



# Drive Digital Transformation. Modernize for Tomorrow.



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Iron Bow is a Trusted Technology Partner of state agencies like the Commonwealth of Virginia, cities, counties, universities, and K-12 school systems as well as federal entities including DoD, Army, Air Force, Space Force, Navy, Marine Corps, and the Federal Government.

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# How Iron Bow Serves State and Local Governments and Educational Institutions

The SLED Digital Transformation journey is ongoing for many organizations, but the path can be daunting even in the best of times. Organizations are trying to meet an ever-increasing volume of customer demands for robust digital services.

Governments and educational entities are facing the challenges of cybersecurity threats, aging legacy technology as well as constrained funding and workforce resources. At the same time, government and education executives are tasked with achieving tangible business and institutional outcomes in the face of these challenges. Typical outcomes being sought include resilient services, citizen data protection, application modernization, workforce development and student throughput success.

How can state and local organizations be successful in their digital journey to meet the demands of today? They need trusted partnerships and a more holistic approach to meet these challenges and achieve their desired outcomes.

Iron Bow is dedicated to aligning IT innovation and your technology investments with your desired outcomes. We combine integrity and innovation through our market and domain expertise; strategic partnerships with industry leaders; and a consultative approach in assessing situations to provide our customers with the most ideal solution sets.

# Solutions Overview



## IT Modernization

### Bridging Business & Technology

- Foundational Technology
- Component/Enabling Technology
- Modernization Through Cloud
- Data Center Modernization
- Edge Computing/Edge Networking



## Workforce Experience

### User Experience Redefined

- Workspace platform- Encompassing total end-to-end
- Improving User Experience/UX



## Digital Transformation

### Beyond Digitalization

- DevOps/DevSecOps
- Infrastructure as code
- Cloud Native
- Artificial Intelligence & Machine Learning



## Cybersecurity

### Fortify Data & Systems

- Zero Trust Architecture
- SASE/SSE
- Security as a Service



## Digital Health

**Iron Bow Healthcare Solutions** continues to be on the leading edge of developing, deploying and implementing solutions that enable healthcare providers to consult with patients outside the traditional office or ED environment.

- Software
- Telehealth Devices
- Services
- Remote Patient Monitoring

# Significant Contract Vehicles

## National



Contract Number: R200802: Cybersecurity Solutions, Products, and Services  
Contract Number: R210404: Technology Solutions, Products, and Services



National Cooperative  
Purchasing Alliance



National Association of  
State Procurement Officials

## State & Local



Virginia Information  
Technologies Agency



Virginia Information  
Technologies Agency



Virginia Association of State College and  
University Purchasing Professionals



Pennsylvania Education  
Purchasing Program



Midwestern Higher  
Education Compact

# IT Modernization

## Bridging Business & Technology

Now, more than ever, an ongoing approach to modernization is needed. Government agencies and educational institutions need a longer vision: a more overarching, ongoing approach to self-improvement that addresses their entire IT ecosystems.

That's where Iron Bow comes in. When it comes to modernizing your technology and networks, Iron Bow looks at the network in the context of business goals to provide a modern approach to traditional networking. We have the technical resources to cover everything from route/switch to software-defined networking and SD-WAN strategies. We can also work with you to develop the best deployment strategies to enable multi-media collaboration, mobile connectivity, data center optimization and network visibility and monitoring.

## Enabling Workforce Training from Any Location

Iron Bow implemented a plug-and-play operations environment to allow network communications for training in remote locations using equipment in a transportable case. Iron Bow verified successful power-up, network connectivity, functional web access to server management interface, connectivity to end-points as well as applied the latest vendor supplied patches and updates. Additionally, the Iron Bow team provided onsite training to personnel. Now the client can provide on-the-go training including streaming media wherever the cases are deployed.





## Workforce Experience

### User Experience Redefined

Remote work, dispersed teams and 24/7 connectivity are the new norm in the workplace and the classroom. Students and constituents alike now expect a consumer-like experience when using business applications. Iron Bow collaboration experts partner with you to leverage existing investments in hardware, IT infrastructure and software to meet these demands. Our robust collaboration solutions include audio and video conferencing, collaboration applications, and in-room AV systems, all which are designed to be quickly adopted by end users while lightening the burden on IT staff.

### Mobility + End User Devices

Today's mobile mindset is transforming business processes and requires strategic planning to integrate the right components to fit your specific environment and needs. Iron Bow works with you to meet this mobile demand securely and efficiently. Whether it is deploying virtual desktop infrastructure (VDI) for remote work, managing the distribution, maintenance and support of mobile devices or modernizing applications to work on any type of device, Iron Bow provides the support a mobile workforce needs.

## Simplifying Government Collaboration Through UCM Cloud

Iron Bow's Unified Communications Manager Cloud (UCM) for Government, powered by Cisco, provides cloud-based collaboration applications within a highly secure, virtualized platform under a centralized management system. This approach meets government cloud mandates, including FedRAMP as well as StateRAMP authorization. The solution reduces costs and easily connects end users on any device, resulting in minimal IT complexity for agencies. Iron Bow is one of the few partners authorized to sell UCM. Additionally, the solution is easily scaled to the size of the customer – ensuring cost effectiveness and security to answer to governments' accelerated adoption of cloud services.

