

## STRATEGIC PROPOSITION OVERVIEW

# The Exit Path

*A strategy for moving Atlantic Canada's public-sector desktops off a two-vendor market, and building a national practice on the result*

**INTENDED FOR** Executive leadership at IT services firms; provincial decision-makers in finance, health, education and service delivery  
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## Why This Paper

On my estimate, two vendors supply most of the virtual desktops and applications used across Atlantic Canada's public sector, and both are controlled from the United States. This paper sets out a phased programme to build a tested exit path, and the commercial case for a services firm to lead it, first in Atlantic Canada and then nationally. The cost argument creates the budget. The sovereignty argument creates the mandate. The author was founding COO of Inuvika, a desktop virtualisation vendor named once as one candidate among several, and discloses that up front.

## At a Glance

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| <b>86,000 to 148,000</b><br>Estimated seats, Atlantic public sector (planning range, not licence counts) | <b>15%</b><br>of Nova Scotia's \$1.8B in procurement bought without competition (\$273M) | <b>4 tiers</b><br>Operational definition of sovereignty, from local hosting to structural control | <b>\$2M to \$15M</b><br>Illustrative gross annual licence saving on the first 40 per cent of seats |
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## What the Full Paper Covers

- **The case:** jurisdiction, price and Europe's move from concern to proposed law and delivery, with AI included.
- **The market:** a seat estimate for the four Atlantic provinces and the fiscal record that funds the mandate.
- **The programme:** five phases over about 36 months, a four-tier definition of sovereignty and governance an Auditor General can read.
- **The business case:** an illustrative licence saving, the opposition, a risk register and the first 90 days.

## Request the Full Paper

The Exit Path runs 12 pages with sources. Email [s.topiwala@praxiskar.com](mailto:s.topiwala@praxiskar.com) for a copy.