

VNA-SB-041 | Zero-Trust Identity (Entra/Okta VPD) & SLED Cooperative Procurement | Public Sector Fast-Track Cooperative Procurement | Sage Canyon

Public Sector & SLED Fast-Track Cooperative Procurement Hub for Oracle, APEX & Cloud

Transition from 9-to-12 Month Formal RFP Delays Stalling Urgent County, Municipal, ISD & State IT Projects to Pre-Competed Cooperative Contract Vehicles (TX DIR DBITS / Choice Partners / Interlocal SOW) with automated binary/AST metadata profiling, deterministic cost-control levers, auto-generated BRD and test documentation, and a fixed-fee 4-phase delivery roadmap.

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SOURCE LEGACY STACK (STACK X)		MODERNIZED TARGET ARCHITECTURE (STACK Y)	
9-to-12 Month Formal RFP Delays Stalling Urgent County, Municipal, ISD & State IT Projects		Pre-Competed Cooperative Contract Vehicles (TX DIR DBITS / Choice Partners / Interlocal SOW)	
PROCUREMENT CYCLE	FORMAL RFP DELAY SAVED	CONTRACT STRUCTURE	SLED TRACK RECORD
2 - 4 Weeks	6 - 9 Months	Fixed-Fee Gates	Proven \$1.7M+

1. Problem Space & Architectural Bottlenecks

- Critical business operations remain trapped in 9-to-12 Month Formal RFP Delays Stalling Urgent County, Municipal, ISD & State IT Projects, creating audit risk, manual reconciliation overhead, and rising support costs.
- Duplicate queries, cloned reports, and undocumented triggers make impact analysis slow and expensive across legacy screens, reports & interfaces in scope.
- Lack of automated binary-to-database metadata mapping causes traditional consulting shops to pad estimates with 40% manual discovery buffers.
- Leadership needs a predictable, fixed-fee phased timeline with verifiable test specifications and zero-downtime cutover guarantees.

2. Technical Solution & Reference Architecture

- 2.1 Automated Phase 0 AST & binary scan mapping 9-to-12 Month Formal RFP Delays Stalling Urgent County, Municipal, ISD & State IT Projects artifacts directly to live Oracle dictionary metadata and profiling production data.
- 2.2 Target architecture built on Pre-Competed Cooperative Contract Vehicles (TX DIR DBITS / Choice Partners / Interlocal SOW), consolidating cloned queries into governed core SQL views with runtime Smart Filters.
- 2.3 Automated generation of full Business Requirements Documents (BRD), Technical Approach Docs, Testing Specifications, and Verified Test Results.
- 2.4 Zero-trust SSO/MFA (Entra ID / Okta) paired with database-enforced row-level security (VPD / RAS) and SQLcl Liquibase CI/CD pipelines.

3. Artifact-by-Artifact Conversion & Modernization Matrix

Legacy Artifact / Baseline Workload	Modernized Oracle / Cloud Target	Engineering Method & Outcome
Source Tier: 9-to-12 Month Formal RFP Delays Stalling Urgent County, Municipal, ISD & State IT Projects	Pre-Competed Cooperative Contract Vehicles (TX DIR DBITS / Choice Partners / Interlocal SOW)	Automated AST & Metadata Uplift (85%-95%)
Primary Footprint: Target Modernization Modules / Workstreams	Oracle APEX 24.2 Redwood UI + PL/SQL APIs	Binary-to-DB Metadata Mapping + Pilot Sprint
Workload & Queries: Legacy Screens, Reports & Interfaces in Scope	Canonical Core SQL Views + Runtime Smart Filters	Query Fan-Out Clustering (75%-90% Reduction)
Undocumented Legacy Business Rules & QA	Auto-Generated BRD, Approach Doc, Test Specs & Results	100% Automated Documentation & utPLSQL / Playwright

4. Oracle APEX & Ancillary Engineering Toolchain

- Oracle APEX 24.2 & Universal Theme (Redwood Light Flavors)
- Oracle Database 23ai / Autonomous Database (ATP / ADW)
- Viscosity Automated Binary (.fmb/.rdf) & AST Metadata Profiler
- Auto-Doc Engine (BRD, Approach Doc, Test Specs & Test Results)
- Oracle REST Data Services (ORDS) & APEX Office Print (AOP)
- SQLcl Liquibase CI/CD, utPLSQL & Playwright Regression Suites

Anonymized Production Proof: Delivered a \$1.74M enterprise Oracle APEX and Autonomous Database financial modernization for a major metropolitan county using a pre-competed Texas DIR DBITS cooperative contract vehicle.

5. Principal Architect Q&A

Q: What are the primary levers that control the cost of SLED Cooperative Procurement Hub (DIR / Co-Op)?

A: Cost is controlled by five levers: (1) collapsing cloned query fan-out across legacy screens, reports & interfaces in scope into canonical core SQL views, (2) percentage of business logic already in database packages vs. UI triggers, (3) production data quality profiled during Phase 0, (4) external integration/SSO count, and (5) cutover downtime requirements.

Q: How does your tool convert binaries (.fmb, .rdf, etc.), map database metadata, and generate documentation?

A: Our automated analyzer parses legacy binaries and source files, extracts every trigger, query, and UI control, cross-references them against live database dictionary metadata (ALL_TAB_COLUMNS, ALL_DEPENDENCIES), profiles actual column data distributions, and automatically generates the Business Requirements Document (BRD), Technical Approach Doc, Test Specifications, and Verified Test Results.

Q: What does a typical project timeline look like from kickoff to production cutover?

A: Projects follow four gated phases: Phase 0 (Weeks 1-2: Binary AST Scan, Data Profiling & Auto-Generated BRD), Phase 1 (Weeks 3-6: Core Schema Uplift & Working Pilot), Phase 2 (Weeks 7-12: Automated Conversion Sprints & Test Spec Execution), and Phase 3 (Weeks 13-16: Parallel Run, Zero-Downtime Cutover & 30-Day Hypercare).