

From Reactive IT to Strategic Technology Leadership

How Splashwire's vCIO Services Modernized Franklin County — and Saved Them Money

70%

Cyber Insurance Reduction

M365

Full Enterprise Rollout

VoIP

Modern Phone System
Deployed

NIST

CSF Security Alignment
Achieved

THE CHALLENGE

Franklin County's IT environment was largely reactive — projects were siloed across departments, cybersecurity maturity was unmeasured, communication platforms were fragmented, and an aging phone system was draining budget. Leadership lacked a unified strategic technology roadmap and the dedicated expertise to build one.

The County needed more than technical support. It needed executive-level technology leadership — at a cost that made sense for a local government.

THE SOLUTION: vCIO SERVICES — EXECUTIVE LEADERSHIP AT A FRACTION OF THE COST

What is a vCIO — and why does it matter?

A virtual Chief Information Officer (vCIO) delivers the strategic technology leadership of a full-time CIO — without the full-time salary. For Franklin County, Splashwire served as the County's fractional technology executive: evaluating the environment, developing a multi-year strategic roadmap, aligning technology investments with organizational priorities, and overseeing execution across every initiative.

Rather than hiring a full-time CIO at \$150,000–\$200,000+ per year, Franklin County gained enterprise-grade technology leadership, governance, vendor management, cybersecurity oversight, and project execution — all through Splashwire's fractional vCIO model. Every initiative below was conceived, planned, and driven by this strategic partnership.

THREE STRATEGIC INITIATIVES

Assess

- ▶ Evaluated existing IT culture, staff capabilities, and active initiatives
- ▶ Identified gaps in infrastructure, security, and vendor landscape
- ▶ Prioritized investments aligned to County operational goals
- ▶ Delivered strategic roadmap for phased, measurable execution

Leverage Cloud Hybrid

- ▶ Migrated from Google to M365 — robust SSO & Azure / Entra security
- ▶ Moved County ERP to the cloud for resilience and scalability
- ▶ Replaced legacy phone system with Teams for unified communications — no on-prem dependency

Implement NIST CSF Security Posture

- ▶ Risk assessment aligned to NIST Cybersecurity Framework
- ▶ 24x7 managed detection and response (MDR) deployed
- ▶ Endpoint protection, patching & policy development
- ▶ Documented controls delivered to cyber insurer — 70% premium reduction



Bringing Splashwire into Franklin County is one of the best decisions the County has made in the last five years. Their leadership has provided clear direction, meaningful dialogue, and measurable results. More importantly, they have become a true business partner — helping us leverage technology to better serve our employees and the residents of Franklin County.

— Benjamin Sites, Sheriff, Franklin County, Pennsylvania

THE RESULTS

Financial Impact

- **70% reduction in cybersecurity insurance premiums — direct, documented savings**
- Increased security, lowered cost over CrowdStrike
- Enterprise CIO leadership at a fraction of full-time salary
- Operational budget elasticity via Microsoft 365
- Penetration Testing, Vulnerability Scanning included

Operational & Security Impact

- NIST CSF-aligned cybersecurity program
- 24x7 SOC monitoring & response
- Full M365 deployment — unified, secure, cloud-based collaboration
- Strategic multi-year IT roadmap replacing reactive operations
- PMO established — improved delivery timelines and accountability

WHY SPLASHWIRE

Strategic, Not Reactive

Splashwire functions as a true technology partner — driving long-term strategy, not just fixing day-to-day problems.

Fractional. Flexible. Accountable.

Enterprise-level CIO expertise without the enterprise-level salary — scaled to your organization's needs and budget.

Outcomes That Are Measurable

From a 70% insurance reduction to a full M365 rollout — Splashwire delivers results you can see, measure, and report.



At Splashwire, we recognized more than a decade ago that organizations needed more than a traditional managed service provider. They needed experienced technology and cybersecurity leaders who could sit at the executive table, align IT with business objectives, and help guide strategic decisions. That realization led us to build our vCIO and vCISO services. Our differentiator is simple: we don't just manage technology—we help lead organizations.

— Josh Hinkle, President & CEO, Splashwire