

# zensio

**Technology Partners For World's Leading Enterprises**

CONNECTION  
ANALYSIS  
DATA  
SEARCHING  
VERIFICATION  
CODING

# We are..



## Defined

Serving the world's leaders in Tech & Cloud

**8+**

years



## Distributed

The best global partner for value, agility, and scale

**10+**

industry verticals and markets



## Diverse

An inclusive and equitable workplace is our priority

**40%**

women



## Dedicated

Our commitments to building a better world

**Net Zero**

carbon and waste by 2030

## Our Top Clients



Microsoft



PROVIDENCE  
MUTUAL



COMPASS



## Certifications

Gold

Microsoft  
Partner



Microsoft



DIVERSE SUPPLIER LOCATOR

MEMBER



American Staffing Association



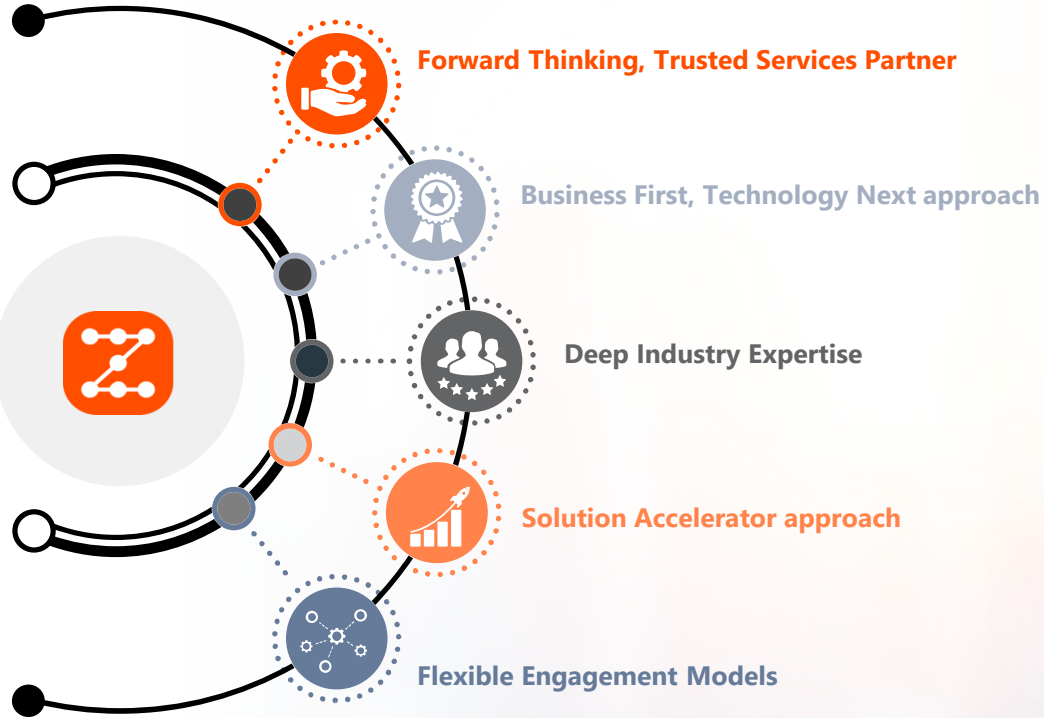
Fast 50  
Asian American  
Business



Washington, D.C. Office  
MINORITY  
WOMEN'S  
Business Enterprises



# Why us?



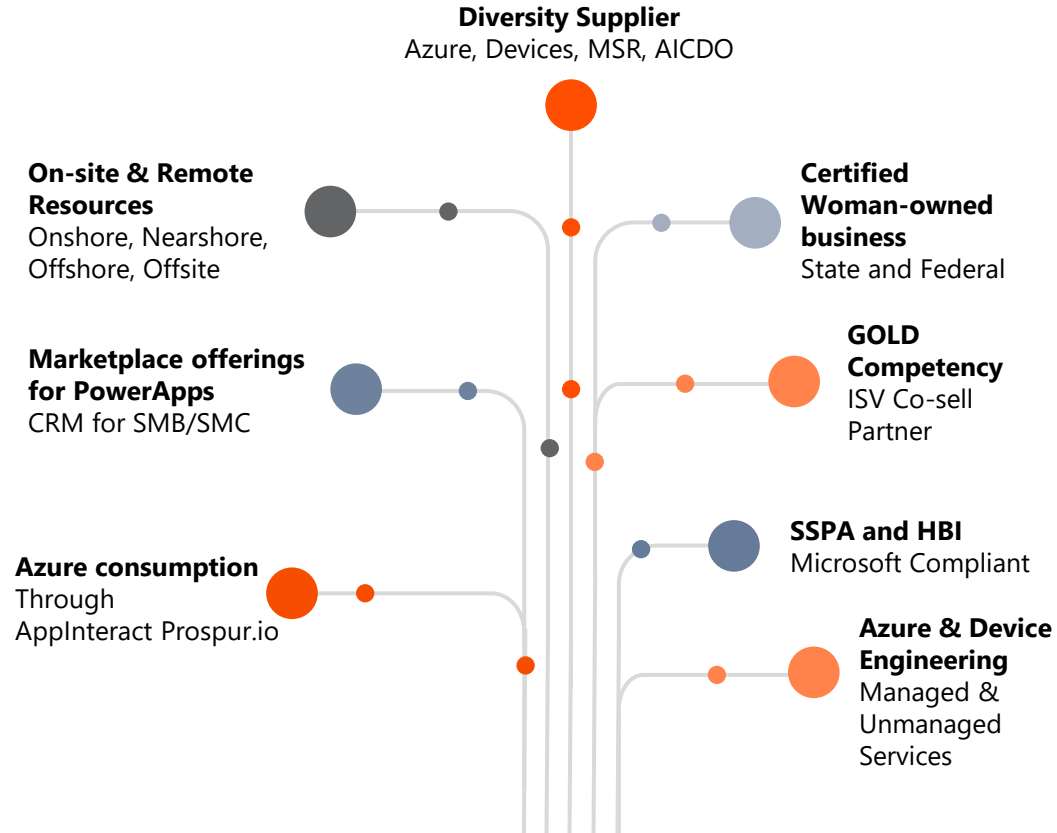
"Congratulations with the continued growth and partnership between Zensa & Microsoft. This further reinforces the strategic partnership and value Zensa brings to Microsoft." – **Von Roberto**

