

Granicus Engagement Cloud

Combing technology & strategy in Ohio communications



Agenda

- Welcome and Introductions
- Present State of Ohio
 Communications footprint across the state
- Who is GXG?
 The secret sauce behind our solutions
- 5-Minute Break
- Hear From Your Peers

 Benefits of SMS
- Overview of What's Possible
 Creating a guide to succeed
- Questions and Next Steps Where do we go from here?

Today's Speaker Lineup



Sammy MathewsAccount Executive, Granicus



Jeff TzuckerGXG Manager, Granicus



Doug DoeSolutions Consultant, Granicus



Olivia Fiocchi
Sr Segment Mktg Specialist,
Granicus



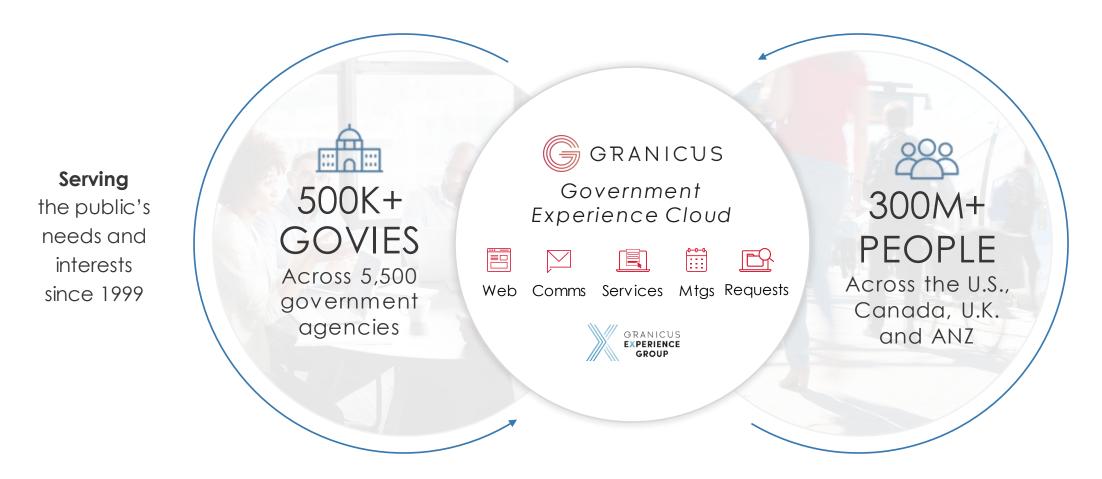
Matt Schilling
Director, Office of Public Affairs,
Ohio Public Utilities Commission



Brittany Waugaman

Communications Specialist, Ohio
Public Utilities Commission

Granicus Is Transforming how Government and People Connect Digitally



with
governmentprovided
information
and services

Connected Technology Snapshot

Granicus partnership opportunities



Website

Engage and serve online



Engagement & Sentiment

Know your community



Email & SMS

Strategically reach and engage



Agenda & Video

Meeting management, live video



Forms & Workflow

Optimize and shift services online



Records Requests

Answer questions from the public in an efficient way



Digital Services

Streamline licensing, permitting, and inspections



GXG

Granicus' in-house digital agency helping gov't build better citizen experiences

Today's Focus – Engaged Communities

Strategy driven outreach



Know your community



Email & SMS

Strategically reach and engage



GXG

Granicus' in-house digital agency helping gov't build better citizen experiences



Ohio Metrics Today - Communications



8,578,568
Subscribers in Ohio



134,156,329

Emails sent over the last year



110

Independent accounts





4,000,000+

SMS messages sent over the last year





Average audience impact through the Subscriber Network



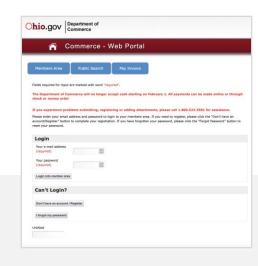
Our Current Partnership at the State-Level

Digitally Connecting Ohio and Delivering Outcomes









govDelivery

- √ 35 State-level Agencies
- ✓ 1:many email & SMS messages

Targeted Messaging

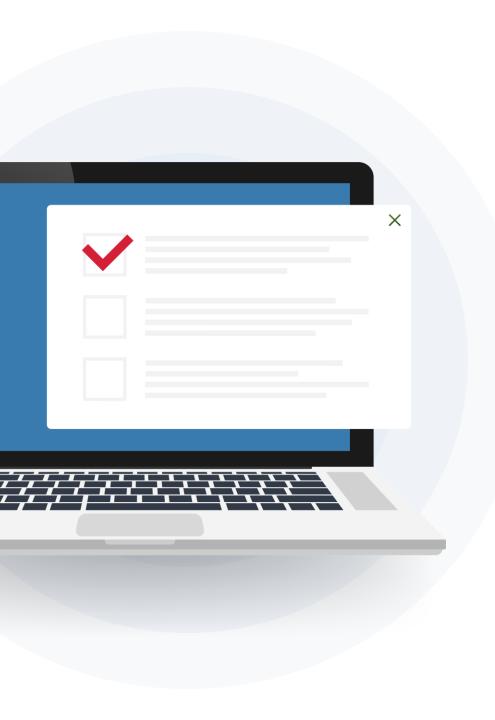
- ✓ 2 State-level Agencies
- ✓ Targeted 1:1 e-mails, SMS, & voice messages

Public Records Request

✓ 1 State-level Agency

Licensing & Permitting

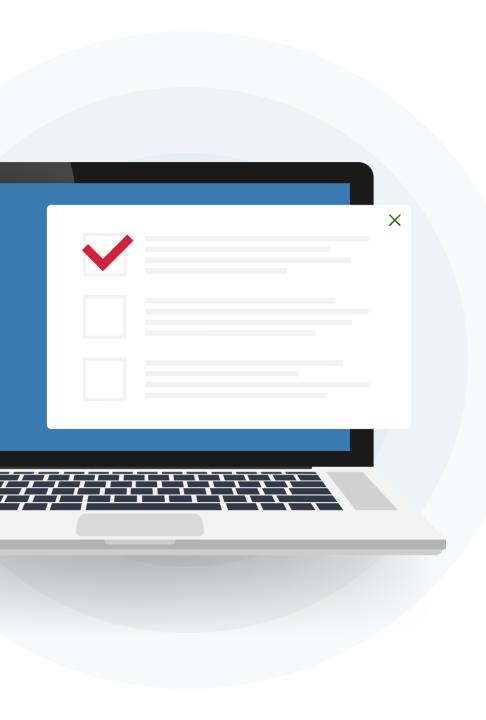
✓ 1 State-level Agency





Poll: Why do you want to improve your agency's communication strategy?

