

TICC 05-06-2026

#2

Presentation on CityCites  
Civic Technology Platform

Presentations



Helping Cities Excel

# City Cites

Patent Pending

[www.citycites.io](http://www.citycites.io)



# Our Mission

*Every year governments spend ~\$2 -3B on acquiring relevant data*

We use proprietary AI to curate complex data sets in real time for City, County, & Government agencies to help transparently deliver fiscal & operational efficiencies resulting in increased trust in government

**CityCites can save ~20% of outsourcing cost and about ~20% of internal resource costs.**



# Before & After

Current State	Impact on Municipalities	CityCites Proprietary AI	Future State with CityCites
<p>Fragmented data systems</p> <p>Budget pressures* -GFAO &amp; ICMA</p> <p>Work overloads</p>	<p>Time &amp; resource allocation</p> <p>Budget Deficits</p> <p>High consulting costs</p>	<p><b>Algorithm combines domain knowledge with AI power.</b></p> <p>* Publicly sourced data &amp; no sensitive data captured or used</p> <p>*Ethical AI w/no bias</p>	<p>Curating &amp; synthesizing data from disparate sources</p> <p>Real-time data, metrics &amp; analytics</p> <p><b>Instant benchmarking, peer collaboration, etc.</b></p>

The third force is *volatility*. Perhaps the most important source of volatility that the modern budget must contend with is information. The amount of information and access to it has been increasing exponentially over the past decades. The year 2001 produced double the amount of data\* that had been produced in the history of mankind. 2002 doubled 2001.<sup>11</sup> These nonlinear increases have continued since then, and the trend is expected to continue into the future, as shown in Exhibit 2.<sup>12</sup>



CityCites Product	Value	Strategic Vision Framework (Adopted March 2025)	USE CASES
Decisionmaking and Community Investment Tracker  CityCites Scores and Placemaking Scores	<ol style="list-style-type: none"> <li>1. Community engagement and trust</li> <li>2. Promotes business growth and investment</li> <li>3. Address inequities in access to public spaces</li> <li>4. Create vibrant, inclusive neighborhoods,</li> </ol>	<ol style="list-style-type: none"> <li>1. Public Engagement &amp; Transparency</li> <li>2. Enhance Quality of Life</li> <li>3. Environmental Sustainability</li> <li>4. Small Business Revitalization</li> </ol>	<ol style="list-style-type: none"> <li>1. Dashboard on the City Website</li> <li>2. City leadership and council discussions with business leaders</li> <li>3. Town Halls, Council Meetings,</li> </ol>
NA & Affordable Housing Dashboard	Builds public trust through radical transparency.	<ol style="list-style-type: none"> <li>1. Balanced housing</li> <li>2. Affordable Housing</li> <li>3. Addressing Homelessness</li> </ol>	<ol style="list-style-type: none"> <li>1. Real time updates on City Website as and when data is available</li> <li>2. Updates in Town Halls, Council meetings, and Workshops</li> </ol>
Budget Tracker Benchmarking	A GFOA & ICMA etc -recommended best practice that leads to <ol style="list-style-type: none"> <li>1. Clear financial visibility,</li> <li>2. Performance benchmarking, and</li> <li>3. Data-driven decision making.</li> <li>4. Collaboration for best practices</li> </ol>	<ol style="list-style-type: none"> <li>1. Fiscal Resilience:</li> <li>2. Ensure long term financial stability</li> </ol>	<ol style="list-style-type: none"> <li>1. City Leadership, Council Members and ALL city departments</li> <li>2. City website dashboard for enhanced transparency</li> </ol>

# Community Investment & Placemaking Tracker



CityInsites
Settings
I
Ishaan Avinash  
Cupertino
Admin
Logout

AI Budget Agent
Cupertino

Ask me anything about Cupertino's budget — spending trends, peer comparisons, grant opportunities, and more...

e.g. How does Cupertino compare on public safety spending?