## Digital Transformation Beyond Digitalization

State and local entities that need help with their digital transformations can find it in as-a-service offerings, which can provide the skill sets and services they need within a sustainable, pay-as-you-go model. Today, there are emerging as-a-service solutions that incorporate advanced technologies into an interoperable framework that allows agencies to take a holistic approach to modernizing their systems, enabling the transformation they need and the user experiences people expect.

Iron Bow offers a unique Experience-as-a-Service approach that takes several constraints out of the picture, such as the need to buy resources or hire people with particular skills. It offers a holistic program that goes beyond digitalization to transform the technology foundations of the enterprise while improving delivery of core missions. This approach not only solves manpower and resource challenges regarding current processes, but also allows organizations to add advanced tools suited to the challenges of a distributed environment that improves performance and customer experience.



## Virginia Modernizes with Device-as-a-Service

At the onset, as well as during the COVID-19 pandemic, the Commonwealth of Virginia experienced a 10-fold increase in demand for remote work support. The pandemic caused serious disruption to the workforce of Virginia and outside assistance was necessary to ensure continuity of business operations.

Iron Bow quickly mobilized and partnered with the Virginia Information Technology Agency (VITA) to rapidly develop a solution that could support the business-critical areas of the state. While the Iron Bow team continued to support

all deployed end-user devices throughout the state's workforce, they also quickly designed, tested and deployed a Virtual Desktop Infrastructure (VDI) as an alternative solution.

This solution ensured resources that lacked remote access to certain applications could reliably and securely access those applications in support of their work efforts. This solution has continued to remain in place today, as both a primary and secondary solution for the remote workforce to rely on.

# Cybersecurity

## Fortify Data & Systems

While mobile, cloud and virtualization technologies have led to enhanced business productivity they've also led to new attack vectors that provide lucrative targets for malicious actors. It has always been a question of when, not if, your network will be breached. The key now is to deploy a Cyber Resiliency strategy that contains a mix of network defense and service recovery solutions.

Our comprehensive approach to cybersecurity looks at your entire infrastructure and considers how your users access data, applications, facilities and any other resources that access your network. Our security experts provide support throughout the process of selecting and implementing security solutions.

Iron Bow's tenured and certified staff can assist you with all your needs around network vulnerability and defense, policy enforcement, data access management and control, threat visibility and prevention, incident remediation and, ultimately, ensure that your security agenda is in line with your desired outcomes.





## Resilience-as-a-Service

Resilience as a Service identifies the cyber and non-cyber points of failure in the environment to ensure that critical government services are delivered to citizens with little to no interruption, no matter what happens. An appropriate Cyber Resiliency program will take into consideration the following core tenets, while remaining flexible to encompass other aspects as well:



### Physical Security

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Controlling and understanding who accesses public buildings is critical to both physical and cybersecurity. Iron Bow's audio-visual capabilities encompass camera installation, networking and IoT integration for access control and smart building/city initiatives.



### Access Control

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Physical security relies on the digital network. Iron Bow has worked extensively to connect the physical and virtual environments across an array of clients. From smart switches that know when to turn the lights on and off based on occupancy to conference walls that fog out at the touch of a button for privacy. We also ensure that critical assets are tracked, not only to provide whereabouts but also to inform users and administration of upcoming maintenance and updates.



### Implementing Continuous Risk Monitoring

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Iron Bow is working with a state government to implement a more holistic security infrastructure that allows for continuous monitoring and data protection. Utilizing advanced technologies, the state can now evaluate networks for vulnerabilities on an ongoing basis and quickly implement action plans for remediations. The client is applying this solution to assess the readiness of counties for local and national elections.

## Digital Health

[Iron Bow Healthcare Solutions](#) continues to be on the leading edge of developing, deploying and implementing solutions that enable healthcare providers to consult with patients outside the traditional office or hospital environment. Virtual care solutions expand the delivery of healthcare from first responders in the field to school-based programs, enabling patients with better access to care from anywhere.

### How the Colorado Department of Corrections Is Using Telehealth to Chip Away at Obstacles to Providing Care

Like many public entities in the wake of COVID-19, CDOC was able to access additional financial resources through grant funding and drive more telehealth initiatives. For the Chief Medical Officer, Dr. Maul, and his team, some of the most important funding came from the Distance Learning and Telemedicine program, designed to help rural communities use the unique capabilities of telecommunications and overcome the challenges of remoteness and low population density.

Having the right team helped them secure the funding they needed to deploy telehealth. With the help of Poly and Iron Bow Healthcare Solutions, they were able to build out a competitive application and secure the funding and technologies needed to launch their telehealth program - improving healthcare access for incarcerated and detained persons.



# Strategic Partnerships





# WHERE IT INNOVATION COMES TOGETHER

*Providing trusted IT solutions designed to  
empower our customers.*

Visit [ironbow.com](https://ironbow.com) or get in touch with our team at [SLED@ironbow.com](mailto:SLED@ironbow.com).

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