- 1. Involve more voices on projects
- 2. Engage with groups who are hard to reach
- 3. Drive recruitment/enrollment/awareness
- 4. Improve transparency
- 5. Other (share in the chat)





Poll: What proficiency level do you have with digital communications? (Choose all that apply)

- 1. Basic batch & blast
- 2. Living in Newsletterville
- 3. Some segmentation & limited targeting
- 4. Multichannel messaging (SMS/social/etc)
- 5. Fully implemented end-to-end customer journeys

Ways that Communications Cloud is being used today

Granicus for Communications & Engagement

Road Closure/Weather Alerts Voter Transparency
Emergency/Crisis Communications Recruitment & Retention

Public Information & Education Stakeholder Communication Internal Newsletters

Visibility to Top Initiatives Grant Information Driving Volunteerism

Increasing Enrollment in Programs SMS Alerts



Delivering an Exceptional Customer Experience

Metrics to use to better understand customers and improve service delivery



Deliverability

The total number of emails delivered indicates the health of an email subscriber list



A/B Testing

Make a good impression with a series of customized messages to acquaint new subscribers with your mission



Open Rate

Comparing your email open rate to your vertical or market benchmark offers an easy initial comparison



Link Engagement

Looking at bulletin analytics shows which links within an email resonated most or least with subscribers



Click Rate

Open rates, compare click rates to existing benchmarks, as well as past outreach to the same audience, to see impact



Subscriber Growth

Tracking the growth rate of topic per account indicates if subscriber growth is outpacing unsubscribes, meaning expectations are met and outreach interest is growing

Key Capabilities Usage

State of Ohio metrics today

Website Overlays	Network	SMS	Text to Subscribe	Pagewatch Autosend	Drip Campaigns	A/B Testing	Segments	TMS
Capture subscribers quickly	Leverage the Granicus Network of other govDelivery customers	Reach and engage more people	Opt-in method to increase convenience	Send out messages with links to content when a web page is updated	Easily deliver custom messages to drive action	Use data to optimize your engagement	Create more effective and personalized content to target groups	Personalized 1:1 messaging
14.2%	82%	17.1%	34.3%	8.6%	11.4%	8.6%	20%	5.7%



50.51% Average Engagement Rate



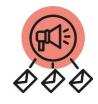
Delivering an Exceptional Customer Experience

Navigating government is hard



AB Testing

use AB testing to improve tactics and messaging



Drip Campaigns

automate your marketing plan with custom messages and delivery schedule



Re-engagement Campaigns

suggest popular topics to your inactive and dormant subscribers



Welcome Campaigns

make a good impression with a series of customized messages to acquaint new subscribers with your mission



Segments

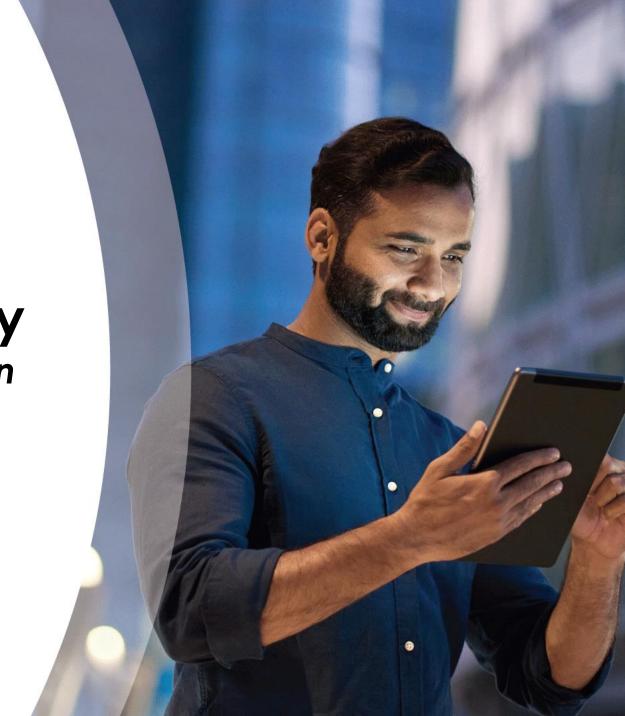
slice and dice
your subscriber
base with
dynamic filters
that change as
your subscriber
base does





CX in OHIO: Connecting the Journey Beginning, Middle, Early, and Often

Use Customer Understanding to Drive Outcomes.





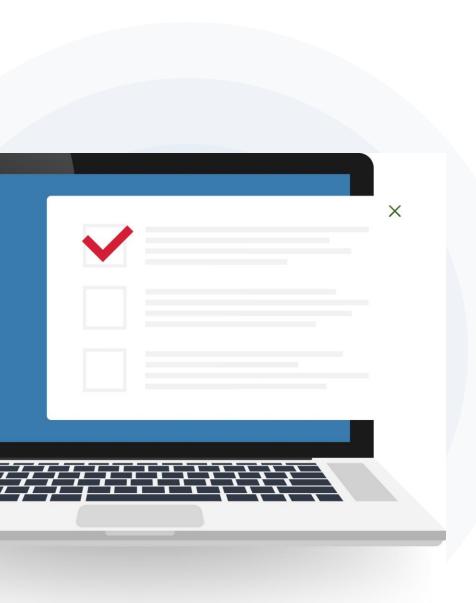
A multidisciplinary digital agency with broad expertise in customer experience, human-centered design, digital communication methods, content development, and automated marketing engagement.

- √ Omnichannel Communications Experience Design
- ✓ Content Creation, Management, and Optimization
- √ Subscriber Data Management and Configuration
- ✓ Training and Resources.

- ✓ Campaign and Transactional Messaging Strategy
- ✓ Programmatic Management
- ✓ Reporting and Analysis

CUSTOMERS INCLUDE:

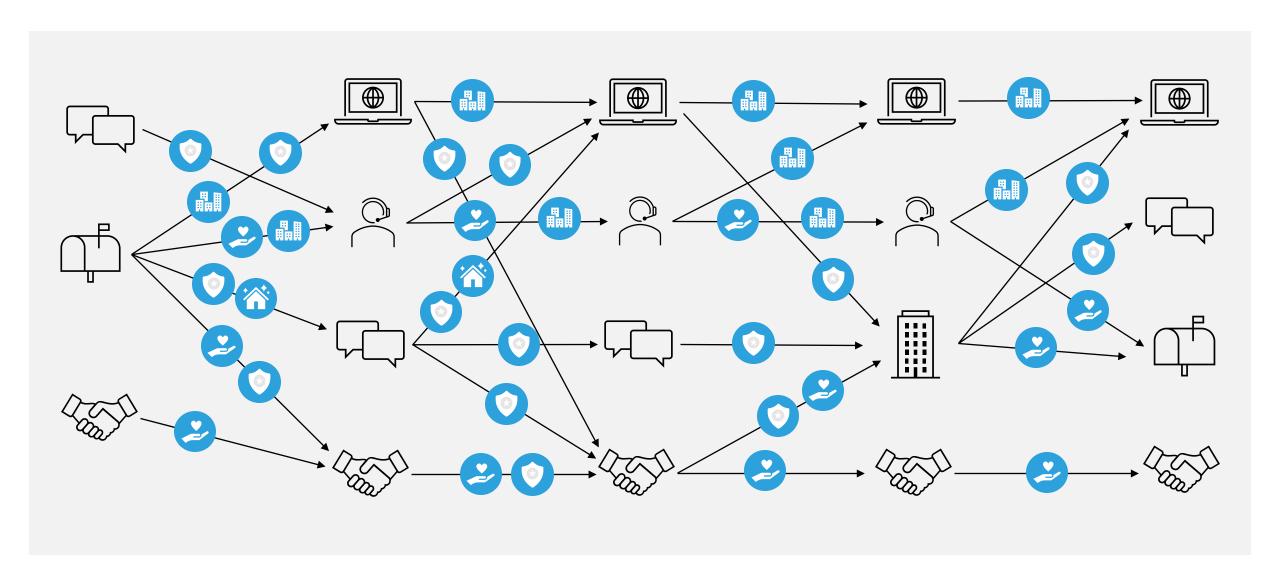
Columbus, OH; Franklin County, OH; Indiana FSSA, Michigan DHHS, NY Dept of State, Virginia DMAS