Ask

ECONOMIC

ENVIRONMENTAL

SOCIAL

POLITICAL

Spending / Resident	<b>\$2,143</b>	Air Quality Index	<b>27 — Good</b>	Total Population	<b>60,381</b>	Voting Age Pop (est.)	<b>46,493</b>
Revenue / Resident	<b>\$1,590</b>	Parks in City	<b>33 parks</b>	Median Household Income	<b>\$234,707</b>	Democrat	<b>72.7%</b>
Overall Budget	<b>\$129.4M</b>	Climate Action Spending	<b>\$336/res</b>	Home Ownership	<b>60.6%</b>	Republican	<b>25.2%</b>

## Relevant Census Data at your fingertips

🏠 Housing & Census Comparison Census ACS 2024

Metric	Cupertino	San Ramon	Edge
Median Household Income	\$234,707	\$196,161	✅ +19.7% vs ▼
Median Home Value	\$2,000,001	\$1,509,500	—
Median Gross Rent	\$3,501/mo	\$2,968/mo	—
Monthly Owner Cost (Mortgaged)	\$3,239/mo	\$4,001/mo	—
Vacancy Rate	5.1%	2.1%	▼ +142.9% vs ✅
% Owner-Occupied	57.5%	69.4%	▼ -17.1% vs ✅
Total Housing Units	22,158	30,744	—
Effective Property Tax Rate	0.139%	0.082%	—
Est. Annual Tax per Home	\$2,779	\$1,232	—

# Grants Matching

**\$ Funding Opportunities (12)**

Relevant grant opportunities based on your budget recommendations:

**1** **FY 2025 RURAL CAPACITY BUILDING FOR COMMUNITY DEVELOPMENT AND AFFORDABLE HOUSING GRANTS (RCB)**

**COMMUNITY DEVELOPMENT**

Federal grant opportunity from Department of Housing and Urban Development. Opportunity number: CPD-2600-DC-0008.

**Amount:** Amount varies  
**Deadline:** Not specified  
**Agency:** Department of Housing and Urban Development

[View on Grants.gov](#)

[Track This Grant](#)

**2** **COMMUNITY SERVICES BLOCK GRANT (CSBG) COMMUNITIES OF PRACTICE (COP)**

**COMMUNITY DEVELOPMENT**

Federal grant opportunity from Administration for Children and Families - OCS. Opportunity number: HHS-2026-ACF-OCS-ET-0029.

**Amount:** Amount varies  
**Deadline:** Not specified  
**Agency:** Administration for Children and Families - OCS

[View on Grants.gov](#)

[Track This Grant](#)

**3** **TRAINING-BASED WORKFORCE DEVELOPMENT FOR ADVANCED CYBERINFRASTRUCTURE (CYBERTRAINING)**

**COMMUNITY DEVELOPMENT**

Federal grant opportunity from U.S. National Science Foundation. Opportunity number: 23-520.

**Amount:** Amount varies  
**Deadline:** 1/21/2027  
**Agency:** U.S. National Science Foundation

[View on Grants.gov](#)

[Track This Grant](#)

**4** **BJA FY25 CAPITAL CASE LITIGATION INITIATIVE: IMPROVING THE QUALITY OF LEGAL REPRESENTATION IN STATE CAPITAL CASES**

**CAPITAL IMPROVEMENTS**

Federal grant opportunity from Bureau of Justice Assistance. Opportunity number: O-BJA-2025-172492.

**Amount:** Amount varies  
**Deadline:** 5/13/2026  
**Agency:** Bureau of Justice Assistance

[View on Grants.gov](#)

[Track This Grant](#)

**5** **VETERANS CEMETERY GRANTS**

**CAPITAL IMPROVEMENTS**

Federal grant opportunity from VA National Cemetery Administration. Opportunity number: VA-NCA-VCGP-2026.

**Amount:** Amount varies  
**Deadline:** 7/1/2026  
**Agency:** VA National Cemetery Administration

**6** **NATIONAL CENTER FOR CONSTRUCTION SAFETY AND HEALTH RESEARCH AND TRANSLATION (US4)**

**CAPITAL IMPROVEMENTS**

Federal grant opportunity from Centers for Disease Control and Prevention - ERA. Opportunity number: RFA-OH-24-001.

**Amount:** Amount varies  
**Deadline:** 12/1/2026

# CityCites Scores

**Cupertino** **Large City**

**CityCites Placemaking Score** **Top Quartile**

**42.7** /100 · 89th percentile ★

Excellent - Better than 89% of cities

**Quality of Life Metric**

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**Air Quality Index (AQI)**

**26** Good 😊

**Primary Pollutant:** O3  
**Reporting Area:** San Jose

**Data from AirNow.gov**

# RHNA real-time Dashboard

**Housing & Land Use** Cupertino Census ACS 2024

TOTAL HOUSING UNITS	OWNER-OCCUPIED UNITS	VACANCY RATE	MEDIAN HOME VALUE	MEDIAN GROSS RENT
<b>22,158</b> <small>21,020 occupied</small>	<b>12,741</b> <small>of total housing stock</small>	<b>5.1%</b> <small>1,138 vacant units</small>	<b>\$2,000,001</b> <small>owner-occupied · Census ACS</small>	<b>\$3,501/mo</b> <small>per month</small>

