

NIC Inc. Announces New Senior Vice President of Business Development

Doug Rogers joins NIC as Senior Vice President of Business Development and Member of the Company's Senior Management Leadership Team

OLATHE, Kan. - [NIC Inc.](#) (NASDAQ: EGOV), the nation's premier provider of [digital government](#) solutions, announced today that Doug Rogers has joined the Company as its Senior Vice President of Business Development. In this role, Rogers will lead the Company's national federal and state sales teams and business development efforts. He will also serve as a member of the Company's Senior Management Leadership team.

"I am pleased to welcome Doug Rogers to NIC," said Harry Herington, NIC's Chief Executive Officer and Chairman of the Board. "Doug's leadership in developing high-performing sales teams, generating exceptional amounts of new revenue, and experience working with federal and state government officials, is the perfect mix of expertise that will be beneficial to the growth and success of NIC."

For nearly 13 years, Rogers has led increasing levels of sales responsibilities at Cerner (NASDAQ: CERN), a healthcare technology company based in North Kansas City, Mo. Recently, Rogers served as the Vice President of the company's Population Health division, leading the team responsible for selling Cerner's Software-as-a-Service solutions and generating more than \$200 million in new business annually.

In addition to guiding NIC's sales efforts, Rogers will collaborate closely with the Company's Digital Government & Advocacy team led by Ron Thornburgh. Thornburgh transitioned from the Senior Vice President of Business Development to the Vice President of Digital Government & Advocacy and works to develop key relationships with government officials, academic research institutes, think tanks, and industry trade associations.

About NIC

Founded in 1992, NIC Inc. (NASDAQ: EGOV) is celebrating 25 years as the nation's premier provider of innovative digital government solutions and secure payment processing, which help make government interactions more accessible for everyone through technology. The family of NIC companies has developed a library of more than 13,000 digital government services for more than 5,500 federal, state, and local government agencies. Among these solutions is the ground-breaking personal assistant for government, Gov2Go, delivering citizens personalized reminders and a single access point for government interactions. More information is available at www.egov.com.

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