

PRESS RELEASE
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CHRISTOPHER MCCLURE
TECHNOLOGY DIRECTOR
TOWN OF WESTFORD

FOR GOVERNMENT BY GOVERNMENT
A FIRST OF ITS KIND FROM WESTFORD, MA

The Town of Westford, MA awarded Hawkeye Government Solutions from Milford, MA a three year contract on July 7, 2009 to market, sell, license and support Westford's Municipal Permitting System. This contract is a first of its kind and is the culmination of a thorough RFP (Request for Proposals) process and many months of work.

Cities and Towns are feeling the pinch during these tough economic times. Local leaders must weigh layoffs and reductions in service against daunting budget cuts. The Town of Westford is looking at creative ways to meet these challenges, and its new Permitting System model is one of the most groundbreaking.

In January of 2008, the Westford Technology Department developed a Systems Integration model to manage electronic documents and land records. This web-based system linked information from Westford's GIS (Geographic Information System), DMS (Document Management System), and Permitting Software.

Not happy with the way the existing Permitting Software integrated into the other modules, Database Administrator Tom Laflamme began work on what would become Westford's own permitting solution. This system was originally intended for internal use and was built as part of Westford's Systems Integration model. Westford's permitting solution was built around the feedback of the people actually using the

software to be role based, easy to use, secure, scalable and accessible from any web browser.

Christopher McClure, Technology Director, recognized the potential value Westford's Permitting system had to other cities and towns. After some initial positive feedback from new Town Manager Jodi Ross and other communities, the Westford Technology Department drafted a strategy to provide a quality permitting system to other cities and towns in the region and generate revenue for Westford.

“Partnering with a private company provides many benefits to the Town of Westford,” explains McClure. “It allows our permitting system to grow far beyond what the town could sustain with its own resources, protects the town from liability and greatly increases the potential for revenue. Many cities and towns are looking at regionalization as a way of sharing costs. This software fits perfectly into that model and offers a quality, affordable solution developed by government for government.

Hawkeye Government Solutions was impressed by the commercial quality of the product as compared to other permitting systems already on the market. Hawkeye responded to Westford's RFP with a detailed plan to market the software in the New England Area. With the contract signed, Westford is eager to get to work making this partnership a success.

Westford has been using this software on the Town's Website since October of 2008 with great success. Visit www.westfordma.gov for current links and information. Other useful links:
permits.westfordma.gov
westfordma.gov/gis