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**PROPERTY TAX ANALYSIS** BUDGET ACTUALS + CENSUS ACS

EFFECTIVE TAX RATE	EST. ANNUAL TAX PER HOME	TOTAL PROPERTY TAX REVENUE	MEDIAN MONTHLY COST (MORTGAGED)
<b>0.139%</b> <small>taxes + assessed value</small>	<b>\$2,779</b> <small>property tax + owner units</small>	<b>\$35.4M</b> <small>city budget · annual</small>	<b>\$3,239/mo</b> <small>all owner costs incl. taxes · Census ACS</small>

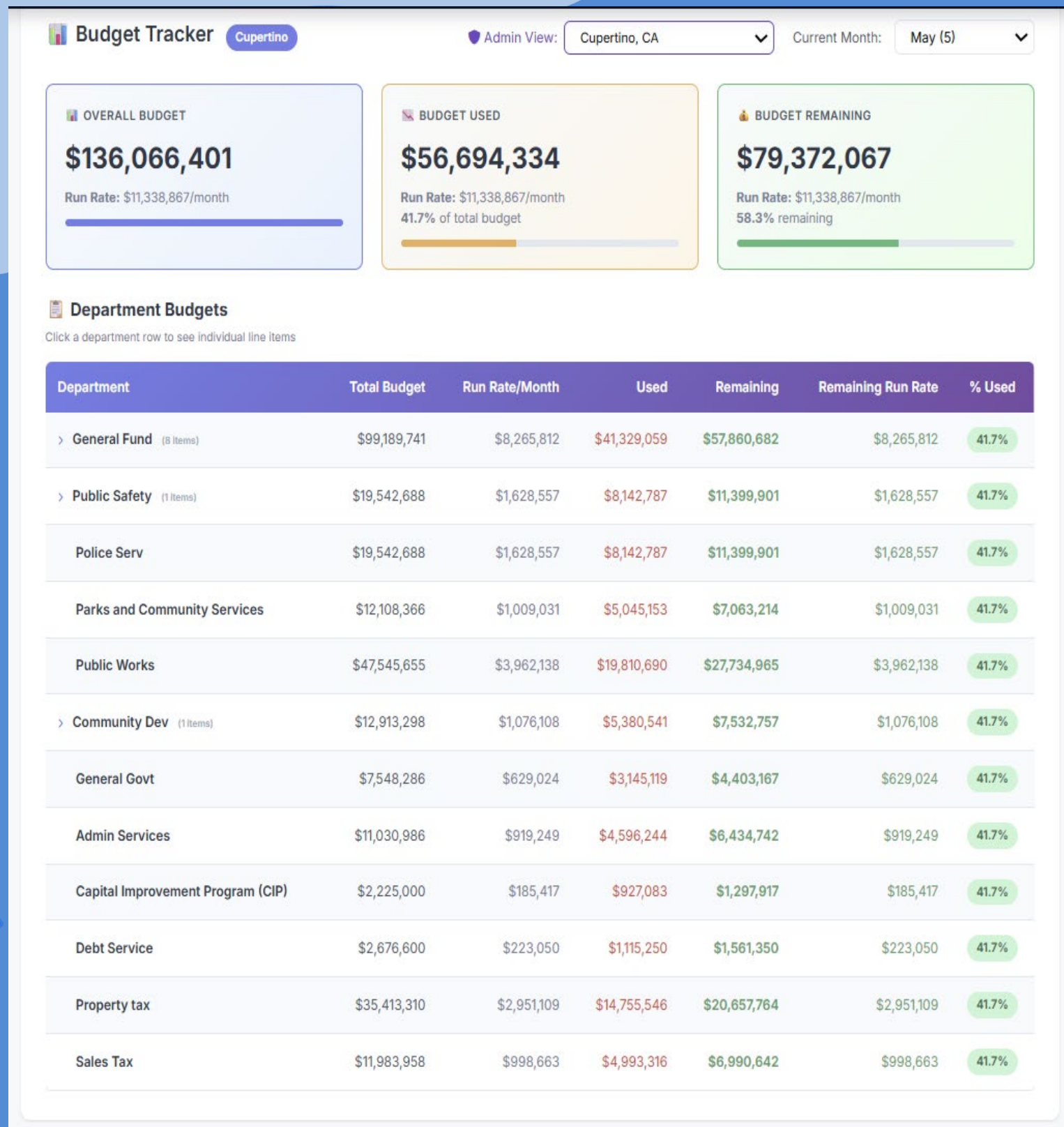
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**RHNA Progress** 6th Cycle (2023-2031)

