

Case Study: State & Local Government

Challenges


- **Seek external professional services assistance:**
 - Because they need external perspective and best practices
 - **Primary criteria when contracting external professional services:**
 - Ease of doing business
 - Overall cost
 - Services methodology
 - Track record of successful results
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Use Case

- **Recently utilized CA professional services for the following CA product platform:**
 - Cloud
 - Most seriously considered working with CA professional services for following a recent project where CA Services were utilized.
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Results

- **The following differentiated CA professional services from other options:**
 - Better understanding of our needs
 - **Experienced the following during their most recent project with CA Services:**
 - Enhanced strategic direction or solution roadmap
 - Was able to complete their project faster with the help of CA professional services
 - **Sees the following as advantages of working with CA Services:**
 - Experience and expertise
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Source:  IT Manager at a State & Local Government