

Red River

# LEVERAGING AS-A-SERVICE FOR MISSION SUCCESS



# Overcoming Common Modernization Challenges in Government IT with As-a-Service

Government IT organizations today face significant challenges in maintaining a secure, scalable, and compliant environment while modernizing legacy systems. With the increasing demands for resilient security, performance optimization, and adherence to federal mandates, IT teams are under pressure to balance operational and mission needs with evolving technological landscapes. These pressures are particularly pronounced in data center environments, where legacy infrastructure and outdated practices can impede modernization efforts, threatening security, compliance and the availability of mission-critical systems.

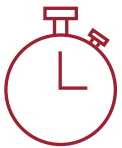
XaaS or “Everything as-a-Service,” provides a solution to many of these obstacles that hinder IT modernization. It is a flexible consumption model that provides access to a wide range of IT solutions—such as infrastructure, software and managed services—on a subscription basis, allowing organizations to scale resources as needed while optimizing costs and efficiency.

**By leveraging XaaS, organizations can overcome common challenges such as:**

- **Shifting IT/data center requirements** (e.g., capacity needs, protection strategies, migration, and consolidation),
- **Overcapacity and underutilization of IT resources**, resulting in wasted spending,
- **Cost and security burdens** related to maintaining outdated infrastructure,
- **Challenges with long acquisition cycles and capital investment** for traditional IT infrastructure,
- **Inadequate centralized IT funding and support**,
- **Staff shortages** in specialized technical skills,
- **Non-compliance with federal mandates**, including issues with Authorities to Operate (ATOs),
- **Lack of mechanisms for cost recovery** and financial transparency,
- **Vendor lock-in** from Original Equipment Manufacturers (OEMs) that limit flexibility and innovation.
- **Managing on-going support, maintenance and subscription contracts** from multiple OEMs.



## The Promise of XaaS



**With as-a-Service, organizations gain a “cloud-like” IT subscription model and can reduce lengthy IT acquisition processes from months to weeks.**

The XaaS model offers a highly efficient, flexible and cost-effective solution for achieving sustainable IT modernization. It accelerates transformation and enables organizations to transfer the complexities and risks of traditional IT investments to a service provider with specialized expertise.

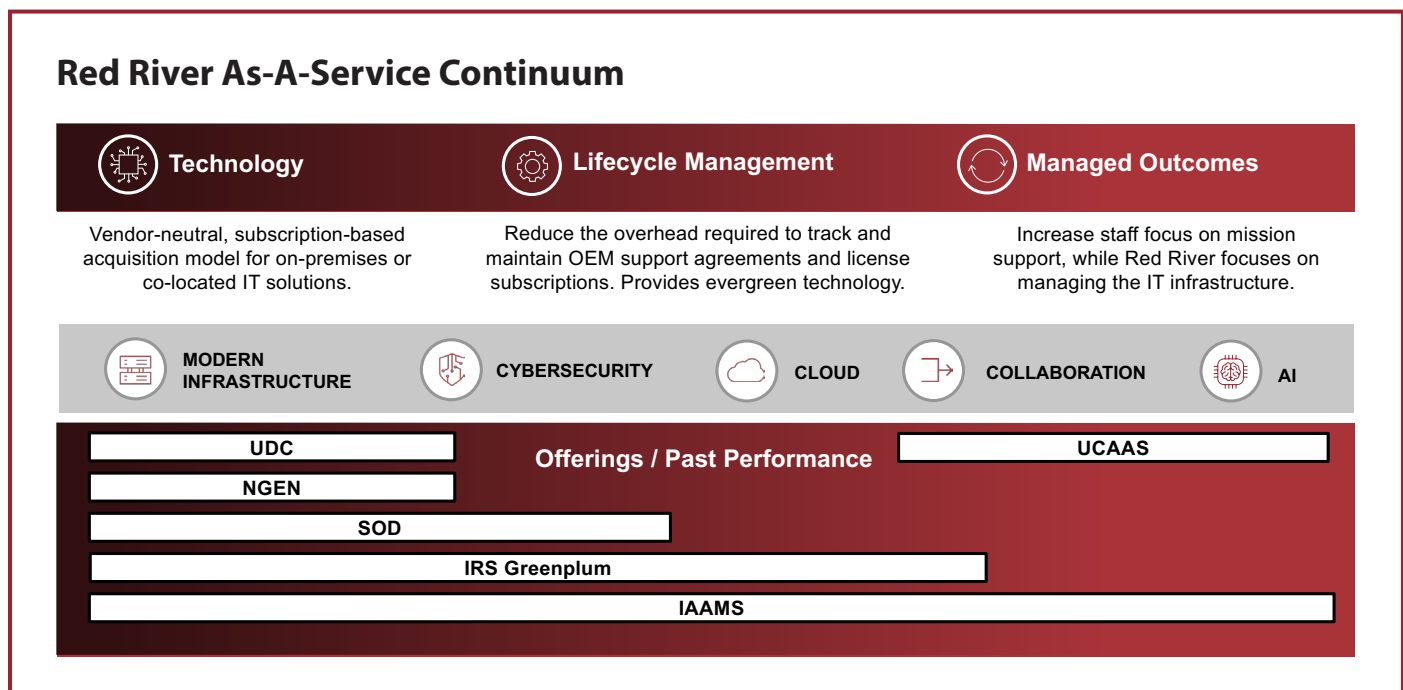
XaaS provides significant value through cost savings in the procurement process, optimized resource use and a reduction in the soft costs of continual procurement cycles. It also minimizes staff downtime, training and maintenance renewal tracking. With as-a-Service, organizations gain a “cloud-like” IT subscription model and can reduce lengthy IT acquisition processes from months to weeks. This approach helps leaders mitigate financial risk and improve operational agility, with support for a range of deployment environments—including on-prem, co-location and hybrid—regardless of location.

