

Flowery Branch, Georgia Sees Potential Cost Savings of More Than \$200,000 by Using “IT in a Box”



 GMA helps city stabilize data backup, disaster recovery and email

The City of Flowery Branch, Ga. is a cozy community nestled on the banks of Lake Lanier with its history dating back to the late 1800s. Despite the town’s historical charm, Flowery Branch needed its network infrastructure to catch up to modern technology.

Challenge

Antiquated and unreliable, Flowery Branch’s IT services concerned city officials. The stability and security of the city’s email, server hosting and data backup affected city operations and jeopardized the ability to recover from a disaster.

However, costs to implement and maintain technology upgrades also alarmed Flowery Branch’s city leaders. In their technology assessment, hardware, software and labor expenses to upgrade technology were higher than what the city had budgeted. It seemed like a lose-lose situation.

Solution

Flowery Branch engaged with the Georgia Municipal Association and utilized its “IT in a Box” service.

Powered by Sophicity, “IT in a Box” is a complete IT solution for cities and local governments. The service includes a website, data backup, offsite storage, email, document management, Microsoft Office for desktops, server and

desktop management, vendor management and a seven-day a week helpdesk.

Results

By leveraging vendor management, which is included with IT in a Box, Flowery Branch’s telecom contract was renegotiated creating a potential savings of \$203,886.90 over a 10-year period. In the first year alone, the city saved \$39,035 (or 48 percent) of the costs typically spent modernizing a network of its environment and size. These savings helped Flowery Branch stabilize its technology and create a predictable IT budget.

Additionally, “IT in a Box” helped Flowery Branch:

- Mitigate the risk of data loss through onsite and offsite server backups
- Ensure a highly available and dependable email system
- Move to a faster Internet connection
- Decrease spending on telecommunications services

 “The City of Flowery Branch certainly feels as though we gained a partner in working through our IT issues. Sophicity has been responsive in showing us options that made operational and fiscal sense.”

- City Manager Bill Andrew



Sophicity is an IT services and consulting company providing technology solutions to city governments and municipal leagues. Among the services Sophicity delivers in “IT in a Box” are a website, data backup, offsite storage, email, document management, Microsoft Office for desktops, server and desktop management, vendor management and a seven-day a week helpdesk. [For more information, visit www.sophicity.com.](http://www.sophicity.com)