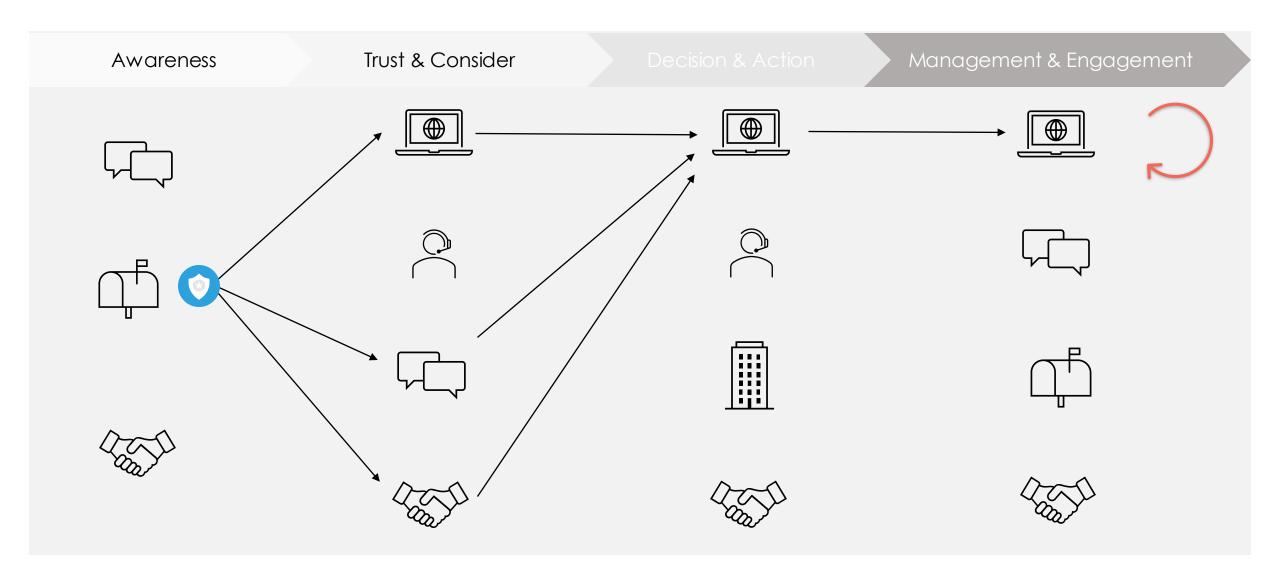


Poll: Does your agency have an application & enrollment process?

- 1. Yes
- 2. No



Services are often built reflecting internal processes, leaving many people unable to navigate the system.



Respected. Remembered. Responded to. Reminded.

Four Phases of Communications



Maximize your technology to better engage your residents.

Awareness & Opt-In	Trust & Consideration	Decision & Action	Management & Engagement
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Build & Understand Audience	Targeted Engagement	Drive Conversion	Respond & Remind
Who do we need to reach? What more can we learn about them —	How do residents perceive & understand our	What actions do we want or need people to take?	How might you stay connected & be helpful?

programs and

benefits?



interests, behaviors,

preferences, etc.?

Measuring Customer Experience with Communications

Metrics to use to better understand customers and improve service delivery



DELIVERABILITY

The total number of emails delivered indicates the health of an email subscriber list.



A/B TESTING

Know what resonates with audiences best by testing various components of email outreach.



OPEN RATE

Comparing your email open rate to your vertical or market benchmark offers an easy initial comparison.



LINK ENGAGEMENT

Looking at bulletin analytics shows which links within an email resonated most or least with subscribers.



CLICK RATE

Much like open rates, compare click rates to existing benchmarks, as well as past outreach to the same audience, to see impact.



SUBSCRIBER GROWTH

Tracking the growth rate of topic per account indicates if subscriber growth is outpacing unsubscribes. This means audience expectations are met and outreach interest is growing.

Indiana Family & Social Services Administration

Since 2019, Indiana FSSA's Office of Early Childhood and Out-of-School Learning has undergone a digital transformation to better support child care providers and families who need child care assistance.



User Journey



CHALLENGE

Indiana had few ways to communicate directly with early childhood providers and families, instead relying on a statewide network of eligibility offices to relay vital information.



SOLUTION

Build a foundation to increase Indiana's digital maturity, with more automation and an increasingly user-centered and collaborative approach. Deepen their understanding of families and providers, mapping the journey and the experience to identify how those processes might be enhanced or improved through proactive digital communications.



OUTCOME

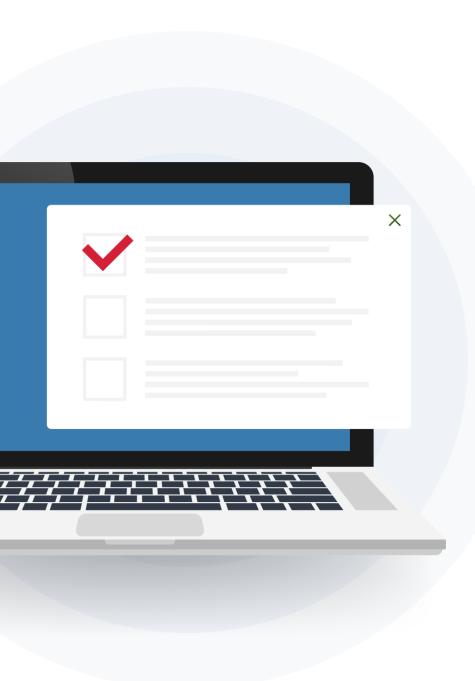
Indiana was able to communicate directly to providers and families during the pandemic and has grown to include proactive, automated communications for professional development, licensing, grant funding, enrollment, and more.













Poll: Have you done journey mapping in your agency?

- 1. Yes, we have.
- 2. No, but I know what it is.
- 3. Never heard of it.

Designing for User Experience

GOALS

Determine what success looks like. Align on measurement plan.

AUDIENCE

Identify key audience segments, including their needs, motivations and barriers.

JOURNEY

Map the steps audiences take across multiple channels or touchpoints to achieve desired goals.

CONTENT

Access and create content needed at various touchpoints and phases of the journey.



AUDIENCE: Know who you are talking to



Allegheny County's audience ecosystem is diverse with a wide range of needs and can be summarized into 3 key groups.

Individuals & Communities use county services and resources to improve their own lives and lives of those around them.

Organizations & Entities seek

resources, services and partnerships with the county that will enable them to function more effectively and efficiently.

Internal Team is essential to the day-to-day functions of the Allegheny County.









Residents

Live in Allegheny County and benefit from county resources and services



Park Visitors

Visit county parks for recreational activities, exercise or to relax and enjoy the natural surroundings.



Service Seekers

Rely on the county for a host of various services to help improve and enhance their health and wellbeing.



Job Seekers

Actively looking for employment opportunities with the county.



Resident Rachel

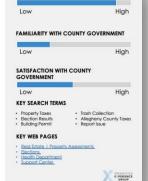
in my community and easily connect

GOALS

- I need to easily contact the county and report issues in my area.
- I would like to know of all the county resources and services available to me.
- I need to quickly find information on elections, public health, construction updates, and other resident relevant topics.
- I am building an addition to my home and will need my property re-assessed.

PAIN POINTS

- I want to be aware of what's available It's difficult to know where or who to reach out to, to get my requests and reports submitted.
 - Time is wasted when I get redirected to a different department or agency when I contact the country.
 - It's difficult to navigate the large website to find the services and information I need.



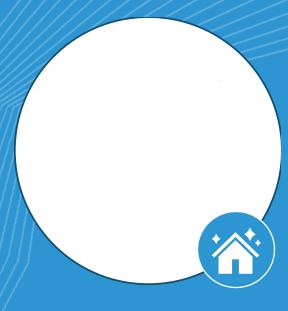
DIGITAL LITERACY

A profile is a snapshot of the goals, pain points, and behaviors of your audience.

Informed by research, these audience analysis tools lend a human touch to the data.

Understanding your audience will better inform content decision to fit your users' needs.





New Nicole

44

I need to be able to secure long-term, stable housing for my children. They need consistency.

"

GOALS

- Needs to secure subsidized housing to make ends meet.
- Wants to keep kids in the same school as much as possible.
- Doesn't want to have to move every year and upend their lives.
- Needs a reputable landlord that provides safe housing and not a "slumlord."

