

Salesforce Developers At Scale For A Large VA Modernization Program

01. SALESFORCE PURPOSE

SkillStorm teamed with a big prime federal integrator for a substantial contract with the VA that intended to **modernize and manage its extensive IT ecosystem**. The program focused on enhancing the VA's digital infrastructure to better serve veterans and internal stakeholders.

The primary technology stack for this program was **Salesforce**. The client was looking for a team that had the expertise to deliver, supported veterans and had the ability to come in at a competitive price.

02. PRIMARY SKILLSETS

Salesforce
application
developers

Integration
developers

Provar
automation
testers

03. TECH CAPABILITIES

Apex
Apex Triggers
SOQL/SOQL
Lightning Web Components (LWC)
Flow Builder

REST/SOAP/Bulk APIs
Schema Builder/Object Manager
Profiles, Permission Sets &
Sharing Rules
Reports & Dashboards

\$700M+

total contract value

5yr

program won by the joint team

50+

developers skilled in primary
required skill sets

**Beat out 3
others**

to win a large scale 5-year
program

Resources needed to be **U.S.-based with specific labor category requirements**

04. REQUIREMENTS

01 Varying labor categories: requirements varied from tech capabilities, locations and years of experience at the Junior and Journeymen labor categories.

02 Speed and scale: teams needed to scale very quickly and at a very large scale.

03 Expertise and veteran support: the client was looking for a team that had the expertise to deliver and supported veterans.

04 Competitive price: the ability to come in at a competitive price was a condition of the award.

05. OUTCOMES

01 Large scale award

- Joint team beat out 3 others to win a 5-year program
- Total contract value was over \$700 million

02 Scale quickly - U.S. Based specific location & Public Trust

- Skilled over 50 developers in primary required skill sets
- Deployed resources in specific required locations
- Resources deployed ahead of schedule for project needs
- All resources deployed with required public trust

03 Specialized

- Resources skilled in exact labor categories required delivering value to client from day 1