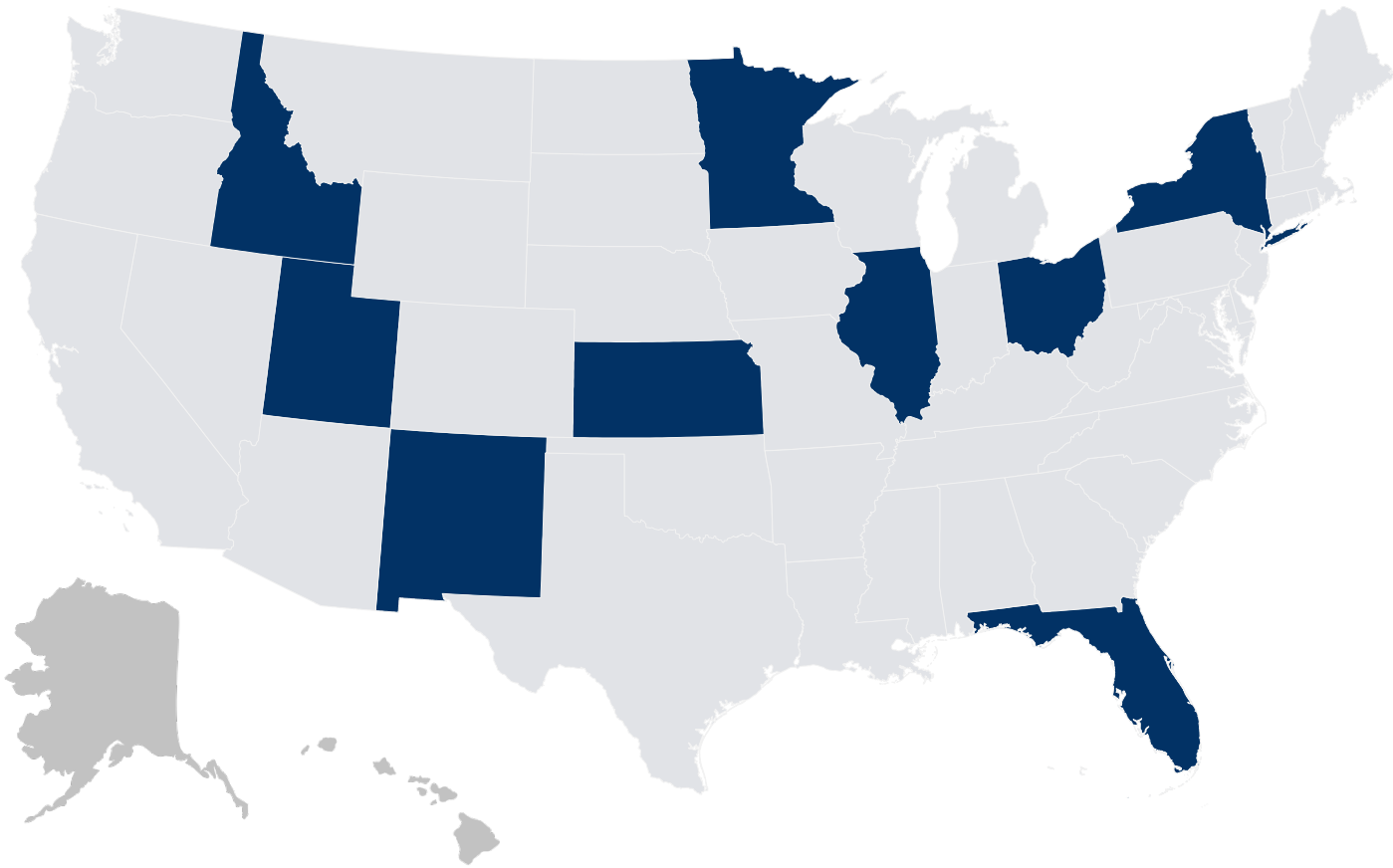
PERFORMANCE

FINANCIAL LIQUIDITY SOLUTIONS



PERFORMANCE

Endorsing State Associations



ClearGov

\$540B	1700	25M	100+
In managed budgets	Client counties & public agencies	Taxpayers served with better transparency	Staff hours saved on average

Procurement Advisory Council



MARIA AGRUSA
County Procurement Officer
Orange County, Calif.



SEAN BEHAN
Chief, Procurement Services,
Dept. of Purchasing and
Contracting
San Diego County, Calif.



