DevSquad

# OSI Systems

## Building the Compliance Software That Didn't Exist

FARSITE™

CASE STUDY

devsquad.com

| | |
|---|---|
| **Industry** | Electronic systems for homeland security, healthcare, defense, and aerospace |
| **Model** | Custom software, also sold as SaaS under the FarSite brand |
| **The Build** | FarSite, a federal contract compliance platform, plus FarOps, its operations layer |
| **Deployment** | Multi-tenant, built to government cloud standards |
| **Engagement Length** | 6 years, ongoing |

SECTION 1: THE PROBLEM

# Compliance Ran On Attorneys And PDFs

OSI Systems sells to the federal government, and every contract is governed by the Federal Acquisition Regulation. That regulation is revised continuously, including with each change of administration. Their contract lines go back to the 1980s and 90s.

No software kept those contracts aligned to the right clauses or tracked the guidance coming out of the government. Attorneys who understood the federal acquisition process carried that knowledge themselves, and the documents moved around as PDFs.

**This issue goes beyond efficiency losses and becomes a real legal problem.** Apply the wrong clause to a thirty-year-old contract line, and the result is a dispute. That exposure runs across their work with the Air Force, the Army, and companies such as Boeing.

Chris Cook, SVP and Chief of Staff, wanted to know whether any system could keep pace with guidance that never stops changing and still hold the line on compliance.



## Why A Contract From The 90s Still Runs On 90s Rules

Federal rules say a clause carries the meaning it had when the solicitation was issued, not the meaning it has today. The clause library keeps moving forward while the contract stays where it was signed, with every clause pinned to its own date. A single contract can end up holding clauses written decades apart.

SECTION 2: THE SOLUTION

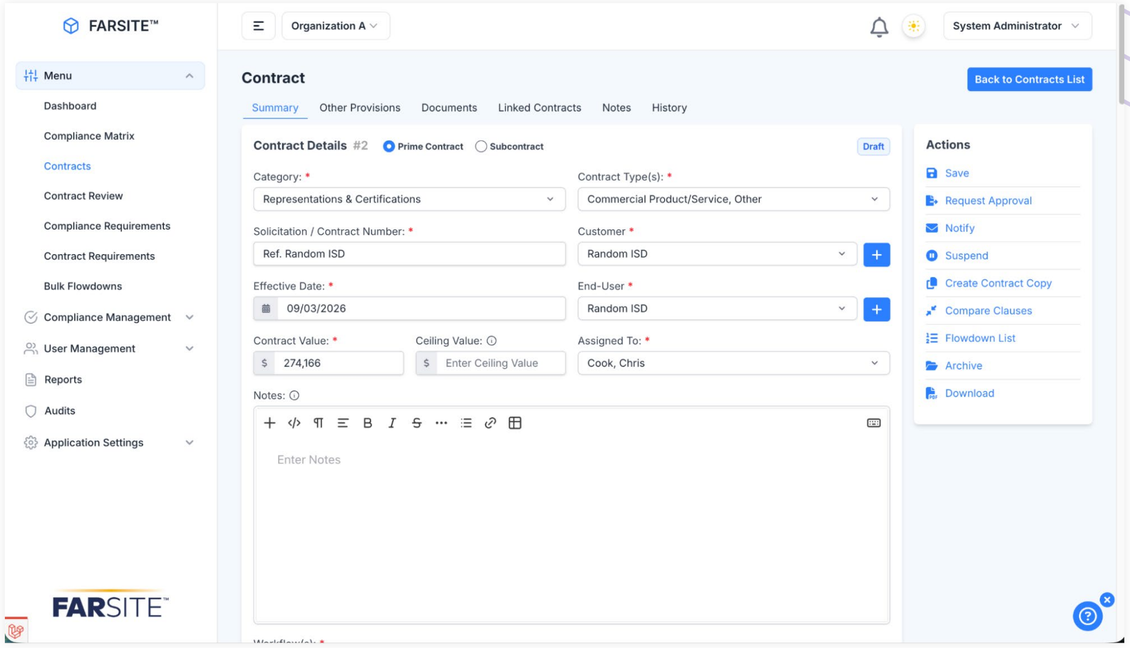
# Every Contract Linked To The Clauses That Govern It

FarSite is the contract compliance platform DevSquad built for OSI Systems. It turns a contract from a document into a record that knows which rules apply. Each contract holds its solicitation, its value, the manager reviewing it, and the clauses that govern it at the correct version.

