11:59
ready for tomorrow

STATE OF CALIFORNIA

PAYS FOR ITSELF · REDUCE YOUR SAAS COSTS

Draw down before you rebid.

Your platforms now sell AI agents metered by the conversation, action or credit. Every agent built there adds to the bill and makes the next M&O rebid harder to scope down.

23+ years of State of California work · **300+ projects for the State of California**

Reduce Your SaaS Costs starts with a **License Posture report** that shows ITSD and program leaders which seats the next renewal or rebid no longer needs to cover. Then the **Agent Foundation**, a governed agent layer in your own cloud, puts your first workflows on the Microsoft and AWS investments you've already made, so modernization happens inside existing budget.

STEP ONE

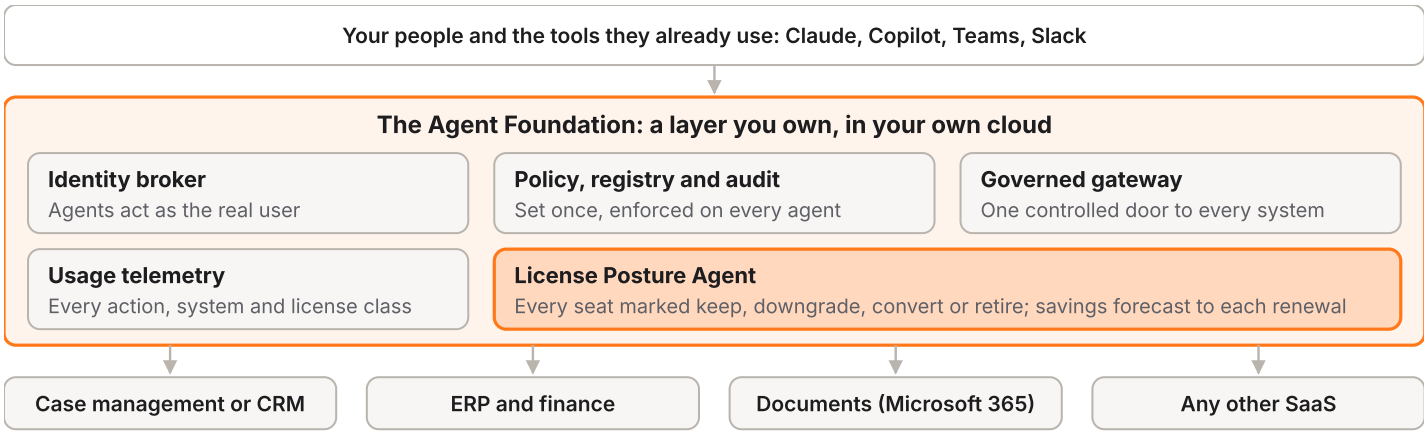
The License Posture report

WHAT THE REPORT READS	WHAT IT PRODUCES
Entitlements: what you bought, by tier and renewal date	Every seat marked keep, downgrade, convert or retire, with dollar impact
Actual usage: logins, features, API calls, per user	A three-year forecast: status quo vs. drawdown vs. migration
Contract terms: license definitions, indirect access	A compliance check, so nothing you retire creates audit exposure

People make the decisions: a licensing specialist confirms each contract clause, your business owner approves every retirement, and your team runs the negotiation with our help.

STEP TWO

Own the agent layer instead of renting it



Systems of record keep the data. They stop owning the work, and the seats come down at renewal or rebid.

Unlike the vendor's metered AI: a flat fee, one layer across every platform, and you keep it if you stop paying.

BUYING

Start with the report, then the layer

	WHAT IT IS	WHAT YOU GET
License Posture report	Entitlements, usage and contract terms for one SaaS estate. Fixed fee, scoped to the estate.	Every seat marked, with evidence, and a three-year forecast before any platform decision
Foundation Sprint	The Agent Foundation in your cloud, connected to two systems of record, one workflow moved. Fixed fee.	A layer you own, one workflow in production, the posture agent running
11:59 Operate	We run the layer and add workflows from a fixed-fee menu. Monthly, annual term.	A predictable line item and a running savings forecast
License Drawdown	Before each renewal or rebid: validate findings, review contract terms, build your position. Fixed fee.	A smaller scope at renewal, with the evidence to defend it

WHY 11:59

Independent, and we know how the State buys

- **Independent.** No vendor partnership that depends on your seat count staying where it is.
- **Built, not theorized.** The Agent Foundation is the governed control plane and audit trail we already run for clients.
- **Governed like government.** 23+ years of State of California work; AWS Advanced Tier Partner with the AWS Generative AI Competency.
- **Contracted the way you buy.** A SOW under your existing agreement, with 11:59 Operate as the monthly line. No new procurement to start.

> *Modernize within what you already own, and walk into the rebid with a smaller scope and the evidence to defend it.*

Next step: a License Posture report

Start with the platform that has your nearest renewal or rebid, or with an AI Rapid Scan if licensing is one of several questions. Both are scoped to the effort and quoted before we start.

Contract through **CMAS 3-24-01-1044** or the **TDDC MSA #5-22-70-25-189** as a SOW under an existing agreement. 11:59 software is also available through the **California Software Licensing Program (SLP)**.

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