

Issue 03

Foveonics Imaging	1
Corvel Corporation	1
Cisco Systems	2
Executive Director's Desk	3

NEW JERSEY ASSOCIATION of COUNTIES

County Government with a Unified Voice

Business Associates Monthly



Save Time, Money and Reduce Liability Through Record Management Services

By: Vincent DeTommaso, Regional Sales Manager

For almost 10 years Foveonics Imaging Technologies (FIT), a New Jersey Based Company has provided local, county and state government with innovative, low cost document management services and solutions.

F.I.T. is a New Jersey State Contract provider of microfilm conversion services for the Motor Vehicle Commission successfully producing over 100 million images of microfilm for the state. This multi-year contract involves producing microfilm for over 65 MVC branches throughout New Jersey. NJMVC faced a daunting challenge of what to do with a mounting backlog of paper. Boxes of paper were stacked in prime real estate space. In addition, the MVC Staff had been downsized. By scanning the backlog of paper the MVC consolidated their organization and reduced expenses.

Most recently Foveonics has been awarded the Somerset County Cooperative for a second consecutive time. This very large Master Contract Agreement has

over 100 participating agencies; which includes over 9 counties in New Jersey, and a few dozen municipalities. The Somerset County Cooperative allows participating agencies to purchase small and large format scanning, indexing and 16mm and 35mm microfilm directly from the contract. Over the last couple of years counties and municipalities looking to save money have utilized the Somerset County Cooperative. One of the participating members was the City of Livingston. Livingston had embarked on a comprehensive record management plan that would have long term savings for the city. Livingston's objective was to consolidate the amount of locations that valuable paper was stored, reduce the search time that Open Public Records requests take, digitize documents from various departments that would possibly unlock potential revenue, increase efficiencies between departments, easily maintain record retention schedules that meet NJ DARM requirements and finally reduce the dependency of paper.

Continued on Page 4

WELCOME NEW BUSINESS ASSOCIATES

County and Municipal Consumer Agencies of New Jersey (CAMCA) - A statewide consumer advocacy organization made up of county and municipal consumer office Directors from around New Jersey.

Global Tel*Link (GTL) - A telecommunications company providing services to correctional facilities.



Workers' Compensation Management

By: Jed Hoban, Account Executive

Understanding the unique needs of New Jersey municipalities where budgets are a major concern, along with diverse employment descriptions and job settings is CorVel's core focus. Our innovative solution combines claims technology with industry leading medical cost containment for your existing safety program.

CorVel offers a unique approach to claims administration and cost containment for municipalities. Our experience with municipalities provides an innovative, integrated service model that controls claims by advocating medical management at the onset of the injury. Nurse advocacy services are available by telephone before and after working hours to ensure immediate access

to care for your unique mix of occupations that can include government administrators, maintenance workers, engineers and planners, parks and recreation, utility services, law enforcement and fire, construction, and human services.

Our services decrease administrative costs and improve return to work outcomes. CorVel offers a personalized treatment program that uses precise treatment protocols – advocating timely, quality care for municipal employees. CorVel's integrated claims management and managed care model has proven to deliver hard dollar savings (compared to traditional programs) with fewer indemnity claims, shorter indemnity

Continued on Page 2

SAVE THE DATE!

NJAC Foundation Annual Golf Outing September 26, 2011 at Mercer Oaks Golf Course



Cisco Systems

By: Larry Royce, Regional Sales Manager

With state and local government budgets shrinking and continued federal intervention unlikely, state and local government organizations face tough decisions in the months and years to come. In light of this new reality, technology and finance leaders are joining forces to help cut the cost of government, without cutting the vital services constituents have come to depend upon.

Budget hawks and technology advocates are aligning to create innovative service options that don't break the bank. Really innovative leaders are also making sure that technology investments will be sustainable and expandable in future years, without massive overhauls and replacements.

"By thinking big, North Kingstown surpassed its IT challenges and built a regional service center servicing multiple communities. By pooling together, each city would pay less for its IT services due to economies of scale. This is about using money wisely. We saw a seven-to-one savings by going to virtual instead of physical servers... and seven to one again in storage virtualization." -Jason Albuquerque, North Kingston, RI

Today, technology isn't a necessary evil, it's a necessary enabler of 21st century government. Constituents expect to engage government in the same way they engage their peers, friends, and relatives, and if that interaction can actually save money, time, and the environment, then that's the very definition of a positive return on investment!

