

Accelerate Time-To-Value, Reduce Risk, Lower the Cost of Delivery





The Public Sector Delivery Challenge

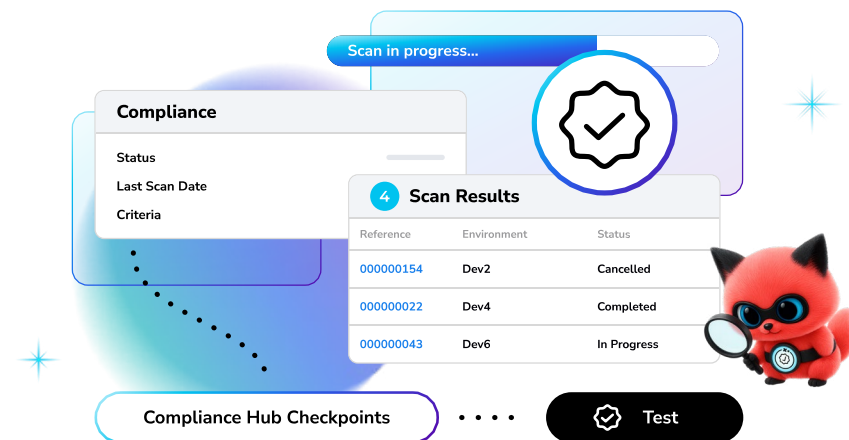
Government IT projects operate in one of the most demanding environments in technology. Multiple teams, stringent compliance requirements, and evolving needs create a perfect storm of complexity. Many System Integrators (SIs) inherit their customers' existing legacy tools that weren't designed for Salesforce's unique requirements. Teams end up manually deploying through change sets, struggling with Git-based tools not built for declarative development, and managing dozens of manual release processes. The result? Delivery friction, frustrated stakeholders, damaged client relationships, and projects that fail to meet critical objectives.



Building Trust Through Delivery Excellence

Success in public sector projects isn't just about reaching the finish line, it's about building trust through consistent, efficient delivery that exceeds expectations. This requires a foundation that can:

-  **Unite all stakeholders in a common, compliant process**
-  **Automate routine tasks and security checks**
-  **Provide visibility across the entire delivery lifecycle**
-  **Support teams of varying technical expertise**
-  **Adapt quickly to changing requirements**



The Solution: Copado for Public Sector System Integrators

Copado is the only FedRAMP authorized DevOps Platform built natively on Salesforce and designed specifically for regulated environments like the public sector. By combining release automation and compliance controls in a single platform, Copado enables System Integrators to streamline delivery workflows, maintain strict security standards, and reduce manual effort across the software development lifecycle. It simplifies the complexity of building on the Salesforce Government Cloud, helping teams stay on schedule, on budget, and in full control of release quality.

Key Differentiators for System Integrators



Enterprise-Ready Platform

Purpose-built for Salesforce with native FedRAMP controls, enabling compliant development at scale without middleware or workarounds.



Accelerate Delivery

Cut deployment time by 50% through automated pipelines, parallel development streams, and pre-built templates that eliminate manual processes.



Reduce Risk & Cost

Built-in security scanning, automated compliance documentation, and one-click rollbacks protect your delivery while reducing operational costs.



Proven Public Sector Success

Trusted by major agencies and leading SIs, with demonstrated 46% ROI increase in complex government environments and higher contract win rates.

Customer Spotlight: DC Health

When the COVID-19 crisis hit in 2020, DC Health needed to rapidly roll out real-time digital solutions to support public health initiatives. Leveraging Salesforce, they deployed a scalable contact tracing solution in record time. To meet the urgency of the moment, the team relied on Copado to automate delivery and ensure consistent, secure deployments across a highly complex ecosystem.

Key Outcomes

3000+

user stories deployed across 5 integrated Salesforce orgs

13,000+

Salesforce users supported (DC Health staff and providers)



Weekly

releases with low-issue deployments



Source control and synchronized environments for governance and speed



Copado gives SIs a competitive edge, transforming how they respond to government opportunities and execute delivery. From accelerating proposal readiness to scaling DevOps across multiple programs, Copado helps partners win more deals, safeguard profitability, and build long-term relationships with public sector clients.

[Learn More](#)