**Clauses link to one another across years and contracts**, which lets a contract signed decades ago stay compliant while the library updates around it.

Approval still runs through legal, because DevSquad structured the attorney's work rather than removing it. Color coding shows a reviewer which clauses need attention, and a contract stays pending until a second reviewer clears it.

Business units sit inside one system, so the companies under OSI Systems each work with their own clauses and users without switching logins.




One contract, and every clause that governs it, at the version that governs it

# What We Rebuilt, And What We Innovated

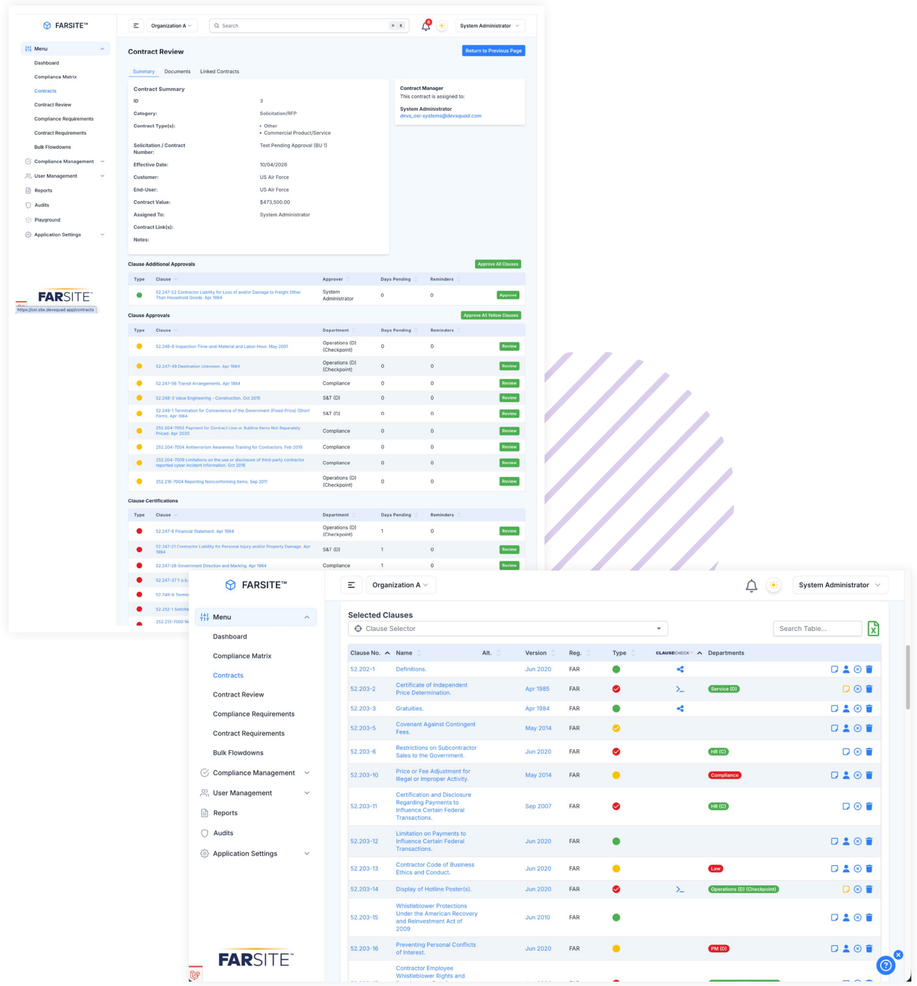
**Part of this build replaced work attorneys did by hand. The rest did not exist anywhere before.**