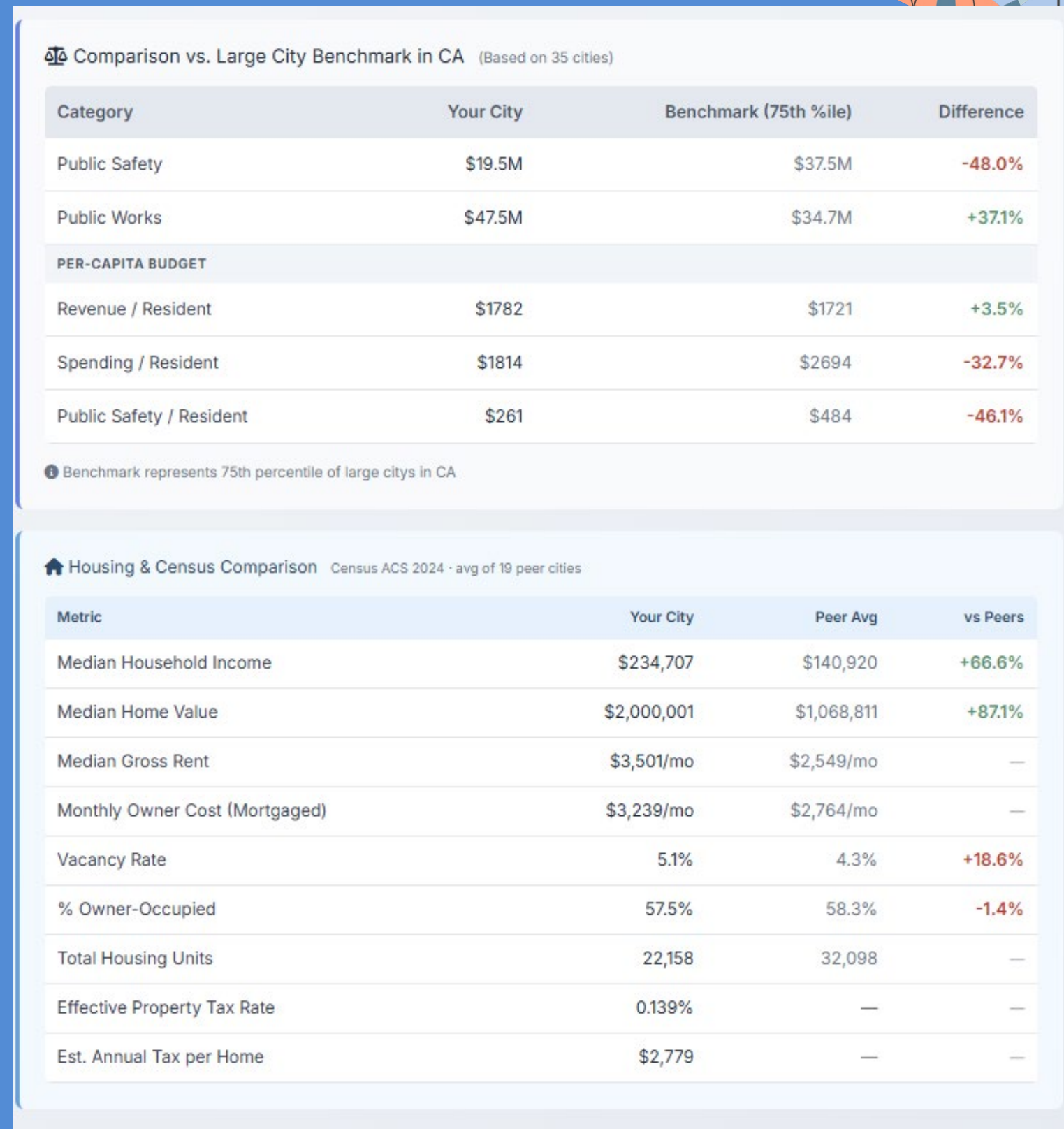
Income Category	Count	Percentage
Very Low Income	12 / 1,193	1%
Low Income	8 / 687	1.2%
Moderate	46 / 755	6.1%
Above Moderate	302 / 1,953	15.5%