With XaaS, organizations benefit from right-sized implementations and the flexibility to scale to meet changing mission requirements. They are also able to innovate and modernize their IT infrastructure and deliver mission outcomes without being tied to specific OEMs, making it a versatile and future-focused solution.



# The Red River XaaS Continuum – Levels to Support Every Need

Red River XaaS provides a subscription model for IT solutions, tailored to each customer’s preferences or requirements for OEMs/features/functions, practice areas and even outcomes. It can be leveraged across data center locations that are on-prem or co-located and provides access to managed or on-demand professional services, depending on the need. Red River offers a range of service levels that span a continuum, allowing organizations to choose the level of support they require to achieve mission outcomes.

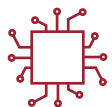




# How Organizations Can Leverage the Flexibility of the Red River XaaS Model

Red River's cloud-like subscription model is OEM-agnostic and suitable for any location and data center environment, making it approachable for every organization, regardless of their current state or challenges.

The continuum spans **Technology, Lifecycle Management and Managed Outcomes**; and each segment can either stand on its own as individual services or be combined for a more full-service outcomes driven experience.



## Technology as-a-Service

Red River's Technology as-a-Service (TaaS) provides a streamlined, flexible and scalable offering, enabling agencies to access cutting-edge technology without the burden of large capital expenditures. TaaS empowers federal organizations to adapt and innovate efficiently, ensuring they remain mission-ready and technologically advanced. It's designed to provide federal agencies with seamless, scalable and secure access to advanced IT infrastructure and software. Instead of purchasing and maintaining costly hardware and software, agencies can leverage the latest technology on demand, scaling up or down as needs change. TaaS covers a wide range of datacenter solutions, from cloud computing and storage to collaboration tools and cybersecurity, all delivered through a vendor-neutral approach and supported by Red River's expansive OEM partner network.

### Use Cases for Federal Agencies

- **Hybrid Multi-Cloud:** Facilitate secure, scalable transitions to hybrid multi-cloud environments, supporting remote work and data-driven projects.
- **Data Center Modernization:** Upgrade aging infrastructure while reducing the risks associated with migrations to modern infrastructure.
- **Cybersecurity Enhancements:** Achieve a measurable reduction in costs required to maintain security and compliance with Federal mandates for on-premises infrastructure.
- **Cost Reduction:** Stop paying for underutilized IT capacity that usually requires major capital investments and long procurement cycles.



## Lifecycle Management

Lifecycle Management is the next step in the continuum and is often coupled with Technology as-a-Service to provide license subscription and support maintenance contract management alongside the technology as-a-Service procurement. Managing the full lifecycle of IT assets is a complex challenge for federal agencies, especially in rapidly evolving environments where security, compliance and efficiency are critical. Lifecycle Management offers a comprehensive, end-to-end solution that handles all aspects of asset management—from initial procurement and deployment to ongoing maintenance, technology refreshes and secure disposal. By keeping agreements current, preventing resource waste on aging or unsupported technologies, and eliminating the need for backend systems to manage these details, this service empowers agencies to focus on their mission while maximizing technology investments, reducing costs, and enhancing security and compliance.