## Rebuilt from what they already had:

- Contract records holding the solicitation, value, assigned reviewer, and governing clauses
- A clause library, versioned by date
- Contract review and approval, still performed by attorneys
- A contract builder, replacing manual assembly
- Department structure across compliance, contracts, finance, HR, IT, law, operations, project management, and QA
- A CRM, replacing the paid subscription they had been using

## Newly innovated:

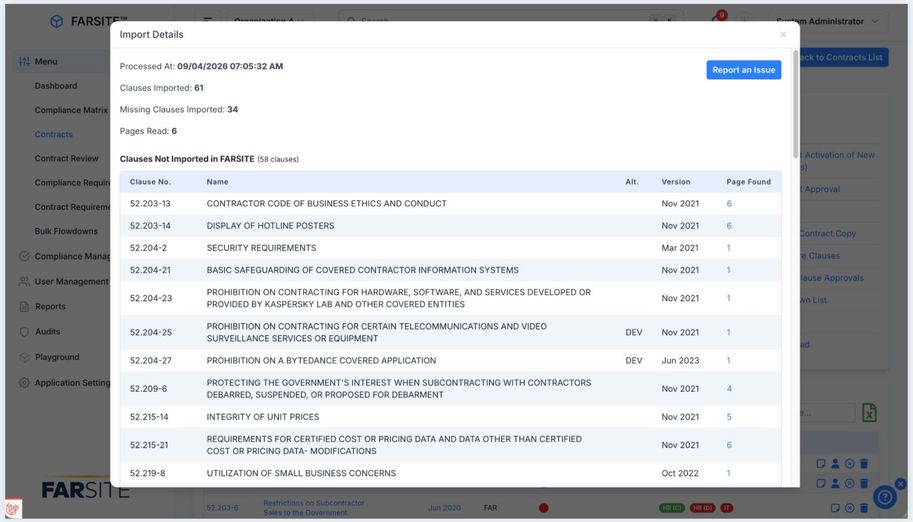
- Clause extraction that pulls the right clauses from an uploaded PDF, skipping any already on file
- Text recognition on scanned documents, so a contract that exists only as an image can still be read
- One-click import of clauses from the government source, adjustable before they reach any contract
- Clause linking across years and across contracts
- Color coding that shows which clauses need review
- A compliance matrix showing where approval is outstanding, filtered by department
- Multi-step approval requiring more than one reviewer before a contract clears
- Business units in one system, with separate clauses and users for each company
- Reporting on compliance history by department and on new clause versions from the government




Review starts with the clauses that need it

## Getting Decades Of Paper Contracts Into The System

The clause extractor was not in the plan. It came out of a development phase, once the team saw that pulling clauses out of PDFs by hand was still the slowest part of the job. It reads the document, runs text recognition when the file is a scan, and reports what it imported, what it could not find, and how many pages it read. It is now one of the reasons customers choose the product and stay on it.




Upload the PDF. The clauses come out.

