

## REDUCING

# Vendor Sprawl in Local Government



Vendor sprawl in local government is more than just an annoyance; it's an obstacle that undermines government's core missions, saps resources, and slows progress toward community goals. Fortunately, vendor sprawl is mostly avoidable, and Granicus can help.

## Using 10 toolboxes is harder than one

Partnering with multiple companies to solve specific problems can easily overwhelm staff who must maintain these relationships. It is more efficient for everyone involved to use one centralized toolbox that is simple to maintain, from website services to public meetings.

## More vendors mean more risk

With cybersecurity at the forefront of mind, government organizations must be more selective of vendor networks. From public meetings to public records, ensuring your data is secure is critical to maintaining public trust.

Similarly, fewer vendors operating on your network decreases the potential attack surface, improving your security posture while reducing the burden on security staff.



**75% of organizations** are consolidating their security vendors, *according to Gartner*



**Splunk includes Supply Chain Attacks** among its *Top 50 Cybersecurity Threats*

## One Set of Security Standards

- Prioritization of security, compliance, privacy, etc.
- One standardized back-up vendor
- Better risk management
- Shared best practices
- Enhanced overall security posture

## One Go-To When You Need Support

- One point of contact for troubleshooting
- Nothing falls through the cracks
- Stronger IT ecosystem

## Cost Savings

- Your dollar goes further
- Ease of contracting with one accounting department
- Simple to add-on additional key features
- One point of contact for multiple solutions

## Better Steward to Internal Customers

- Faster and more effective problem management
- Interconnectedness of tools
- No shadow IT
- Promotes skill consolidation

## Visibility and understanding for leadership

Tracking various projects through one connected system can provide visibility for city leadership and elected officials, ensuring processes and outcomes are aligned with overarching community goals.

## Partnerships based on a shared vision and trust drive better outcomes

Building relationships with partners that truly understand, embrace, and share your mission helps your organization operate more quickly, efficiently, and effectively.

Additionally, visibility and transparency remain critical to everyone working toward the same outcomes. A trusted partner ensures processes and outcomes are aligned with overarching community goals.

Just look at San Antonio, Texas. We've helped them achieve their transparency and engagement goals for everything from *public meeting streaming* to *public record request management*.

## How we can help

At Granicus, we provide holistic suites of engagement, digital services, and operational tools that help governments of every size deliver better experiences for the people they serve.

Our variety of options means you don't have to keep adding new vendors to achieve your goals. With our interconnected software solutions and deeply knowledgeable consultants, more than 6,000 government organizations rely on Granicus to help drive their vision, improve trust and transparency, and be good stewards of taxpayer dollars.



### Learn More

*4 Dangers in 15 Minutes: The Risks of Vendor Sprawl*

“Consolidation can save money, reduce complexity, and open up new areas of benefit and efficiency. It's a trend many security teams are taking advantage of as they experience the double-whammy of budget pressure and increasing threat surfaces.”

— *HackerOne*, manager of Hack the Pentagon and other government bug bounty programs

“People don't buy what you do, they buy why you do it. The goal is not to do business with everybody who needs what you have. The goal is to do business with people who believe what you believe.”

— *Simon Sinek*, Author & Speaker

**How can your organization take the necessary steps to Reduce Vendor Sprawl?**

***Learn more >***