# Budget Tracker



# Peer Benchmarking



# Custom AI Agent- CityBird™

## 🔗 Strategic Analysis

As Dublin's city manager, you have a unique opportunity to leverage data-driven public safety investments that align technology deployment with actual community needs and vulnerabilities. Your current public safety budget of **\$45.7M** provides a strong foundation for implementing a strategic, equity-focused surveillance and crime prevention infrastructure. **EXECUTIVE SUMMARY:** Rather than uniform camera/ALPR deployment, Dublin should adopt a vulnerability-weighted allocation model that prioritizes:

1. High-density residential areas with documented property crime patterns
2. Commercial corridors serving vulnerable populations (elderly, low-income)
3. School zones and youth activity centers in neighborhoods with higher social risk indicators
4. Traffic corridors with elevated accident rates in areas with limited emergency response access This approach maximizes both public safety ROI and community trust by demonstrating resource allocation based on need rather than property values alone. The key is transparency: publish your allocation methodology and vulnerability metrics to build council and constituent support. **STRATEGIC CONSIDERATIONS:** Your peer cities show wide variance in public safety spending approaches. Dublin's **\$45.7M** allocation suggests a well-resourced department that can absorb strategic technology investments without major budget restructuring. The focus should be optimizing existing resources through smarter deployment rather than requesting significant budget increases.

## 💡 Budget Recommendations (5)

### 1 RECOMMENDATION

#### PUBLIC SAFETY

Estimated: **\$750,000**

Establish a \$750K Smart Public Safety Technology Fund for initial camera/ALPR deployment in the top 15% most vulnerable census tracts based on composite scoring of population density, crime rates, median income, elderly population percentage, and emergency response times

### 2 RECOMMENDATION

#### PUBLIC SAFETY

Estimated: **\$200,000**

Allocate \$200K for GIS/data analytics capability to create and maintain a real-time vulnerability index dashboard that continuously optimizes camera/ALPR placement and justifies resource allocation to council and public

### 3 RECOMMENDATION

#### PUBLIC SAFETY

Estimated: **\$150,000**

Dedicate \$150K for community engagement coordinator position to conduct neighborhood meetings in target deployment areas, gather input on blind spots/safety concerns, and maintain public transparency portal showing camera locations and effectiveness metrics

### 4 RECOMMENDATION

#### PUBLIC SAFETY

Estimated: **\$300,000**

Invest \$300K in integrated camera analytics software that can identify patterns (loitering near schools, traffic violations in pedestrian zones) rather than just recording, maximizing prevention value per camera deployed

### 5 RECOMMENDATION

#### PUBLIC SAFETY

Estimated: **\$100,000**

Reserve \$100K for annual recalibration analysis to shift camera/ALPR resources as neighborhood conditions change, ensuring deployment remains aligned with current vulnerability patterns rather than outdated assumptions

## ☰ Implementation Steps (7)

### 1 STEP

Month 1-2: Partner with your planning department and county health department to obtain 2025 social vulnerability data (SVI scores, ACS demographic data, local crime statistics). Create composite vulnerability index scoring model.

### 2 STEP

Month 2-3: Conduct spatial analysis identifying top priority deployment zones. Map against existing camera coverage to identify gaps. Present methodology and draft zones to council for input.

### 3 STEP

Month 3-4: Issue RFP for integrated camera/ALPR system with analytics capability. Specify interoperability requirements with existing public safety systems.

### 4 STEP

Month 4-5: Launch community engagement process in target neighborhoods. Hold listening sessions to identify resident-identified safety concerns and blind spots that quantitative data may miss.

### 5 STEP

Month 6: Finalize deployment map incorporating both data-driven priorities and community input. Present to council with clear vulnerability metrics justifying each location.

### 6 STEP

Month 7-12: Phase 1 deployment in highest-priority zones with real-time effectiveness tracking (response time improvements, crime rate changes, community satisfaction surveys).

### 7 STEP

Ongoing: Publish quarterly dashboard showing camera locations, rationale, and performance metrics. Adjust deployment annually based on updated social/crime data.





# A no-Risk AI solution

Public Data

○ All data used is publicly sourced

Ethical AI

○ Ethically developed by not introducing external bias of any kind

Does not require  
IT Integration

○ A welcome development for IT departments everywhere

NO sensitive data

○ AT no point does CltyCites collect personal and/or sensitive data from staff or residents





# Key Takeaways

Every year the government spends close to \$B on consultants.