PAIN POINTS

- Has never applied for housing assistance.
- Unsure what documentation will be needed.
- Does not understand how landlords are vetted and doesn't want to end up in "the projects."
- Has four children and a job, making it difficult to get time off work to come to in-person meetings or visit a lot of potential homes.

DIGITAL LITERACY

Low

High

FAMILIARITY WITH THE DEPARTMENT

Low

High

SATISFACTION WITH THE DEPARTMENT

Low

High

KEY SEARCH TERMS

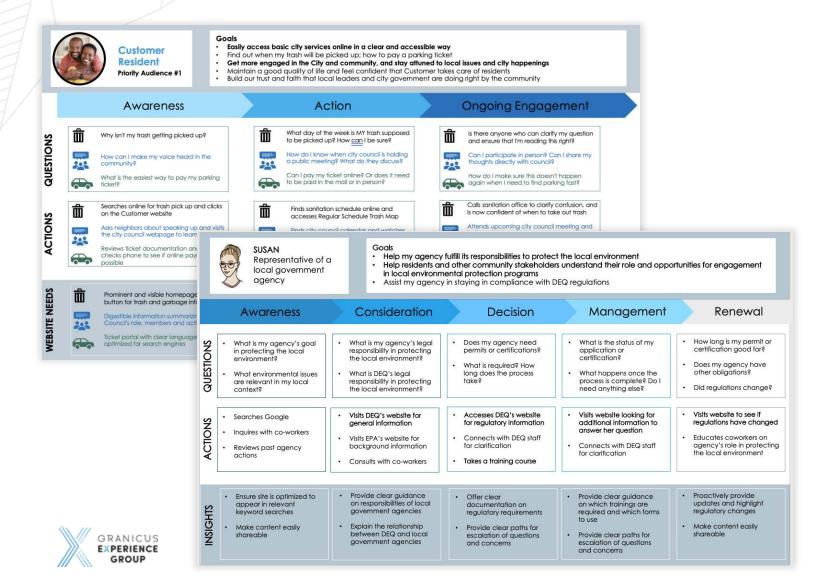
- Section 8 Housing
- How do I get help with housing?
- · Low-income housing
- Housing assistance

KEY WEB PAGES

- Housing Housing Authority
- Eligibility Requirements Housing Authority
- Programs & Services Housing Authority



JOURNEY: Know what you want them to do



Journey maps outline the key questions and actions an audience member would take in their experience with you.

These questions and actions are informed by the goals and pain points outlined in the profiles, allowing you to understand what your audience needs.

Journeys are key to communications, notifications, and multichannel experiences.

National Science Foundation

GOAL: Create a better subscriber experience, reduce clutter, and design more effective governance.

SOLUTION: Perform a comprehensive discovery across internal and external stakeholders to identify pain points and design a better experience for both subscribers and administrators.

OUTCOMES:



75%

Reduction in Listed Topics (from 142 to 36)



54K

Subscribers volunteered additional data points for segmentation



32%

Average Open Rate for three new welcome campaigns



The new welcome campaigns out-performed their account benchmark open rate by ~250% (13% vs. 32%)





Identifying Opportunities

Key data points to track when you're looking to improve your services



DELIVERABILITY

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A/B TESTING

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Identifying Opportunities

Questions to ask when you are looking to improve your services

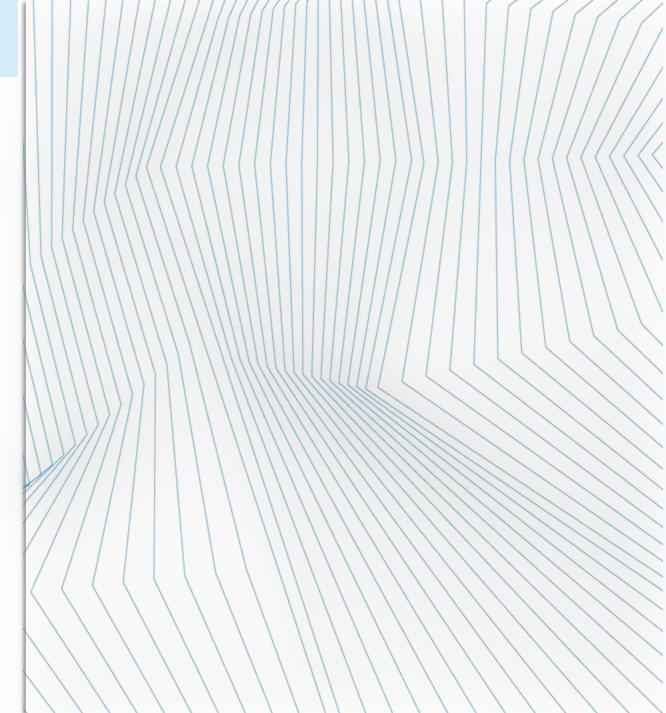
- How many people are starting an application process and making it through to enrollment? How does communication affect our success/failure?
- How are we driving awareness? Are we sending big blasts or focusing our communications to relevant segments?
- What happens when we drive people to our website? Are they able to find what they need easily and intuitively, or do they leave quickly?
- How many subscribers are opening our emails?
- How many subscribers haven't opened our emails in three months or more?
- Would our residents benefit from receiving opt-in SMS/text communications in addition to or instead of email, snail mail, or phone calls?

Awareness

Opportunity #1

- Activate Ohio's technology investments toward customer appetite for digital services.
- Use data to build bridges between communications and programs to augment modernization
- Use welcome campaigns to "strike while the iron is hot"



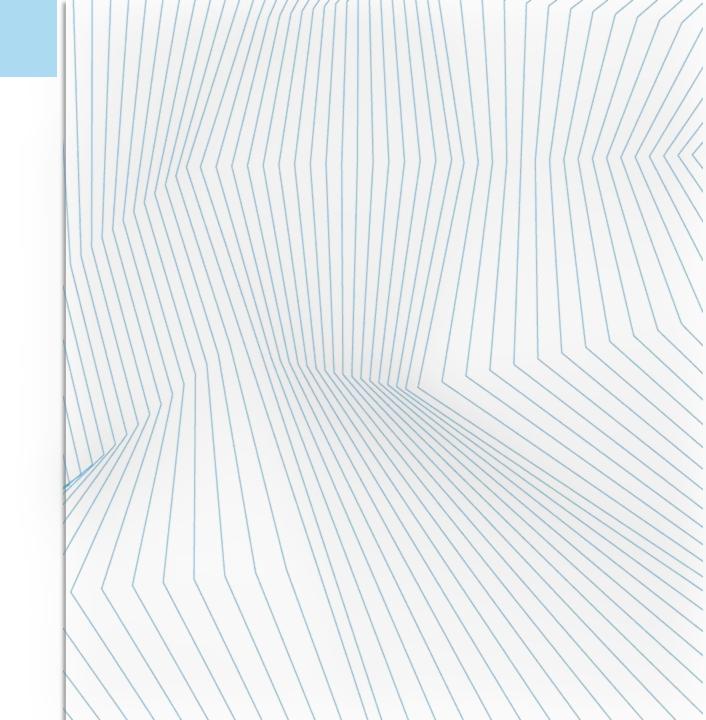


Trust & Consideration

Opportunity #2

- Begin proactive campaigns guided by CX strategic objectives
- Deliver truly innovative experiences augmented by technology





Reach the Targeted Audience

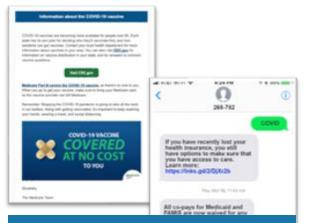
Link proactive messaging with moments that matter



CAMPAIGN PLANS

Extend strategic blueprint into a suite of campaign plans to drill down on goals, audience, messages per campaign, and cadence/timing. Determine data needs, including configuration, topic creation, questions, and data uploads.





