Government Brands℠

HELPING GOVERNMENT BRANDS MODERNIZE AND SCALE ITS ON-PREMISES SOLUTION

Challenge

Government Brands is the preferred partner for government software solutions and integrated payments. It supports thousands of government customers of all sizes in all 50 states—municipalities, counties, states, and federal agencies.

Prime TSR, a ConvergeOne Company helped Government Brands create a business model and modern Amazon Web Services (AWS) cloud architecture that can help it not just serve its customers better, but also create a Software as a Service (SaaS) revenue model to accelerate its growth.

It's easy to jump into the code and get to work, but Prime TSR, a ConvergeOne Company took a more deliberate approach.

With a bias toward action, Prime TSR, a ConvergeOne Company's team worked alongside Government Brands' senior executive team to create a monetization plan that aligned with company revenue goals, budgetary and business goals, and sales targets.

Prime TSR, a ConvergeOne Company evaluated target customer alignment, Total Addressable Market (TAM), and other business metrics that will ultimately drive success for this application. Creating a tight business model tied to the technical attributes of the project ensured that the work would pay for itself.

Solution: A Proof of Concept That Pays for Itself

While Prime TSR, a ConvergeOne Company likes building things, that doesn't mean it builds big technology things for the sake of building big technology things—and it doesn't mean that clients want to jump in the deep end on day one.

After performing an in-depth technical audit of Government Brands' existing on-premises Windows platform, Prime TSR, a ConvergeOne Company created a Multi-Tenant proof of concept built on top of AWS to display the potential of the platform.

The proof of concept showcased the possibilities of the platform and included a detailed product roadmap paired with the technical analysis.

Results

Through the creation of the proof of concept minimum viable product, Prime TSR, a ConvergeOne Company was able to showcase:

- **Cyber Security:** The new platform is secure and can be recovered easily in case of an emergency.
- **Cost Optimization:** Compared to the on-premises Windows platform, the new SaaS platform is significantly less expensive over the long term.
- **Scalability:** No more worrying about all the scaling issues that an on-premises infrastructure provides. Government Brands can now scale with ease.
- **Organizational Excellence:** Brought in the discipline of a repeatable framework.
- **Product and Cloud innovation:** The proof of concept helped illuminate how this multi-tenant SaaS and cloud platform accelerates business and product innovation.

"Prime TSR, a ConvergeOne Company helped us not with just the technical audit of our platform, but created a solid business model that helped us prove out the ROI of future development. They are an integral part of our team, and I can't wait to continue working with their executive team," said Pat Harper, CTO, Government Brands.

Next Step: SaaS Innovation

Prime TSR, a ConvergeOne Company is now working on the actual minimum viable product, building Government Brands a SaaS platform to innovate for the future of municipalities across the country.

Align Your Business Goals and Objectives to Cloud Adoption

A Cloud Strategy Workshop will help you gain insights into your current environment, while also accelerating business and innovation using a cloud strategy.

Get started now:
convergeone.com/multi-cloud-workshop