## OSI Systems Now Sells The Software As A Product

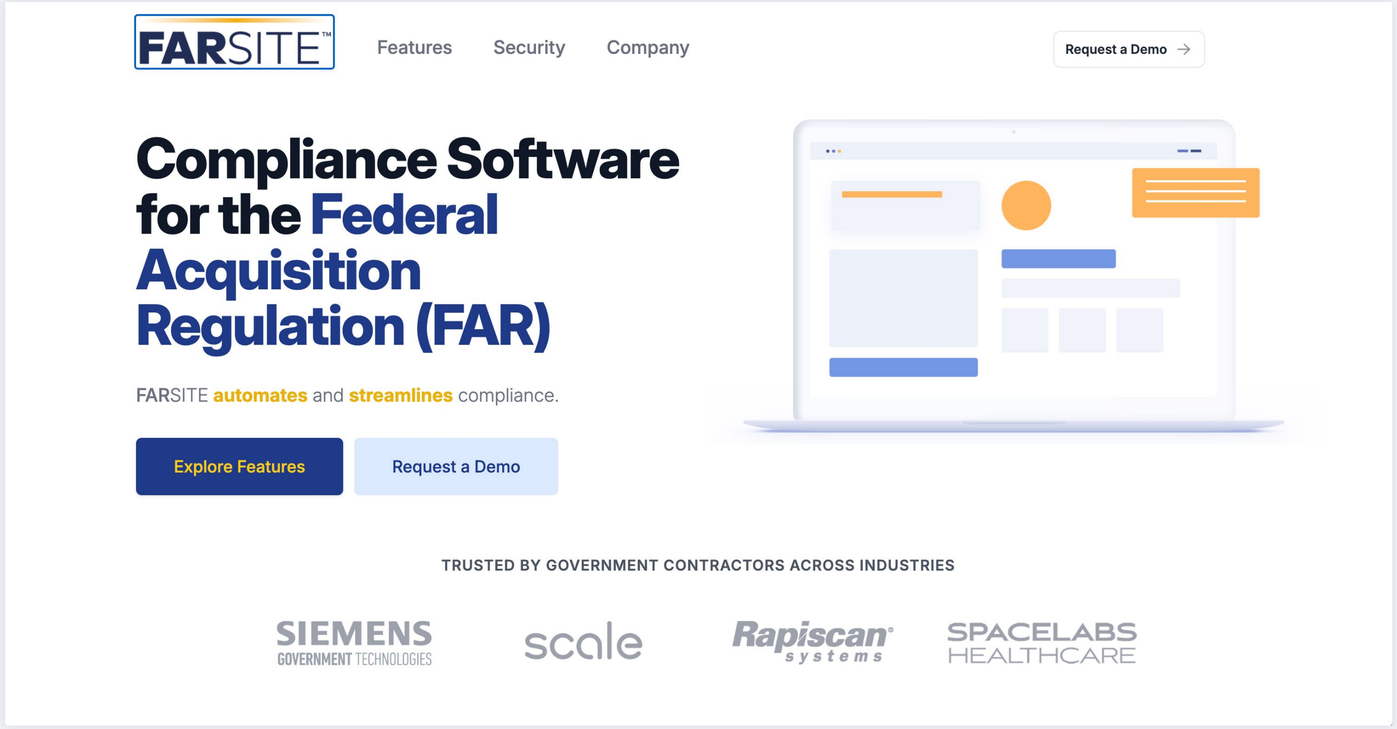
FarSite **began as an internal tool and is now a product** OSI Systems sells. Over six years, it became good enough that other companies carrying the same compliance obligations wanted to run on it.

The platform runs multi-tenant, so each customer gets their own instance and their own link. Buyers include OSI subsidiaries and outside companies under the same federal requirements. FarOps came out of that shift, giving OSI a layer to manage tenants, the clause library, and government clause updates.

DevSquad also built a lighter version for prospects who wanted the capability but found the full platform more than they needed.

Nothing comparable exists that follows the full set of government rules, so companies that need this had to build it. OSI Systems went into a compliance project and came out with a product line to solve these issues for others.