## *Using CityCitescan*

- 1. Save about 25% of productivity & efficiency related consulting costs and/or*
- 2. Reduce staff workload by about 250%*
- 3. Radically increase transparency and trust in city government*

## *HOW?*

*CityCitescan give you relevant metrics , analytics, benchmarking data in minutes instead of months!*

TICC 05-06-2026

#4

Presentation on Ciphus  
Unified Enterprise Platform

Presentations



THE RAPID APPLICATION PLATFORM

# Compose Your HR, ERP, CRM — Custom For You.

**In Days.** Not Months.

Composable, AI-powered enterprise applications — assembled by your business teams, not your IT department.

**40+**  
Customers

**5K+**  
Active Users

**50+**  
Indirect Clients

**Days**  
to Go Live

## THE PROBLEM

# Your Systems Are Holding You Back

Enterprise software was built for another era. Implementations take months. IT owns everything. Business teams wait *weeks* for a simple change.

**18–36 months** Average ERP implementation

**7+ systems** Disconnected per company

**Hours daily** Lost to manual reconciliation

## Today's Reality:

No shared data. No unified logic. No single source of truth.

### Payroll

ADP · Proliant · Gusto · Paychex

### HR & Onboarding

Rippling · Deel · ADP Workforce Now

### Finance & Expenses

Sage ERP · Odoo · Spreadsheets

### Approvals & Tickets

Email · Slack · ServiceNow

### CRM

Salesforce · HubSpot · Zoho CRM

### Internal Services

Jira · Zendesk · Yet Another Tool

# Agents don't simplify enterprises. They expose them.

### THE REALITY TODAY

- Fragmented data**  
Silos across systems and teams
- Undocumented workflows**  
Processes live in people's heads
- Hidden decision logic**  
Edge cases, exceptions, tribal knowledge
- Legacy systems**  
Built for humans, not for agents



### THE PATH FORWARD

- Deterministic core**  
Governed, secure, auditable
- Structured workflows**  
Explicit processes AI can operate in
- Governed data**  
Trusted, connected, consistent
- AI at the edge (Clara)**  
Answers, insights, actions in context

**CLARA** Your AI Business Partner. Answers. Not Dashboards. Finance · HR · Projects · Sales

USER QUERY

Why did payroll increase 18% last month?

Clara analyses payroll, HR, and project data — then explains what actually happened.

## Payroll increased 18% in April vs. March.

Here's why, broken down by driver:



- [Headcount Details](#)
- [Bonus Breakdown](#)
- [Overtime Analysis](#)
- [View Journal Entry →](#)

**JOURNAL ENTRY** Auto-generated

May 6, 2024

Payroll increase of 18% in April driven by headcount growth, sales bonuses, and higher overtime.

---

Impact **Operating Expense**

Owner **Finance**

Confidence **High** █ ---

05 / 10

THE SOLUTION

# One Platform. Every Application. Assembled in Days.

CIPHUS PLATFORM · Composable · AI-Native · Governed · ZeLDA Unified Data Layer

HR

ERP

Payroll

CRM

Finance

Approvals

Custom For You



## Composable Apps

Pick your modules. No custom dev needed.



## Embedded AI

AI-native inside every workflow — not bolted on.



## Visual Workflow Builder

Business teams design. Zero IT dependency.

## HOW IT WORKS

# From Zero to Live in Days — Not Months

Business teams pick components, build workflows visually, and deploy — no IT team required.

01

DAY 1

### Pick Your Components

Choose from pre-built modules: HR, Payroll, Finance, CRM, Approvals. Mix and match to build your custom stack.

02

DAY 2-3

### Design Your Workflows

Your business team uses the visual builder to define processes, approvals, and automations — no code required.

03

DAY 4-5

### AI Enhances Everything

Embedded AI generates insights, flags anomalies, triggers actions, and operates directly within your workflows.

04

DAYS 6-14

### Go Live & Scale

Deploy in days. Add new modules without changing architecture. Scale across teams and geographies.

— MEET CLARA

YOUR AI, TRAINED ON YOUR BUSINESS.

# Ask. Execute. Decide.

Clara doesn't just answer questions — it executes workflows, respects your policies, and gets smarter with every interaction across your entire operation.

- ✓ **Speaks your business language, not generic AI**  
Trained on your org's data, policies, and workflows — not a one-size-fits-all model
- ✓ **Acts across systems — not just advises**  
Clara sits across Finance, HR, Projects, and Sales — taking action, not just surfacing recommendations
- ✓ **Operates within your roles, rules, and compliance**  
Every action governed by your permissions and audit trails — AI that enterprise teams can actually trust

**3X**

Faster Workflows

**40%**

Less Operational Effort

Real-Time

Decision-Making

ALSO AVAILABLE ON  
iOS & Android

BUILT DIFFERENT. BY DESIGN.

