Welcome APA

Peter Watts, CEO, Solutionize

Managing partners of COIN

COIN: communications and resource sharing infrastructure. For local government & affiliates, regionally and nationally

• Private – Public partnership between NACo (National Association of Counties) and Solutionize

• Members span local government officials and many lines of business
  • Large constituency of Engineers, who use to manage committees and for private information sharing

• Free for local government to use.
GOAL

Start the new conversation:

Embedding security into plans for new infrastructures

- COIN for APA members and collaboration:
  - Organized communications
  - Expertise sharing
  - Information sharing
    - Restricted
    - Public

- Expert panel to provide perspectives
  - Professional Association executives
  - Physical Security & Cybersecurity
TEAM:
- Presentations
- COIN Demo
- Q&A

- **Peter Watts**: CEO, **Solutionize**, co-founders and managing partners of COIN
  Introduce and demonstrate COIN

- **Bert Jarreau, Chief Innovation Officer, National Association of Counties**
  Perspective as head of NACo’s Cyber Security practice, and driving force behind COIN

- **Brian Roberts, Executive Director, National Association of County Engineers (NACE)**. NACE is a large professional group involved in the transportation infrastructure, and a large user of COIN across the NACE executive ranks and committees.
  How professional associations like NACE use COIN - Committees, Information sharing

- **Terri Jones, Government Industry Marketing Manager, Hyland Software**. Hyland is a leader in ECM - Enterprise Content Management, an essential ingredient in secure management of critical documents, such as infrastructure plans. Hyland has thousands of government clients & deep expertise in planning.
  ECM as a fundamental step in document security – from day 1 of planning

- **Peter Van Kirk, Director, Government Security Solutions, Safeware Inc**. Safeware is a leading provider of physical security solutions, and Peter is a national speaker on the government circuit.
  Local government procurement process; how best to embed security into planning process
• COIN Cyber portal - summer 2015
• COIN and State Associations of Counties program with Dept. Homeland Security collaboration
  • Syndication of CyberSecurity information down to the lowest level of local government: Actionable by everyone
• Due to San Bernardino, COIN and US Communities (a leading local government procurement cooperative) agreed to collaborate
  • To extend the portal for physical security

From all of these partnerships the goal is to be the place to go to learn about and discuss security in local government.
USE:

• Extend COIN as a resource for Planners to communicate and share information and resources
  • To help build security into new infrastructures

LEARN

• Access COIN Supplier Zone to learn about security solutions
  • ongoing information sharing and events

Example shown: Transportation infrastructure dialog
Speakers
• Simple registration process
  • Set preferences for information delivery to you
  • Connect with members

• Topic based discussions
  • We will create a topic for Planners

• Groups
  • Private & Public, with
    • Information sharing, for documents and video - with folders
    • Conversations

• Information Exchange
  • General
    • How users provide content for sharing
  • Security
    • Homeland Security collaboration with State Association of Counties
    • Driving actionable guidance to all users

• Hot Topics
  • Creating a national expertise exchange, by subject

• Supplier Zone
Call to action:

Planners Using COIN

- COIN will create Planning topic to enable discussion between any members
  - Announce at Legislative Conference, February 20, DC

- Next step:
  - For maximum association and member value, we invite APA leadership to engage and discuss COIN use and information strategy; specifically the approach to using
    - GROUPS
      - By subject or region or county ...
      - Private or Public
    - INFORMATION EXCHANGE
    - HELPING HANDS
      - APA expertise exchange
Contact information

- Peter Watts: CEO, Solutionize, co-founders and managing partners of COIN
  
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  Peter Van Kirk  [pvankirk@safewareinc.com](mailto:pvankirk@safewareinc.com)
End

- Panel discussion / conclusion
• NACE
National Association of County Engineers
“The Voice of County Road Officials”
NACE Prime Objectives:

- To advance county engineering and management by providing a forum for exchange of ideas and information aimed at improving service to the public.
- To foster and stimulate the growth of individual state organizations of county engineers and county road officials.
- To improve relations and the spirit of cooperation among county engineers and other agencies.
- To monitor national legislation affecting county transportation/public works departments and through NACo, provide NACE’s legislative opinions.
Regions & State Affiliates

(31 State Affiliates Shown in Green)
Membership

- More than Engineers
- 1900 members, over 1300 counties
- Diverse – Rural/Urban
Association Challenges

- Small Staff
- Limited Resources
- Large “Footprint” – 45% of US Road Miles
- High Membership Expectations
- Seven Active Committees
- How do you manage all this?
Use of COIN

- Set-up restricted groups for committees
- “Force” committee members to sign-up
- Very effective in posting meeting materials, critical documents, reports
- Central source for housing historical and current material
Examples:

- Safety and Technology
- Pavement Preservation
- Structures
- Emergency Preparedness
- Membership Services
- Legislative
- Stakeholder Partnering
- Corporate Services
• Hyland
The ECM Model – What It Teaches Us about Security

• Hyland Software, creators of OnBase
  • Founded in 1991
  • Based outside of Cleveland, Ohio
  • 15,000 lifetime customers
  • 2,000 government customers
The ECM Model – What It Teaches Us about Security

• **OnBase, by Hyland**
  • Enterprise information manager or enterprise content management
    • Reduce paper and forms
    • Automate and improve process
    • Records management and preservation
    • Provide mobile and remote access
    • Capture data
    • Bring data and documents together
The ECM Model – What It Teaches Us About Security

- ECM offers 2 key security lessons
  - First, key security tool to protect sensitive and confidential information

  - **Access Control**
    - Complete audit trail of access, authentication

  - **Encrypted images and keywords**
    - 256-bit encryption for search terms

  - **Redundant systems**
    - Ensure access and preservation of key information, documents and records

  **ECM Content Repository**
  - Preserves records, provide access during events
The ECM Model – What It Teaches Us About Security

- ECM offers 2 key security lessons
  - …..and a key security model

- A network “configuration” that is policy-based
- Encryption in place and in transit
- Access Control: Restrict and track access, secure
- ECM Content Repository preserves records, offers redundancy
The ECM Model – What It Teaches Us about Security

- ECM provides both better security and better government...

- Cheaper and faster government
- Mobile access
- Collaboration
- Self-Service
- Automation
- Access Control
- Encryption
- Redundant systems
- Single, secure, redundancy repository for content
  Preserves records, provide access during events
Thank You!

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