

# Driving Cost Predictability for Federal Programs



**OVERVIEW:** A leading Federal Defense Systems Integrator faced challenges with inconsistent software pricing following a vendor acquisition, creating uncertainty in budgeting and slowing procurement due to reliance on vendor-generated quotes. By working with TVAR Solutions, the organization implemented a multi-year pricing standardization strategy that brought predictability, speed, and efficiency to mission-critical programs.

## THE CHALLENGE

Unpredictable pricing for both new software licenses and maintenance renewals made it difficult for the Systems Integrator to accurately forecast costs across multi-year programs. This lack of consistency introduced budget uncertainty and operational risk, particularly given the software's role in supporting network monitoring within mission-critical systems.

At the same time, procurement processes were slowed by a dependence on vendor-generated quotes, creating delays and limiting the organization's ability to respond quickly to internal and government requirements.

## THE SOLUTION

- 1 TVAR Solutions partnered with the OEM to develop a structured, long-term approach to pricing and procurement.
- 2 By analyzing license requirements alongside retrofit schedules over a five-year period, the team established a standardized pricing model for both new licenses and ongoing maintenance.
- 3 Pricing was pre-approved, eliminating the need for repeated vendor engagement during the quoting process. This approach also aligned procurement workflows across internal teams and government-facing programs, ensuring consistency and efficiency at every stage.

## THE RESULTS

The implementation of standardized pricing delivered immediate and measurable improvements. With predictable, fixed costs in place, the Systems Integrator

gained the ability to accurately forecast budgets across multi-year initiatives, reducing financial uncertainty. Procurement timelines were significantly accelerated, as quotes could be generated instantly without waiting on vendor input. This streamlined process improved overall operational efficiency, enabling faster response times and reducing friction across the supply chain.

PREDICTABLE COST,  
STRUCTURE &  
FORECASTING

ACCELERATED  
PROCUREMENT  
& OPERATIONAL EFFICIENCY

## EXPANDED IMPACT

Building on this success, TVAR Solutions also supported a broader hardware modernization initiative. By delivering TAA-compliant, vendor-agnostic device bundles—including thin clients, monitors, keyboards, and mice—the team helped standardize end-user environments across programs. This effort simplified procurement and deployment into a single package. It also ensured consistency across systems and positioned the organization for more scalable and efficient technology refresh cycles in the future.

## KEY TAKEAWAY

Standardizing pricing and procurement processes enables federal organizations to move faster, plan with confidence, and better support mission-critical operations. Through its partnership with TVAR Solutions, this Federal Defense Systems Integrator transformed a complex challenge into a streamlined, scalable solution that drives long-term efficiency and performance.