# The Solution



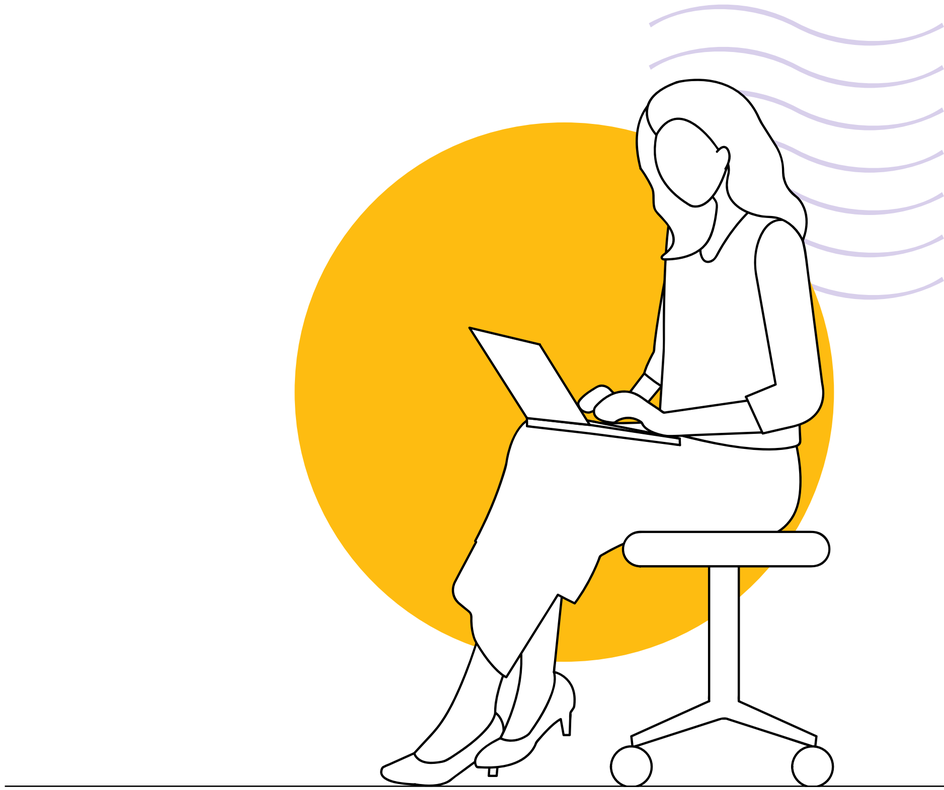

## Why This System Gets More Testing Than Most Builds

Government contracts are the stakes, so the engineering approach is deliberately conservative. New features are assessed for viability and risk before anyone builds them. QA takes a larger share of the budget than on a typical project. Part of each year runs in maintenance and part in feature development, which holds the annual cost down while the product keeps moving forward.

| Before | Today |
| --- | --- |
| Clause compliance held by the attorneys who knew the rules | A clause library versioned by date and bound to each contract |
| Contracts and clauses moving around as PDFs | Documents uploaded and clauses extracted automatically, including from scans |
| Government guidance tracked by hand | One-click import from the government source, with new clause versions reported |
| Contracts assembled from scratch | A contract builder with configurable fields |
| A paid CRM subscription | A CRM inside the platform, live and used by the sales team |

## Understanding The Full Value Of OSI Systems' Custom Software

- **Legal exposure came down.** Every contract, its date, and the clauses governing it are tracked together, which is what defending a compliance position requires.
- **Compliance holds while the rules move.** New guidance imports from the government source, and the clause version governing each older contract stays intact.
- **Attorney time goes to judgment instead of retrieval.** Color coding puts the clauses that need review in front of the reviewer first.
- **Clause extraction stopped being manual work.** Uploading a document replaced checking every clause against the database by hand.
- **Multiple businesses run in one system.** Each has its own clauses and users, with no switching between logins.
- **A paid CRM subscription was replaced.** Built into the platform, live, and in use.
- **The internal tool became a revenue line.** FarSite sells to subsidiaries and outside companies, with a lighter version for smaller buyers.



SECTION 3: THE PATH FORWARD

# Government Cloud Standards And Features Driven By Customers

The engagement is active and currently in a development phase. New features are now shaped by what FarSite customers want, not only by what OSI Systems needs internally.

Work also continues on building the platform to government cloud security standards. Clearing that bar will put FarSite within reach of securing government agencies as customers, not only government contractors.

**Ready to replace your outdated systems and processes?**

Schedule a call →

