



IT FINANCIAL MANAGEMENT FOR GOVERNMENT

Governments are embracing the “new” way of managing technology, buying platforms and as-a-service models to meet citizen expectations. With this shift from buying *things* to buying *services* comes a need to reexamine IT expense and cost management. Federal dollars, cost allocations, consumption levels across agencies and budget planning cycles all must be considered when managing technology expenditures and working with the stakeholders who consume services.

Integrus Applied knows government and understands how to modernize the financial processes necessary to run a technology enterprise. Our advisory offerings enable our clients to build and run the processes and systems required to manage a modern integrated technology environment.

KEY COMPONENTS OF SUCCESSFUL IT FINANCIAL MANAGEMENT (ITFM)

Integrus Applied sees eight components for a successful government ITFM system. Identifying these components within the finance function, using them for discrete work effort and integrating them across your entire organization will help a CIO, CFO and all team members manage costs more effectively and communicate better with customers and stakeholders.

The foundation of our approach is the Technology Business Management (TBM) methodology which the Office of Management and Budget (OMB) recently mandated all federal government agencies use in measuring IT cost.

Viewing these financial management practices as a cohesive whole is an important step in maturing an organization’s financial management maturity. After painting a consolidated picture the organization can then prioritize the functions or processes in need of improvement. Integrus Applied works with its clients and their stakeholders to help them prioritize solution elements and focus effort on the areas of the organization with the greatest impact on its customers.



THE VALUE OF A FULLY INTEGRATED SOLUTION

Technology solutions are easier to buy than ever before, but the management challenges associated with a platform of services, suppliers and projects are growing more complex. Public sector IT must evolve from a CapEx to OpEx model. As the IT function attempts to keep pace with customer demand, the finance function must mature and evolve from a “reporting” role to role of being a strategic partner of the CIO.

In financial reporting **organizations need to answer not only the “what” but also the “why.”** A fully integrated ITFM solution allows the “what” to be automated via tools and processes, the “why” to be more easily identified via standardized reporting, and **frees up the organization’s resources!**

When a finance organization can evolve from a “reporting” role to a strategic partner of the CIO, an organization’s goals can be more easily achieved, and finance can begin to search for value-added opportunities for the organization.

THE UNIQUE CHALLENGES OF GOVERNMENT IT FINANCIAL MANAGEMENT

Our background solving financial challenges in complex state government technology environments has given us hands-on experience improving financial management processes and helping our clients work with their agency customers.

Every public sector entity faces its own financial challenges, but several themes remain consistent no matter where we go. Some common challenges we have seen in the state government IT

Financial Management space, at the agency and Enterprise level, and how each can be addressed by our offering are described in the table above-right.

 CHALLENGES	 SOLUTIONS
<ul style="list-style-type: none"> • Creating consistency in IT financial management across an enterprise and within agencies. • De-centralized budgets with centralized budget setting requires coordination across multiple independent agencies. • Government cost reporting requirements are onerous (e.g. federal funds allocations) to track, consuming time and effort. • Answering the questions: “How is cost today compared to where you said you would be? Did we receive the benefits we were sold?” 	<ul style="list-style-type: none"> ✓ Our solution provides structured and consistent reporting to central agencies and customer agencies. ✓ Our solution enables coordination across agencies and our standardized processes provide the blueprint for effective inter-agency forecasting and budget setting. ✓ Our solution ensures that costs are properly reviewed and categorized from a common data source (e.g. CMBD) identified. ✓ Our solution provides a forecasting component, memorialized as a “budget” that can be tracked and managed as changes occur.

THE UNIQUE FIT OF INTEGRIS APPLIED AND GOVERNMENT IT

Integris Applied has walked in y our shoes. We know how to address these challenges **because we have done this before!** We can serve as guides who work with your teams to improve processes or we can build the solutions for you with our partner software tools and proprietary configurations and processes.

- **PEOPLE:** Our unique experience in complex IT environments has allowed us a unique look into how the IT and Financial side of data needs to be related
- **PROCESS:** Our approach is wholistic and hands-on. We ensure that all parties and stakeholders are involved in the process of implementing the ITFM solution.
- **TOOLS:** Our combination of market tools and proprietary configurations provides the end-to-end IT financial reporting necessary for government in a multi-supplier space, at every level of operation

“Integris Applied has been an invaluable partner in our journey to modernize our enterprise delivery model. They have helped us assess our cost, develop business cases and establish new pricing structures for the entire Commonwealth. They speak our language and understand how to work with agencies, budget offices, and CIOs.”

DAVID SWYNFORD
DEPUTY STATE TREASURER
 VIRGINIA DEPARTMENT
 OF THE TREASURY

Integris Applied will help you empower your people and improve your relationships with your customers. Call us to schedule an initial consultation. We look forward to hearing from you!

Integris Applied is a management consulting firm focused on CIOs and their organizations. We guide clients through the changes required to implement sustainable technology-led strategies. We shape IT organizations and environments with an approach that unifies vision, action and the people who influence both. We have walked in your shoes as buyers, sellers and advisors ... and will walk with you now, on your journey.

For more information or to schedule a consultation with our experienced facilitators, please contact:

Alejandro Gandara
 VP of Financial Solutions
 +1 210 334 1584
 alejandro.gandara@integrisapplied.com