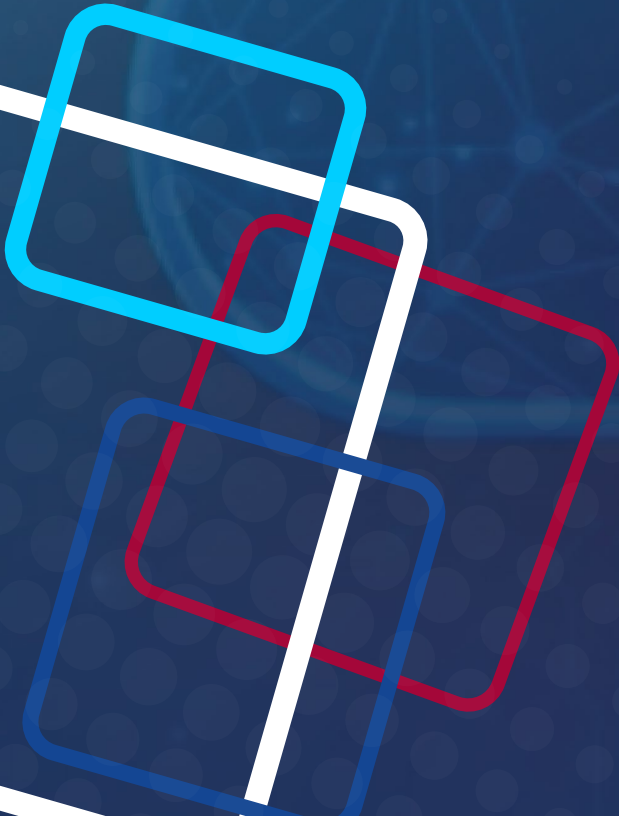




# BS&A Cloud: The Future of ERP

A Modern, Scalable, and Secure  
SaaS Platform for GovTech



# Introduction

The role of technology in government operations has never been more critical. Municipalities require solutions that are not only secure and scalable, but also easy to manage, future-ready, and cost-effective. For IT Directors tasked with modernizing infrastructure, BS&A Cloud provides a comprehensive SaaS platform purpose-built to meet these demands.

Built on Microsoft Azure, BS&A Cloud offers the stability, security, and flexibility that governments need to serve their communities effectively. Azure's enterprise-grade infrastructure ensures high availability, disaster resilience, and compliance with stringent industry data protection and regulatory requirements, while BS&A's SaaS model reduces the administrative burden on IT resources. Together, they deliver:

- **Scalability:** Seamlessly adapt to growth, high-traffic periods, and evolving demands without the need for manual intervention or infrastructure upgrades.
- **Security and Compliance:** Protect sensitive data with Azure's world-class security capabilities, supplemented by BS&A's tailored enhancements.
- **Operational Simplicity:** Eliminate the complexity of managing and maintaining updates, hardware, and disaster recovery with a fully managed cloud environment.
- **Cost Predictability:** Transition from unpredictable hardware and maintenance costs to a predictable subscription-based SaaS model to simplify budget planning.

BS&A Cloud empowers IT Directors to shift their focus from managing infrastructure to driving strategic initiatives, knowing their ERP solution is built on one of the world's most trusted cloud platforms.

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## SCALABILITY:

### Seamlessly Adapt to Evolving Demands

BS&A Cloud is designed with a modular architecture that allows its components to scale independently. This ensures consistent performance during high-traffic or seasonal periods, such as fiscal deadlines or unexpected surges, and supports the platform's long-term growth. By isolating system components, BS&A Cloud delivers seamless operations and adapts efficiently to evolving demands.

#### □ Future-Proof Infrastructure

BS&A Cloud is built to accommodate future advancements, ensuring municipalities stay ahead of evolving technology trends:

- **Support for Growth:** As municipalities expand, BS&A Cloud can scale seamlessly to handle increasing workloads and user demands.
- **Flexibility for Emerging Technologies:** The platform's architecture supports integration with innovative tools and emerging technologies like AI-powered analytics and role-based automations, ensuring easy setup and implementation for new employees for long-term relevance.
- **Minimal Downtime:** Geo-redundant systems and modular components ensure consistent uptime, even during unexpected surges or maintenance periods.