CONTENT CREATION & OPTIMIZATION

Draft content for individual messages, opt-in capture points, and toolkits, including visual content and design.

Manage review & approval process across multiple stakeholders. Includes proofreading, editing, verifying link destination, and recommended link shortening.



PROGRAMMATIC MANAGEMENT

Design & optimize drip campaigns, link-tracking parameters and A/B testing strategies. A drip campaign is a series of messages scheduled to send to segmented recipients at preplanned moments. Link-tracking parameters allows us to measure the impact of outreach on site behavior, enabling datadriven decisions.



REPORTING & ANALYSIS

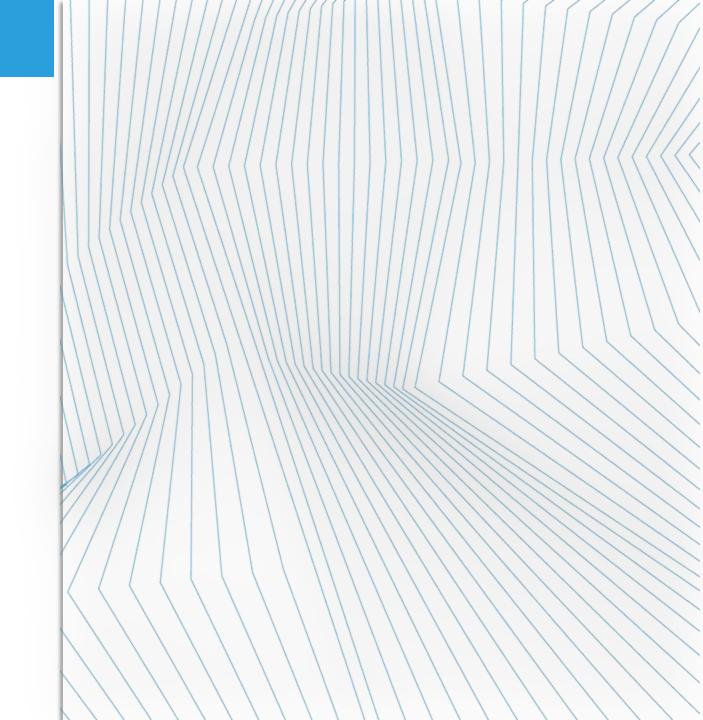
Analyze the growth and effectiveness of the program through regular, custom reports. Track key metrics and trends and uncover insights to inform recommendations for optimization for programmatic and automated messaging.

Decision & Action

Opportunity #3

- Manage candidates' expectations through the end-toend journey from awareness, testing, and applications
- Enhance the enrollment process with multi-channel reminders

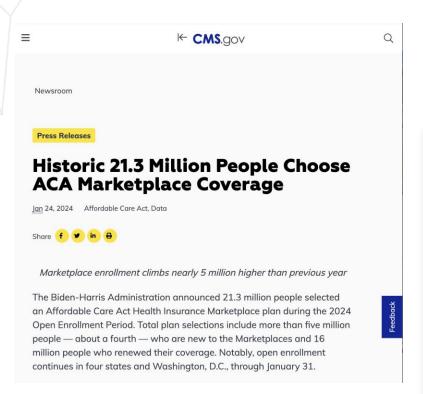




Tech + Expertise

Guide the Journey

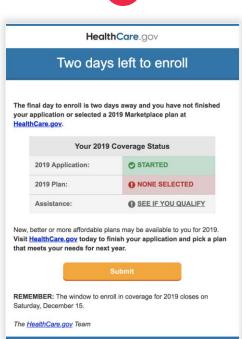
Alleviate anxiety, communicate to empathize and plan for customers going through complex, multi-step processes



HealthCare.gov Medicare.gov







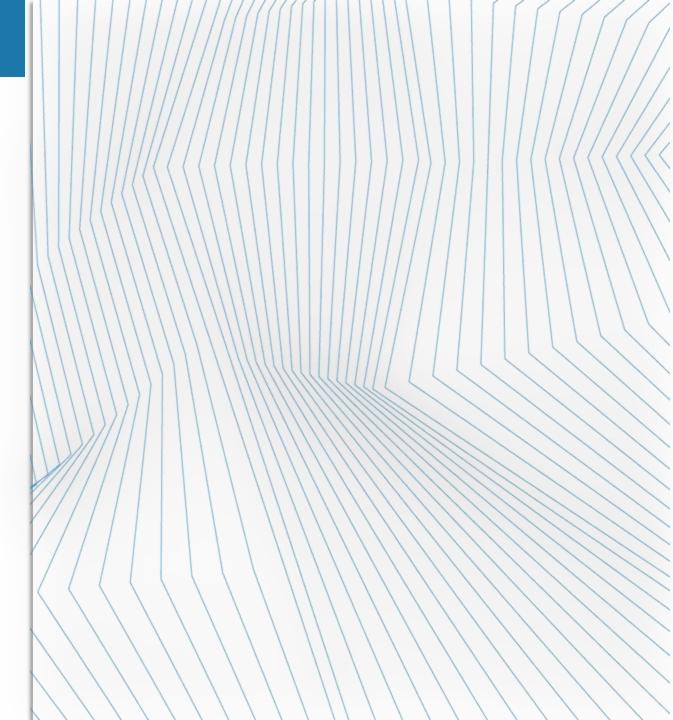


Engagement & Management

Opportunity #4

- Launch multi-channel digital campaigns that continue to build trust and drive engagement
- Make data-driven strategies with reporting & analytics





CASE STUDY:

The U.S. Department of Labor, HIRE Vets Medallion Program

GOAL: Grow program applications

OUTCOMES:



127%

Growth in accepted applications



58%

Increase in program revenue and applicants for Year 2 to 3



232

Repeat applicants, 58 of which are 3X repeats



"We didn't have the budget for a big advertising campaign with billboards or television spots. We had an on-the-ground strategy in each state, and the Granicus Experience Group was critical in helping us expand our audience and awareness at the level we needed."

Randall Smith
 Director of the HIRE Vets Medallion Program

BUILT ON PROVEN APPROACH:

Drive Program Awareness, Adoption & Impact

Our lessons learned from managing millions of journeys for Granicus customers:

- Raise awareness, build trust, and increase participation of programs
- Proactively journey map the customer experience to nurture interest and drive participation
- Provide measurable results that show agency value and CX engagement











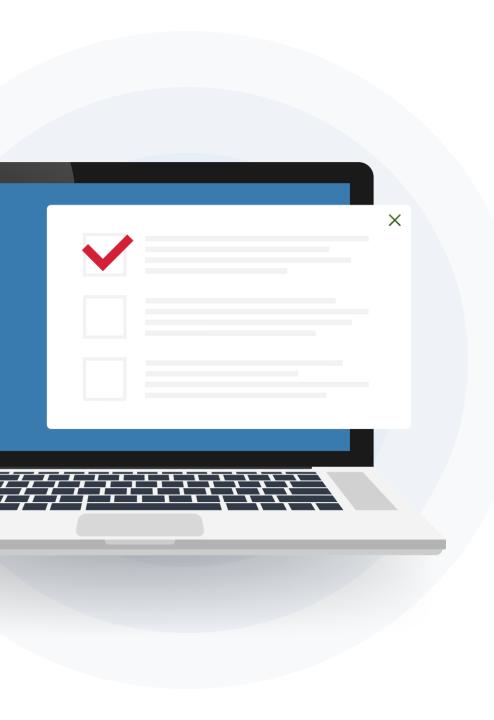
Medicare.gov







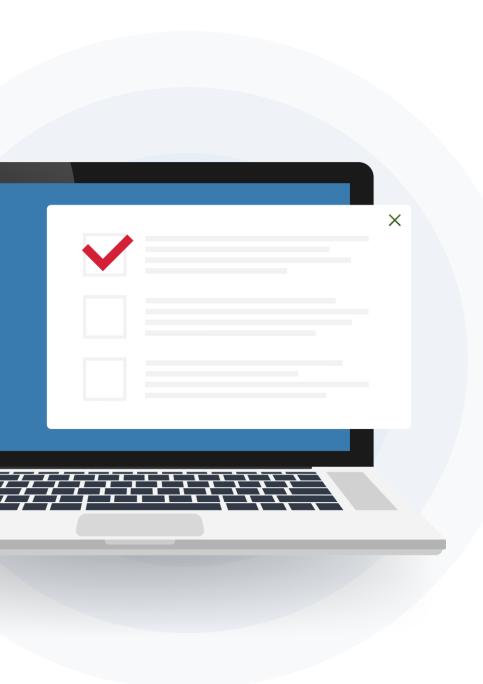
BETTER GOVERNMENT EXPERIENCES, DELIVERED.