### Use Cases for Federal Agencies

- **Maintenance and Support Currency:** Red River ensures that all asset maintenance and support contracts as well as software licensing are kept current per contract terms.
- **Data Center Optimization:** Seamlessly upgrade aging infrastructure, reduce inefficiencies, and improve energy usage through strategic asset refresh plans.
- **Cybersecurity Compliance:** Maintain strict compliance and data security standards, with proactive measures to keep IT assets up to date and fully protected.
- **Access to Latest Technology:** Stay up to date with the latest technology trends and tools via feature updates or technology refresh, ensuring benefits from cutting-edge solutions without the need for constant upgrades.
- **Disaster Recovery & Continuity:** Ensure critical systems are resilient and ready for rapid recovery in emergencies, maintaining operational continuity.



## Managed Outcomes

Managed Outcomes offers a comprehensive, full-service solution for agencies requiring dependable data center and technology operations without the burden of dedicating internal time or resources. By entrusting experts to align IT infrastructure management with mission objectives, agencies can prioritize their most critical tasks. In this model, Red River provides the necessary technology, lifecycle management and full-service support and operations personnel to achieve mission-aligned outcomes. The service is flexible, allowing agencies to scale efficiently by activating or deactivating capacity or business functions as needed. Managed Outcomes provides flexibility and accountability by enabling agencies to pay for the outcomes they achieve, rather than the underlying technology, ensuring efficient and effective use of resources. This “soup to nuts” approach to IT infrastructure enables agencies to streamline operations and redirect internal resources toward high-priority initiatives.

### Use Cases for Federal Agencies

- **Reduced Downtime:** Red River will proactively monitor and maintain your IT systems, addressing issues before they cause significant disruptions
- **Cost Efficiency:** Enjoy predictable monthly costs, our Managed Outcomes are more cost-effective than maintaining an in-house IT team.
- **Focus on Core Mission:** By outsourcing IT management, your internal team can focus on strategic initiatives and core mission activities rather than day-to-day IT operations
- **Expert Support:** Utilize our team of IT experts who can handle a wide range of technical issues, providing 24/7 support as needed



## The Red River Difference

Red River brings more than 25 years of experience solving complex IT challenges for agencies and organizations across public and private sector. From start to finish, the Red River difference focuses on providing the optimal customer experience, with trusted counsel and responsive support at every step.

With experts in modern infrastructure, cloud, collaboration, cybersecurity and AI, Red River provides trusted counsel and next-generation technology solutions across the most critical aspects of IT from compliance and data growth to security and threat protection. Customers can benefit from Red River's lasting relationships with

large and emerging OEMs that lead the industry in tech innovation, getting preferred pricing and the right combination of solutions to suit every mission.

Red River manages an expansive portfolio of federal and state contracting vehicles designed to streamline procurement and lower prices through volume discounts. Our dedicated Program Management professionals understand compliance regulations, unravel contract complexities and are committed to helping our customers and strategic partners get the most out of these powerful purchasing vehicles.

### Past Performance & Expertise

Supporting modern infrastructure, cloud, collaboration, cybersecurity and AI is not new to Red River. Our XaaS offering simply allows Red River to deliver the best available market solutions in a more flexible delivery model that gives agencies a financial and competitive advantage. Some of our as-a-Service contracts include:



## Our Differentiators



Experts in next-generation technology for modern infrastructure, cloud, collaboration, cybersecurity and AI



Experience across public & private sector



Streamlined procurement with an expansive contract portfolio



Simplified management with RedConnect

See the possibilities for leveraging Red River's flexible acquisition model that provides scalable IT infrastructure to support mission objectives.

**For more information, contact us at [info@redriver.com](mailto:info@redriver.com).**





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The logo for Red River, featuring the words "Red River" in a white serif font. A red wavy line is positioned below the text, starting under "Red" and ending under "River".

#### ABOUT RED RIVER

Red River brings together the ideal combination of talent, partners and products to disrupt the status quo in technology and drive success for business and government in ways previously unattainable. Red River serves organizations well beyond traditional technology integration, bringing more than 25 years of experience and mission-critical expertise in managed services, AI, cybersecurity, modern infrastructure, collaboration and cloud solutions.

Learn more at [redriver.com](https://redriver.com).