#### Proactive Monitoring for Optimal Performance

BS&A uses real-time monitoring to maintain visibility into platform performance and resource utilization. This proactive approach ensures that scaling decisions are made efficiently to handle demand surges, ensuring consistent performance and reliability for municipalities.



## Operational Simplicity: Streamlining IT Managements

BS&A Cloud eliminates the complexity of managing an on-premise environment, allowing IT resources to focus on higher-value initiatives while ensuring smooth day-to-day operations.

### □ No More Manual Updates

As a SaaS product, BS&A Cloud follows an **evergreen model**, meaning updates are automatically applied by BS&A with no action required from IT staff. This ensures municipalities always have access to the latest features, security enhancements, and bug fixes without the burden of managing software updates themselves.

### □ Simplified Migration and Implementation

For existing BS&A .NET on-premise customers, the transition to BS&A Cloud is managed by a **dedicated cloud migration team** that ensures a smooth and seamless process. This team handles every aspect of the migration, including:

- **Project Coordination & Collaboration:** Our team will work with your team to ensure a successful, timely rollout. Your BS&A implementation team will coordinate and create the implementation schedule while communicating updates throughout the project. The BS&A team typically manages 90% of the workload while your team will test, validate, and train for a smooth and successful migration.
- **Comprehensive Data Conversion:** The BS&A team will help convert existing .NET data, security configurations, and reports to seamlessly convert and upload into BS&A Cloud, ensuring nothing is lost during the process.
- **Planning for a Successful Launch:** Our implementation team of experts works with your team to plan, implement, and launch with minimal downtime and maximum customer satisfaction. With user testing and training (both before and after go-live), our team is there to support you and ensure you're ready for rollout.

## □ Ongoing Support from BS&A

At BS&A, service and support are core values that set us apart. Municipalities benefit from a trusted partner who is committed to ensuring success beyond deployment:

- **Best-In-Class Support:** BS&A's support teams are readily available to provide assistance, resolve issues, and address inquiries efficiently and professionally.
- **Proactive Monitoring:** BS&A continuously monitors the platform for performance and security, ensuring smooth operations and minimizing disruptions.
- **Customer-Focused Service:** With a deep understanding of the needs of municipalities, BS&A prioritizes responsive and personalized support to help IT Directors and their teams succeed.

This combination of automated updates, seamless migration, and best-in-class support ensures IT Directors can focus on delivering value to their municipalities without worrying about the day-to-day management of their ERP solution.



## Security and Compliance: Ensuring Peace of Mind

BS&A Cloud leverages Azure's enterprise-grade infrastructure to provide a secure and compliant environment that meets the unique needs of municipal IT Directors. By hosting on Microsoft Azure, BS&A Cloud benefits from robust built-in protections, ensuring government data is safeguarded.

### □ Trust in Microsoft Azure's Security

Microsoft Azure provides the foundation for secure operations, with features that include:

- **Proactive Threat Detection:** Continuous monitoring and alerts to identify suspicious activity and potential cyber attacks.
- **Advanced Security Analytics:** Tools powered by machine learning to detect anomalies and potential breaches.
- **Industry-Leading Certifications:** Compliance with PCI DSS, SOC 2, ISO 27001, and more.

### □ BS&A's Role in Keeping Data Secure

BS&A augments Azure's protections with security best practices tailored to government operations:

- **Comprehensive Encryption:** Ensuring data in transit and at rest is encrypted to meet or exceed compliance requirements.
- **Simplified Oversight:** BS&A continuously monitors the platform, applying rapid patches and ensuring adherence to quickly identify and mitigate potential risks.
- **End-to-End Management:** IT Directors can rely on BS&A to manage security operations, eliminating the burden of infrastructure-level vulnerabilities or compliance audits.
- **Multi-Factor Authentication (MFA) and SSO Integration:** BS&A Cloud requires MFA for enhanced identity protection and integrates with SAML-based Single Sign-On (SSO) solutions, allowing municipalities to enforce secure access policies and streamline authentication processes.