# Why Ciphus

CAPABILITY	Traditional ERP	⚡ Ciphus
Implementation Time	✗ 18–36 months	✓ Days to weeks
Who Builds Workflows	✗ IT / Developers	✓ Business teams
AI Integration	✗ Bolt-on / add-on	✓ Native & embedded
System Architecture	✗ Monolithic, rigid	✓ Composable, modular
Cost of Change	✗ High — re-implementation	✓ Low — add a module
Data Unification	✗ Point integrations	✓ ZeLDA real-time layer

PROVEN IN PRODUCTION

# Real Results. Real Customers.

CASE STUDY

## Vodafone Cook Islands

6

Systems Replaced

80%

Fewer Payroll Errors

50%

Faster Reconciliation

*"Implementing CIPHUS only took a few weeks, and we eliminated and replaced six different applications."*

— CEO, Vodafone Cook Islands

### Cloud Epitome

*"CIPHUS reduced payroll errors by 80% and cut billing reconciliation time in half."*

— CEO, Cloud Epitome

ALSO LIVE AT

Alldigi

HRHNext

Payrolez

Airport Authority

## Days

Average time to implement across all customers

# Everything You Need to Run the Business



## Composable Applications

Assemble from pre-built modules. HR, ERP, Payroll, CRM, Finance — pick exactly what you need. Add custom for you.



## Visual Workflow Builder

Drag-and-drop process design. Business teams own their workflows without writing a single line of code.



## ZeLDA Data Layer

Real-time, zero-latency unified data. Every application draws from a single operational source of truth.



## Embedded AI

AI operates inside execution — generating insights, detecting anomalies, and triggering automated actions.



## Governance by Design

Security, auditability, and compliance enforced at every workflow layer — not bolted on afterward.



## Scale Without Friction

Add modules, geographies, and complexity without architectural changes or costly re-implementation.



READY TO REBUILD?

# Your HR, ERP, CRM — Custom For You. Shouldn't Take Months to Build.

Ciphus customers go live in **days** — with workflows designed by their own teams, running on AI-native composable applications they actually own.

[Book a Live Demo →](#)

[ciphus.com](https://ciphus.com)