"A recent report on cloud computing from IDC Government Insights showed that '... the U.S. General Services Administration (GSA) estimates that it has lowered the cost of hosting and support for USA.gov by 72 percent annu-

ally by moving it to the cloud." – John Miri, Center for Digital Government

Want to be green *and* save some green? By thinking about network infrastructure before undertaking a building project, governments can not only save money, but also the environment. Ave Maria University, Florida implemented smart building practices and saved over \$1 million in building costs by eliminating the redundant wiring and cabling of multiple isolated building systems. The university reduced staffing costs by enabling IT to assume tasks of building maintenance staff (estimated \$350,000 annual savings), and enabled significant efficiencies in utility usage (estimated \$600,000 in annual savings).

Even public safety is not immune from budget cuts, although expectations have increased from constituents. By making full use of the network from arrest through trial, sentencing and parole, governments can enable a safer judicial system that is also more efficient and cost-conscious. The city of San Antonio, Texas has reduced operating expenses and increased public safety by using video capabilities for a variety of applications, including remote testimony and arraignment, virtual trials, and translation services (in multiple languages and even sign language).

Cutting costs does not have to mean cutting government. The reality is that technology is available that can help maintain or cut current costs, while actually helping to increase service levels and citizen satisfaction.

To learn more about cutting the cost of government, and how Cisco can help, visit www.cisco.com/go/statelocal, and download the free whitepaper, *Cutting the Cost of Government – Uniting Finance and Technology for Innovation*.

CorVel Corporation - Continued from Page 1

claims durations and lower average claim cost. CorVel's systems are easy to use and offer real time 24 hour access to all of your claims data as well as benchmarking analysis and financial reporting tools. Our system leverages timely information to keep you within budget and injury outcome goals. The large investment CorVel continues to make into our technology platform focuses primarily on how to

benefit our customers. Our proprietary web portal, Care^{MC}, streamlines processes which, in turn, save our clients time and money.

To learn more about reducing reporting claims to lower claims costs by up to 30% please contact Jed Hoban at 973-360-6516, jed_hoban@corvel.com or visit www.corvel.com.

Mission Statement

NJAC is committed to advocating for legislation, regulations, and policy directives that empower county governments to operate more effectively and efficiently. As a non-partisan organization that represents the only true regional form of government in the State with a unified and proactive voice, NJAC is dedicated to advancing innovative programs and initiatives for the sole purpose of saving valuable taxpayer dollars.

Monday	Tuesday	Wednesday	Thursday	Friday
25	26	27 Legislative Committees	28 Monmouth County Fair	29 Monmouth County Fair
1 Middlesex County Fair	2 Middlesex County Fair	3 Middlesex County Fair	4 Senate Quorum	5 Middlesex County Fair
8	9 Essex Co. Concert in the park	10 Union Co. Concert in the park	11	12
15	16	17 Union Co. Concert in the park	18 Essex Co. Concert in the park	19 Legislative Committees
22	23	24 Union Co. Concert in the park	25 Leg. Voting Session	26

Foveonics Imaging - Continued from Page 1

There are many advantages and savings associated with Records Management that counties and agencies just like you can experience; For example,

- Reduce office management Costs...
- Reduce costly searches for lost or missing files (OPRA)
- Departments can share information with safeguards in place
- Reduce time and effort required to reconstruct vital information in the event of a file loss or disaster
- Re-organize real estate space, free up expensive space

- Less costly and more secure than public storage
- Safe, secure records environment
- 100% accurate and effective inventory of your records and data
- Quick, easy and accurate access to your information

To learn how Foveonics Imaging Technologies can potentially save you money through the Somerset County Cooperative please contact us on 908-627-2202 or visit our website at www.foveonicsimaging.com

From the Executive Director’s Desk

Don’t miss several of our upcoming events designed to provide you with opportunities to showcase how your business will help county governments operate more effectively and save valuable taxpayer dollars.

As a valued business associate of the New Jersey Association of Counties (NJAC), you’re invited to host a luxury box at beautiful **MERCER COUNTY WATERFRONT PARK** on **AUGUST 31ST** for a terrific minor league baseball game between the *New Hampshire Fisher Cats* and *Trenton Thunder*. We’re offering (4) hosting opportunities at \$750.00 per host, which are available on a first come first serve basis as seating is limited to a maximum of 30. All Hosts will receive two tickets to the game, permitted signage and visibility, and a unique opportunity to network with our county officials.

We’re also pleased to announce that the NJAC Foundation will dedicate 50% of the proceeds from its **ANNUAL GOLF OUTING** on **SEPTEMBER 26TH** to the National Guard State Family Readiness Council (NGSFRC). NGSFRC is a 501 (C)(3) non-profit organization dedicated to providing significant assistance to deployed military personnel and their families. This is the first time that we’re hosting this event at one of our county-owned golf courses at Mercer Oaks West in conveniently located Princeton Junction. Please make sure to contact us at (609) 394-3467 or visit our website for additional details about these highly anticipated events.