## Cost Predictability: Simplifying Financial Planning

BS&A Cloud helps municipalities transition from the unpredictable and often escalating costs of on-premise systems to a straightforward, subscription-based SaaS model. This approach not only reduces capital expenses but also alleviates the operational burden on IT Directors and their teams.

### □ Predictable Subscription Costs

- **Eliminate Hardware Expenses:** On-premise systems require costly servers, storage devices, and networking equipment, all of which depreciate and require periodic replacement. With BS&A Cloud, all hardware is managed by Azure, removing these capital expenditures.
- **Streamlined Licensing:** BS&A Cloud includes all necessary licensing for operating systems, databases, and platform updates, reducing administrative overhead and renewal costs.
- **No Emergency Repairs:** Avoid surprise costs tied to hardware failures or last-minute replacements.

### □ Operational Cost Reductions

- **Reduced IT Oversight:** BS&A and Azure handle routine operational tasks like patching, monitoring, and compliance management, freeing up IT teams for more strategic projects.
- **Lower Energy Costs:** By eliminating on-premise infrastructure, municipalities reduce energy consumption tied to powering and cooling servers.
- **Disaster Recovery Simplified:** No need to invest in physical backup systems, generators, or redundant infrastructure—BS&A Cloud provides built-in geo-redundant disaster recovery.



## □ Improved Budget Planning

BS&A Cloud's subscription model provides municipalities with greater budget stability by replacing unpredictable capital expenditures with consistent monthly or annual costs. This makes it easier for IT Directors to forecast expenses, align with long-term financial goals, and demonstrate ROI to stakeholders.



## Customer Success Highlight — Northville Township, MI

*Cloud Migration Experience from Northville's IT Director.*

### □ Background:

Northville Township completed their migration from their .NET on-premise to the BS&A Cloud platform, a decision driven by the need for a more streamlined and secure approach to managing its software infrastructure, shifting the onus of maintaining and updating physical servers to a SaaS provider with the resources and redundancy to effectively manage data and ensure uptime.

### □ Project Implementation:

You may have seen stats that nearly half of ERP implementations fail the first time around. This isn't true with BS&A. That's due to their experience, ownership – they take on 80-90% of the implementation responsibility – teamwork and support.

From signed contract to go live was four months. The process began with project scope verification, followed by discovery, preliminary data conversion, BS&A data review, final data conversion, BS&A balancing and implementation & training.

### □ **Productivity and Workload Impact:**

For the IT Staff, the transition to BS&A Cloud has significantly improved the workload for the IT department at Northville Township. Previously, maintaining the on-premise solution involved updating numerous .NET applications across multiple workstations, managing a locally hosted virtual server with a dedicated SQL database, ensuring nightly backups, and tracking Microsoft maintenance and licenses. With the cloud-based platform, server and database support, maintenance, and security are now handled by BS&A support staff. Northville Township originally had 12 physical servers in the server room. Now it is down to two, and the data housed on them was no longer mission critical. Additionally, user management has been streamlined through role-based privileges, reducing confusion and simplifying the onboarding process for new hires or promotions.

### □ **Positioned for Growth:**

As Northville Township continues to refine its processes and adapt to the new system, the partnership with BS&A remains strong, with ongoing support and responsiveness being key factors in the successful adoption of BS&A Cloud. Overall, the move to BS&A Cloud has positioned Northville Township for continued growth and efficiency in its operations

## **Conclusion**

BS&A's strategic move to host its SaaS ERP platform on Microsoft Azure offers unparalleled security, scalability, and reliability. This investment empowers government operations with cutting-edge technology, robust data protection, and seamless performance.



## Get In Touch

Contact BS&A today for a technical deep dive or to schedule a cloud demo tailored to your organization's needs.

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