



Innovation for public good:

Accelerating the future of SLED IT modernization



From state and local government to higher education (SLED), it's likely that key stakeholders and leadership in your public sector organization are clinging to a patchwork of cloud and legacy systems, including server farms and outdated mainframes. But what if it doesn't have to be that way?

Does it seem impossible to keep pace with the private sector? Are you facing critical legacy and cloud talent gaps that are preventing you from achieving a stable and secure IT infrastructure? The challenges that you and other technical decision-makers (TDMs) face are acute but not insurmountable, as long as you've got the right partner and plan for your journey ahead.

That's why Ensono has created a path forward for SLED that leverages mainframe technology and breaks through the "mainframe vs. cloud" status quo.



Team up

Many TDMs fear their legacy systems will immediately begin to fail if highly skilled IT talent exit or retire.

Ensono brings the people, processes and technology to fill your legacy and cloud skills gaps and expand your organization's talent while meeting onshore hiring regulations.

As skill demand intensifies and disruptions in the technology sector continue, we will help you identify strategies to stay competitive and resilient.

97% of TDMs say lack of IT talent is a serious challenge

78% of TDMs say they don't have all the IT talent or skills needed to function

33% of TDMs say difficulty in hiring threatens operations in 2024



2 Save resources

There has been a post-pandemic budget crunch in the public sector while maintaining legacy IT systems has become increasingly expensive, leaving TDMs scrambling for ways to do more with less.

With Ensono, you'll be able to do more with more. Avoid all upfront transition costs—moving to our Mainframe-as-a-Service (MFaaS) model can present immediate cost savings.



1 in 4 TDMs expect that a budget shortfall will impact their 2024 operations

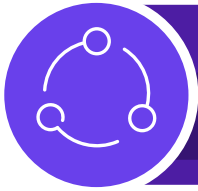
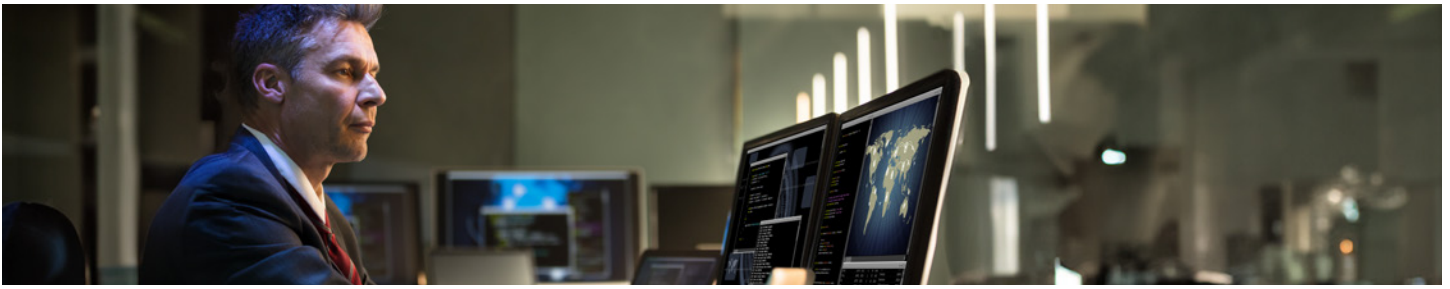
3 Fuel the journey

Repurpose those savings to ignite new possibilities! As your ledger shifts from CapEx to OpEx with consumption-based pricing, we can begin transforming outdated infrastructure to improve efficiencies.

To tailor our solutions for your organization and specific modernization goals, we have created an extensive Q&A session that is conducted early in the RFP process—and we commit to achieving early wins that will support those goals while helping you immediately.



Extensive Q&A helps us tailor the right solutions



4 Build momentum

SLED organizations often juggle numerous IT projects concurrently, each with its own timeline and involving multiple departments. This complexity often results in poor prioritization and conflicting objectives that impede the process and hamper completion rates.

As an unbiased third party, **Ensono brings expertise in MFaaS, managed services and cloud migration to act as a collaborative broker and consultant within your team, helping all your key stakeholders align and rally behind systems modernization.**

1 in 3

TDMs are being pressured to modernize while another third are being pressured to keep legacy technology, leading to widespread confusion

77%

of TDMs say they have no clear, defined IT strategy

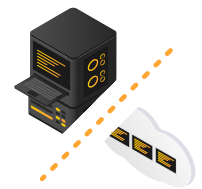


5 Accelerate modernization

Ensono possesses the vision to address urgent needs promptly, optimize legacy systems for the future and execute comprehensive cloud migrations. And we don't believe you need to choose between legacy systems and the cloud—our **Modern, Cloud-Connected Mainframe approach combines mainframe systems of record and cloud systems of engagement to create new revenue opportunities**, drive operational efficiencies and improve digital experiences for citizens. It's a better way of doing mainframe and cloud together.

75%

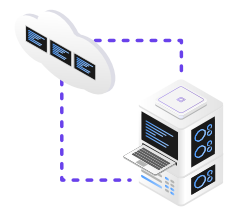
of TDMs say their organizations won't reach modernization goals by 2026 or beyond



Tired: **Mainframe vs. Cloud**

35%

of TDMs say the biggest threat in 2024 will be cyberattacks and breaches resulting from inadequate security and outdated systems



Wired: **Modern, Cloud-Connected Mainframe**

Futureproof your IT infrastructure today

Ensono's innovative IT modernization approach will ultimately enable you to make data-driven decisions faster, **ensure the confidentiality, integrity and availability of data—wherever it is stored and whenever it is transmitted**—mine your data more efficiently, and even foster AI readiness, truly delivering the futureproof IT infrastructure you've only dreamed possible for the public sector.



SLED Certified

Ensono has the certifications required for SLED compliance.



1M+ MIPS

With more than one million MIPS under management, Ensono's commitment to our customers is clear.



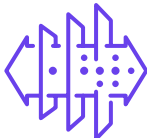
Amazon Web Services

Ensono is one of only eight global providers holding the AWS Mainframe Modernization Software Competency.



Microsoft Azure

Ensono is an Azure Expert Managed Service Provider (MSP).



Ensono Flex®

Our innovative, scalable model provides flexibility without financial burden, allowing you to set the right pace for modernization and migration.

From regulatory compliance and cybersecurity preparedness to vendor licensing and tax-based budgeting constraints, Ensono understands the IT demands of the public sector. By leveraging our expertise, SLED organizations can navigate the intricacies of modernization, ensuring a comprehensive and adaptive approach that aligns with your goals and timelines.

Contact Ensono today to discuss our path to better business outcomes for SLED.

Visit ensono.com.

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