Poll: Have you considered adding SMS to your outreach strategy?

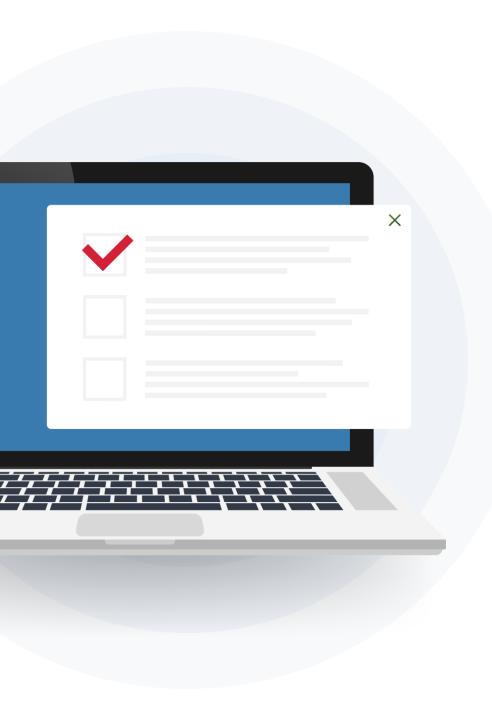
- 1. Yes, we are working on it now
- 2. No, we don't have a need currently
- 3. Haven't thought about it yet
- 4. Already using SMS





Poll: Are you collecting feedback from constituents?

- 1. We are awash in citizen data
- 2. We collect limited citizen data

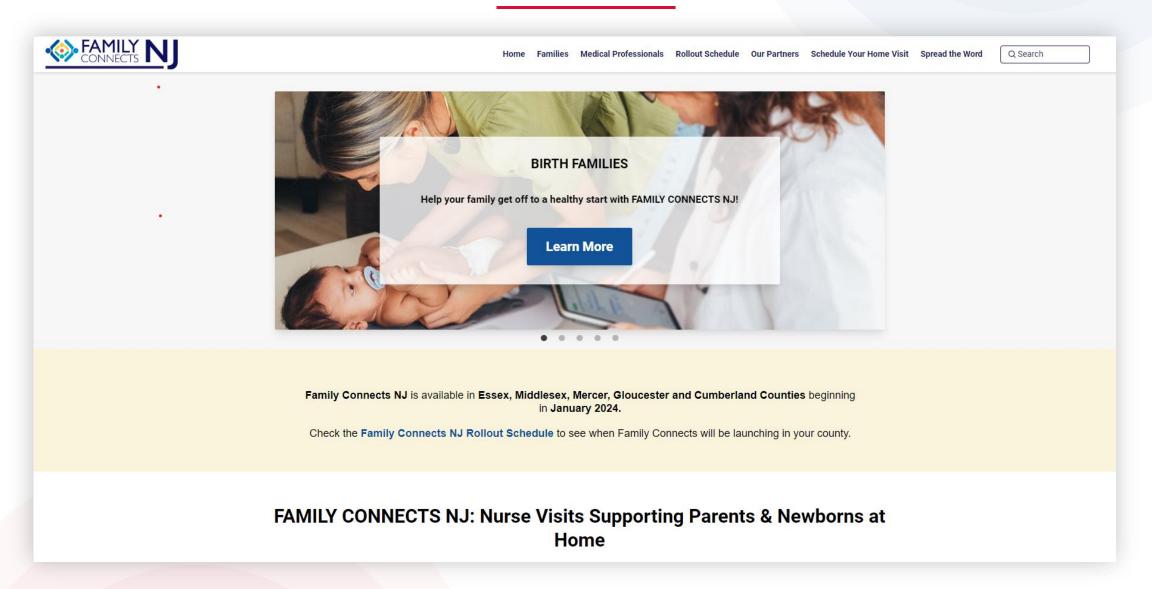




Poll: How do you engage stakeholders and citizens?

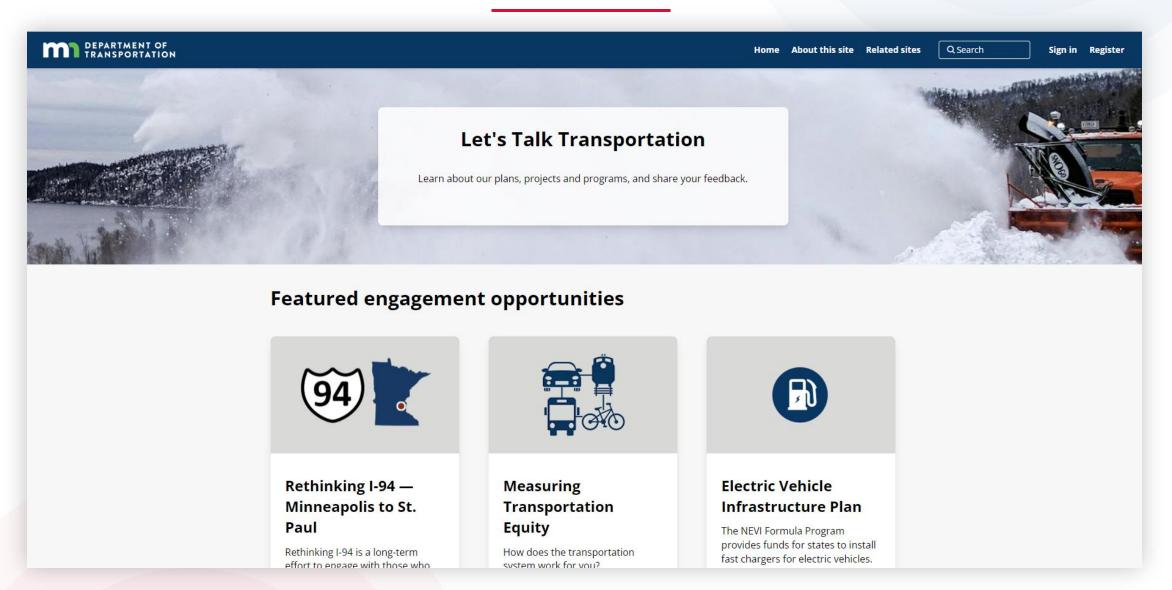
- 1. In-person meetings
- 2. Contact-us form on website
- 3. Surveys
- 4. Polls
- 5. Email
- 6. Full suite digital engagement solution