STEPHANIE BRICE
Deputy Director,
Purchasing Dept.
Cobb County, Ga.



ERIC CARLSON
Purchasing Agent
Douglas County, Neb.



KAREN DAVIDSON
Purchasing Agent
El Paso County, Texas



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Deputy County Manager
Wake County, N.C.



JAMES FOLEY
Deputy Chief
Procurement Officer
Maricopa County, Ariz.



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Director of Purchasing
Dallas County, Texas



ADAM MANNE
Chief Procurement
Officer
City of Baltimore, Md.



MARIA MILES
MWBE Program Director
Guilford County, N.C.



GILBERT ODONKOR
Manager, Construction
Procurement
Hennepin County, Minn.



LEE ANN PENDER
Chief Procurement
Officer
Fairfax County, Va.



**MEGAN
PERRY-BALONIER**
Purchasing Dept Director
Franklin County, Ohio



RAFFI SARRAFIAN
Chief Procurement Officer
Cook County, Ill.



CAROLYN SECOR
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Broome County, N.Y.



FELICIA STRONG-WHITAKER
Chief Purchasing Agent
Fulton County, Ga.



SUMIT SHARMA
Section Manager, Internal
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County of Los Angeles, Calif.



NAMITA UPPAL
Director, Strategic
Procurement Department
Miami-Dade County, Fla.

Public Promise Insurance Advisory Council



MARY ANN BORGESON
Commissioner
Douglas County, Neb.



KEVIN KRAUSZ
Commissioner
Miles City, Mont.



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Director Talent Management
Rockdale County, Ga.



STEVE CARAWAY
Managing Director of Enterprise
and Retirement Services
County Commissioners
Association of Ohio



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County Administrator (Ret.)
Hennepin County, Minn.



CHARLOTTE MARZ
Deputy Director, Benefits &
Wellness
Maricopa County, Ariz.

Workforce Network Advisory Council



ANDREA KIMBLE SCOTT
Talent Acquisition Manager
Harris County, Texas



PAUL NERLAND
County Administrator
County of Fresno, Calif.



TONI HOLMES
Director of Talent
Management
Rockdale County, Ga.



BETSY KELLER
Chief Administrator
El Paso County, Texas



MICHAEL KAIGLER
County Manager
Chatham County, Ga.



IVEY MARTIN
Talent Solutions Director
Hillsborough County, Fla.



SHEILA MURPHY
County Administrator
McLeod County, Minn.



RHEA REYNOLDS
Human Resources Director
Snohomish County, Wash.



STEVE ROSE
Human Resources Director
County of Mono, Calif.



KRISTA SEDILLO
Chief Human Resources Officer
Coconino County, Ariz.



MAURY THOMPSON
County Manager
Yavapai County, Ariz.



ROBERT WILSON
Human Resources Director
Dallas County, Texas



MAY XIONG
Chief Workforce
Development Officer
Hennepin County, Minn.



DEANA ZALAS
Risk Management Director
Cook County, Ill.



CARLOS L. GREENE
Managing Director,
Retirement Services
NACo EDGE

Retirement Readiness Advisory Council



TODD BONLARRON
Assistant County
Administrator
Palm Beach County, Fla.



**HON. SHARON GREEN
MIDDLETON**
City Council VP, District 6
Baltimore City, Md.



HON. JAMES GORE
NACo Immediate Past
President; Supervisor,
Sonoma County, Calif..



BEN BENOIT
Auditor Controller
City of Riverside, Calif.



STEPHAN CURRIE
Executive Director
Michigan Association
of Counties



KELLY FLENNIKEN
Executive Director
Colorado Counties, Inc.



HON. BILL LOWRY
Commissioner
Cook County, Ill.



HON. PAULINE MEDRANO
County Treasurer
Dallas County, Texas



SONIA DE LA ROSA
County Administrator
Monterey County, Calif.



JOHN MANSON IV
Sr. Policy Analyst
DeKalb County, Ga.



BRIDGET HARPER
Deputy Finance Director
Maricopa County, Ariz.



DR. MICHAEL WILLIAMS
County Administrator
Stearns County, Minn.



HON. DARYL MILLER
Commissioner, BOC Chair
Bradford County, Pa.



HON. SAM LOW
Council Member District 5,
Snohomish County, Wash.



TRACY PETERS
HR Director, Assistant
County Administrator
Fargo County, N.D.



HON. RENÉ GARCIA
Commissioner, District 13
Miami-Dade County, Fla.