**40+**  
Customers

**5,000+**  
Active Users

**50+**  
Indirect Clients

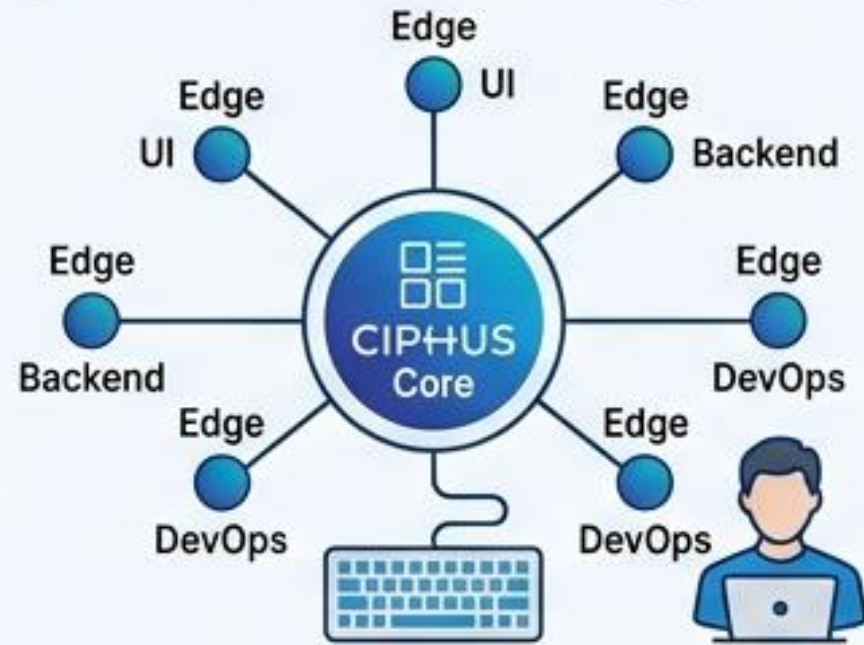
**Days**  
to Deploy



## 1) AI-Driven Development & Coding

### Deterministic Core

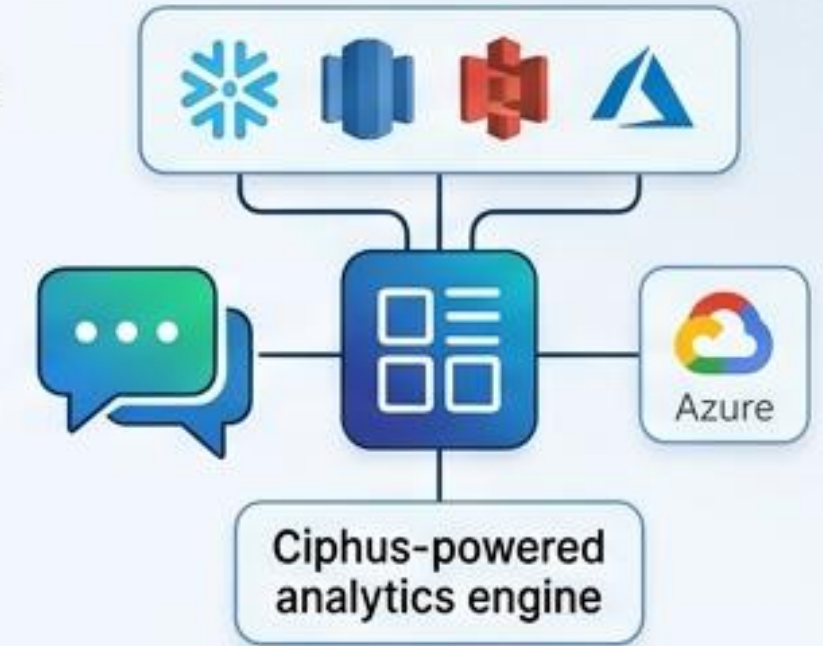
- Code generation & optimization
- Accelerated dev cycles
- No "Vibe Coding" errors
- Safe enterprise deployment



## 2) AI Analytics

### AI-Native Analytics Across Any Data Source

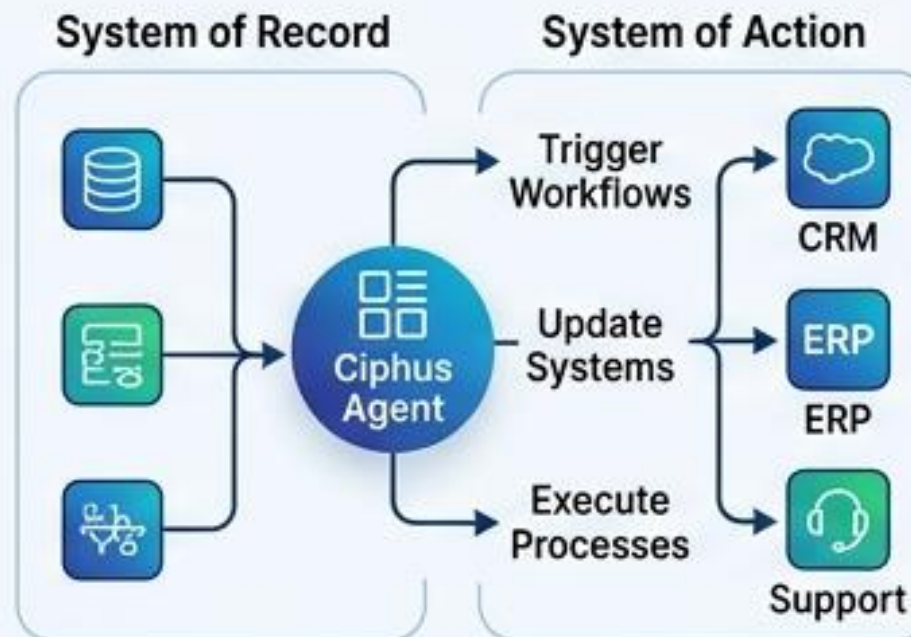
- Query multi-source data with natural language
- No SQL or complex pipelines
- Embedded directly into workflows
- Instant, no-delay answers



## 3) AI Workflows

### Agentic AI That Doesn't Just Answer

- Move from insights to immediate action
- Context-aware process understanding
- Secure and governable execution
- Automated multi-system updates



## 4) AI FinOps & Consumption

### Transparent AI Usage & Cost Governance

- Single view of token usage (all providers)
- Predictable cost tracking tracking & alerts
- Chargeback transparency
- Exclusions for training data usage



AI usage is now measurable and predictable