Examples: NJ Family Connects



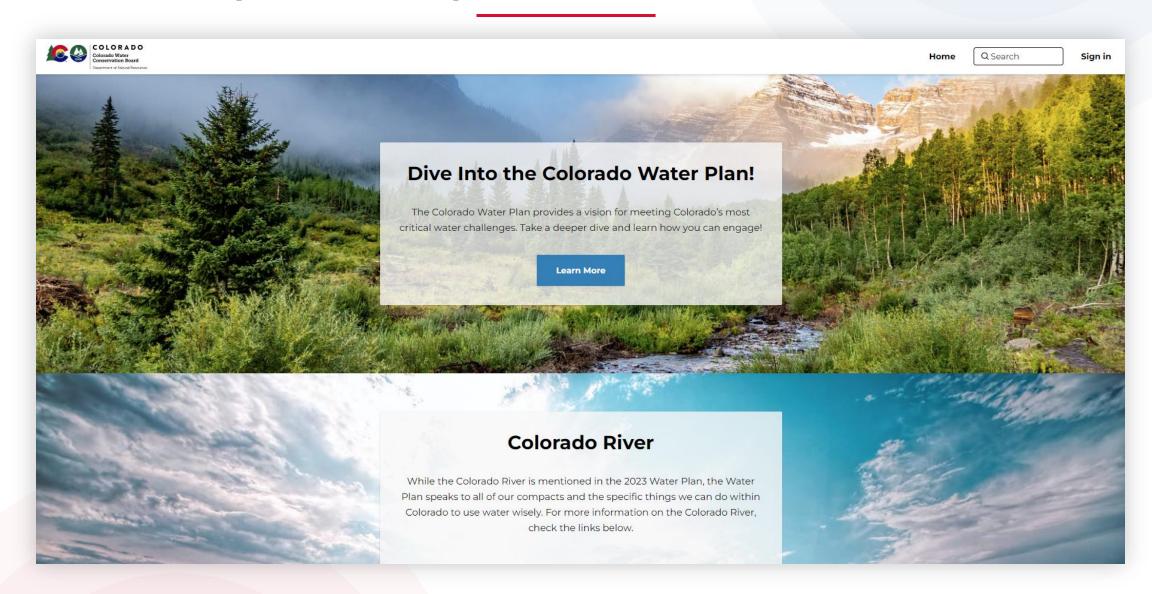


Examples: MN Department of Transportation



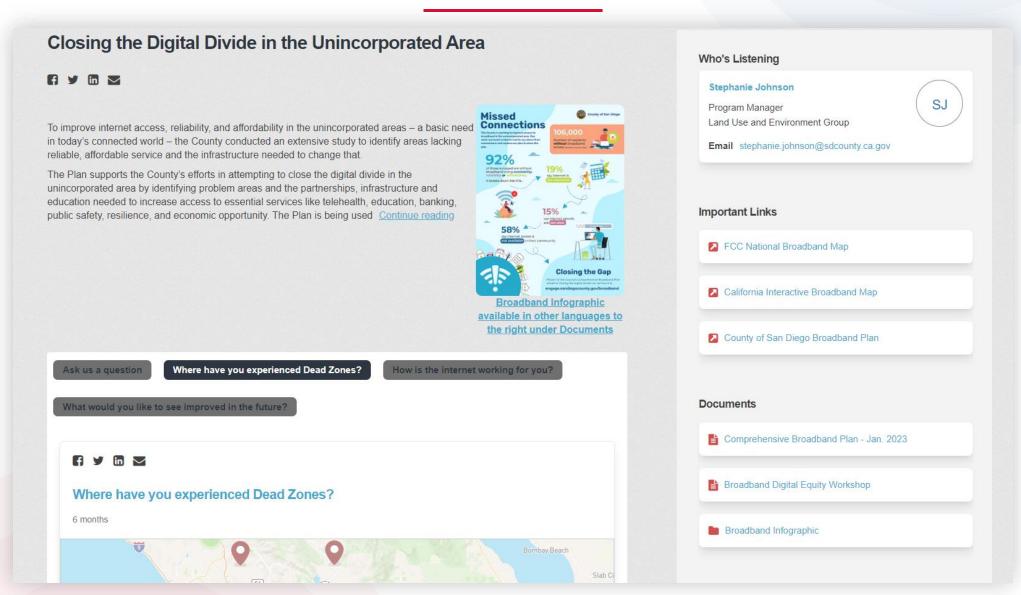


Examples: CO Department of Natural Resources





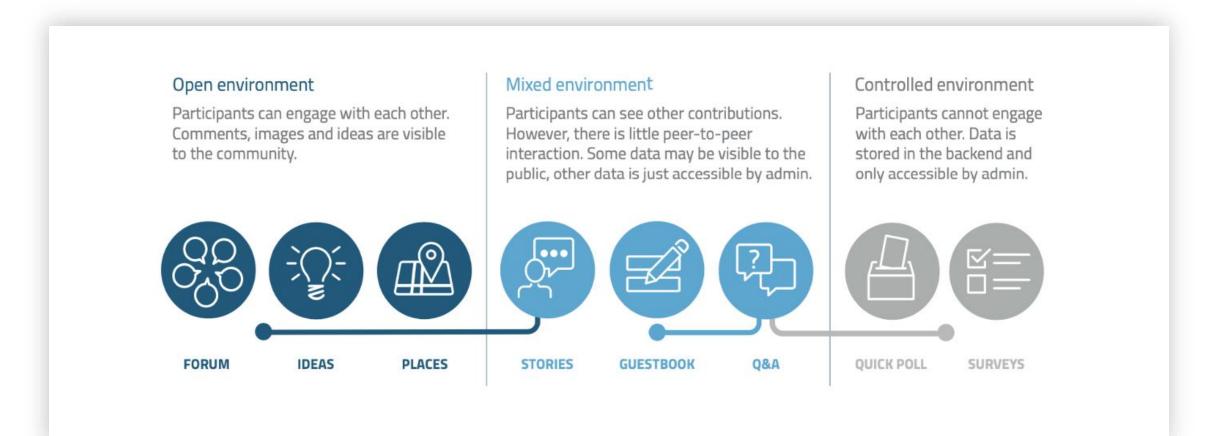
Examples: San Diego County Broadband





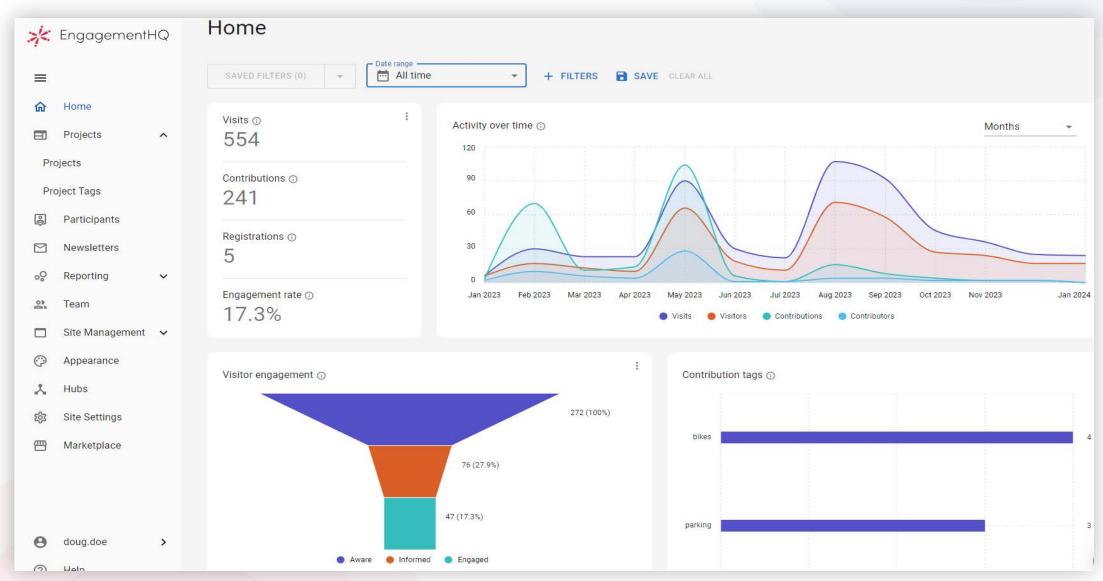
Engagement Platform

Engagement HQ Online Tool Spectrum





Reporting



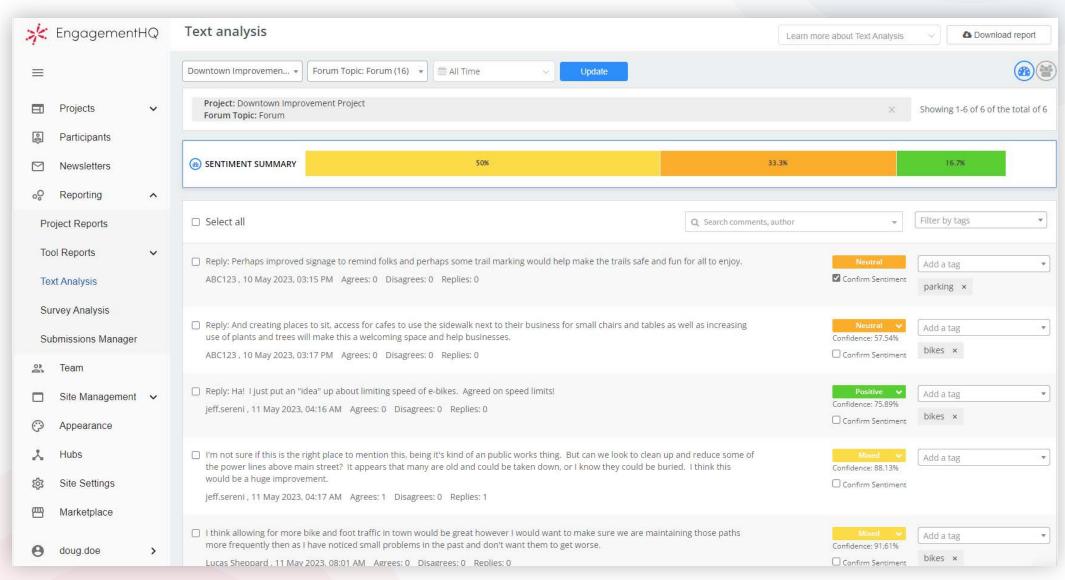


Cultivating a culture of engaged residents

PARTICIPANT SUMMA	ARY	
ENGAGED	335 INFORMED PARTICIPANTS	Participants
INFORMED	Viewed a video	0
	Viewed a photo	30
	Downloaded a document	165
	Visited the Key Dates page	10
AWARE	Visited an FAQ list Page	5
	Visited Instagram Page	0
	Visited Multiple Project Pages	212
	Contributed to a tool (engaged)	61
