SOVRA Revenue-First Transformation Method

Investment = $0

Fee Optimization Implemented

3 Months Program Launched

- Gain 2-3 SOVRA resources
- Missed fees begin to be collected
- Contracts reviewed, and supplier outreach begins

Strategic Contract Approach

3-12 Months Procurement is a revenue-generating function

- Contract portfolio optimized
- Marketed to agencies and local governments
- Revenue surplus collected to reinvest into technology

Technology Implementation

12-24 Months / $0 Upfront Costs

- No legislative approval required
- Sequential feature rollout available
- Measurable ROI

Continuous Optimization

Ongoing / $0

- Support from SOVRA team to continuously optimize contracts
- No cost managed services to enhance processes and functionality

3 months → 3-12 months → 18-24 months

Summary

Total timeframe: 2–3 years

Investment: $0 upfront

ROI: Measurable revenue impact in 2–5 months.

12-18 months → 6-12 months → 18-36 months

Budget & Planning

12–18 Month planning cycle

- Needs Assessment
- Budget Request
- Legislative Approval

RFP Process

6-12 months RFP review & selection

- Review multiple RFP submissions
- Conduct demos and negotiations
- Redlining and approvals

Technology Implementation

18-36 Months / $2 - $6 Million

- Upfront costs of $1 - $3 Million
- Initial launch consists of only basic functionality
- No measurable ROI

Managed Services

Ongoing / $1 Million per year

- Overly complex systems require system integrator services to manage ongoing operations

Traditional Technology Transformation Method

Investment = $3M-$7M+

Summary

Total timeframe: 3-5+ years

Investment: $3M–$7M+

ROI: Often delayed, fragmented, or unmeasurable.