

INK APPLICATIONS AND REVENUE PORTFOLIO



What services do we provide?



Who do we serve?



How are convenience fees determined?



What are no-charge services?

WHAT ARE THE APPLICATIONS PROVIDED BY INK?

Portal-Developed Application - An app developed by the portal or in conjunction with a portal partner and is currently in production. This does not include an enhancement to an existing application.

103

ENTERPRISE APPLICATIONS



Total # deployments of **Enterprise Applications**



Enterprise Applications - Applications that can be deployed to multiple customers or jurisdictions. Examples include TPE (payment processing), OTC (over the counter), and AppEngine services.



754

EVERYTHING ELSE



Total # of other **Application-Related Deployments** that do not fit into #1 or #2.



Primarily websites but also includes things like Alexa apps.



145

LOTS OF
SERVICES

Total number of services
provided to government
agencies in Kansas

1002

WHO WE SERVE

Kansas government agencies served

409

We currently provide services to 50 state agencies and boards.

This also includes:

- School Districts – 76
- Cities – 119
- Counties – 100
- State Entities – 50
- Libraries – 15
- Rural Water Districts – 12

CONVENIENCE FEES

How are fees determined?

They are never set by KIC. We can recommend and provide guidance. The Agency always has final approval of fees.

Fees are agreed upon between INK and the Agency.

Fees are never adjusted without approval of the agency.

Depending upon the service a portion of the convenience fee may go to the agency. In all cases, INK gets 15% and KIC gets 85%

Payment processing is a standard fee. But may be incorporated in the convenience fee

TIME AND MATERIAL CONTRACTS

They are permitted but we typically don't seek those kinds of projects. We do best with projects where we continue to be accountable for the solution.

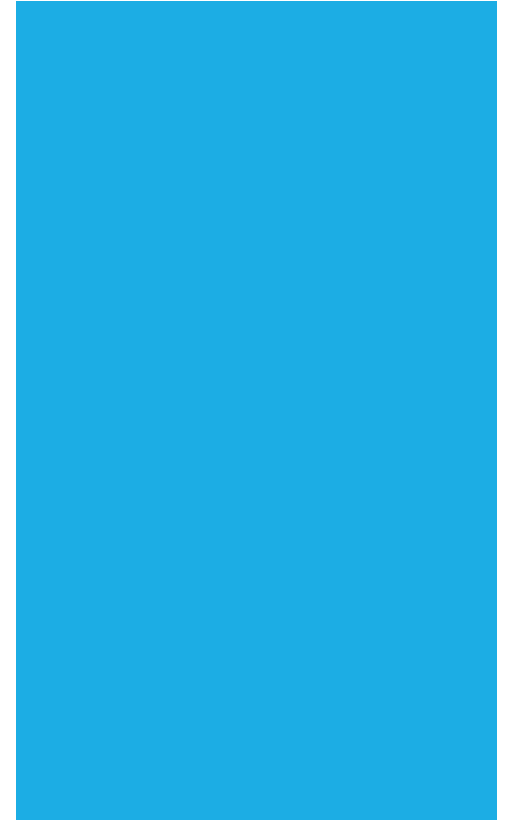
NO CHARGE SERVICES

The majority of the services we provide are at no charge to the agency or the citizen.

This is core to the way INK benefits the citizens, agencies, and businesses of Kansas.

These include services such as Amber Alerts, most websites, Webfile, and Agent Kay.

Many services that do have a convenience fee do not cover the cost of development and ongoing hosting.



OTHER INFO

Probably the most “used” service is the Certificates of Good standing. Free to look at. Crawled constantly. Hit thousands of times a day.

We have services that date back to 1992. However, these have been rebuilt a number of times over the years.

The Kansas Department of Revenue, Kansas Secretary of State, and Office of Judicial Administration are the largest users of our services.

Another key revenue source is payment processing – online and over the counter. Currently this represents nearly 23% of the revenue generated INK. We also serve over 400 Kansas government entities through our payment processing.

We also work closely with various private entities including businesses that purchase government records.