	* A single informed particip	ant can perform multiple actions

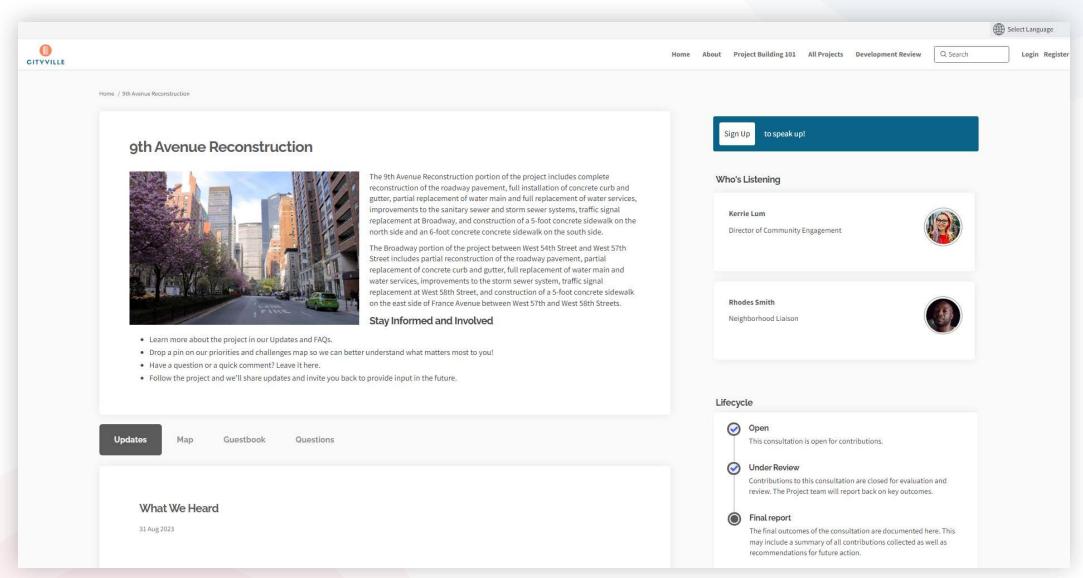


Text Analysis

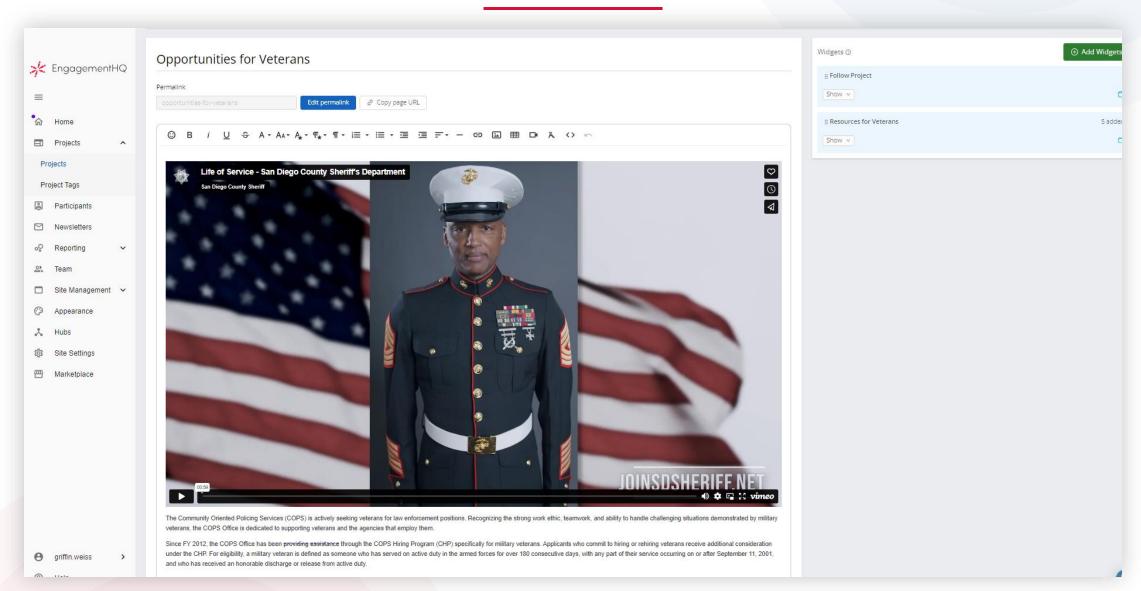




Engagement Platform



User Friendly Administration





Embeddable Project Finder

Find Your Voice Q Search Projects Topics **Reset Filters** Imagine Point Russell 2030 Point Russell Website Redesign **Veterans Services Program «** Previous Next >>





What's Next?

How Granicus can help...

Next steps to continue improving Ohio's outreach:

- Schedule your complementary Strategic Review with Customer Success
- 2. Strategize with Granicus about expanding SMS, TMS, or Advanced Package options
- 3. Meet with GXG to discuss your specific goals and outcomes

Contact <u>Sammy.Mathews@granicus.com</u> for more information



Questions?

Thank You

Questions? Contact info@granicus.com