*Sr. Director of PM, Business Planning, Microsoft*

## 360 Relationship With Microsoft



From Ideation ↔ To Solutions ↔ To Execution





# Our Mission and Service Offerings..



We create measurable impact across the customer continuum in delivering measurable results —

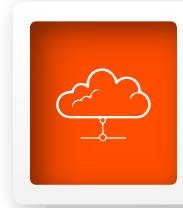
"from ideation  
to  
solution development"

**Our flagship product/IP**

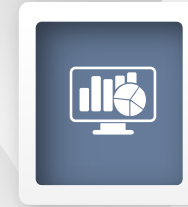
**PROSPUR**

CRM++ for SMB/SMCs

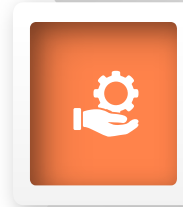
Cloud Services



Data and Analytics



Accessibility Solutions



Sustainability Solutions





## Managed Services

- Committed to deliver an outcome
- Provide value-added-services
- Hybrid delivery models
  - Onsite, Offshore, Offsite, Nearshore



## Product Development

- The Stage-Gate Model
- The IDEO Process
- The Booz, Allen, Hamilton (BAH) Model



## Technical Consulting

- Bring Domain Expertise
- Provide Industry Experience
- Think "Business Solutions".. Always
- 1 on 1 joint account planning



**zenso**

**Let's talk about Cloud Services...**





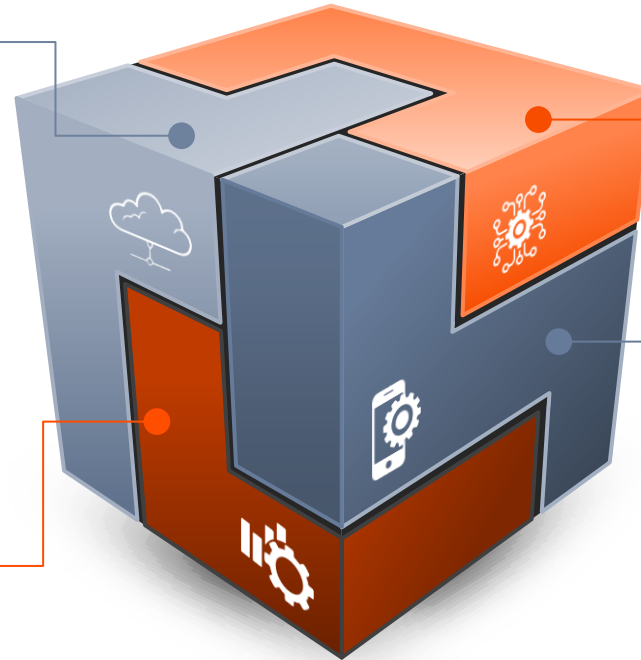
## We help customers achieve Digital Transformation

### CLOUD ENABLEMENT

- Cloud ROI and TCO Analysis
- Workload Discovery and Assessment
- Migration Planning
- Datacenter Migrations
- Data/Database Migrations
- Cloud Reseller
- Migrations Training

### DEVOPS & AUTOMATION

- DevOps Capability Assessment Services
- Continuous Integration, Delivery, Pipelines Design and Implementation
- Automation Services
- Compliance and Security Services (Hardening)
- DevOps Training



### IoT, DATA & ANALYTICS

- IoT Solutions Architecture Design Sessions (devices and applications)
- IoT Automation and Hardening
- IoT Edge Implementation Services.
- Data, Insights and Analytics
- IoT Training

### CLOUD NATIVE & APP MODERNIZATION

- App Modernization (Micro-services, Containers, Functions, Event Driven)
- Application Perf Tuning & Monitoring
- Legacy Application Migration
- Cloud Native SaaS Platform Design
- Mixed/Virtual/ Augmented Reality
- 3D UI/UX Designing



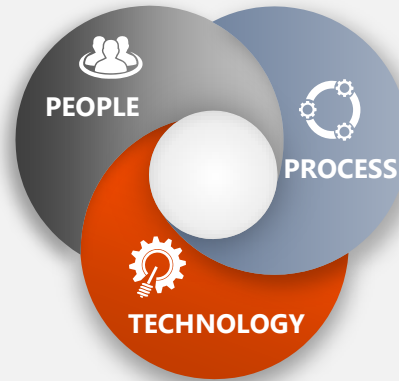
Realize value and achieve your cloud transformations goals with confidence

## Services

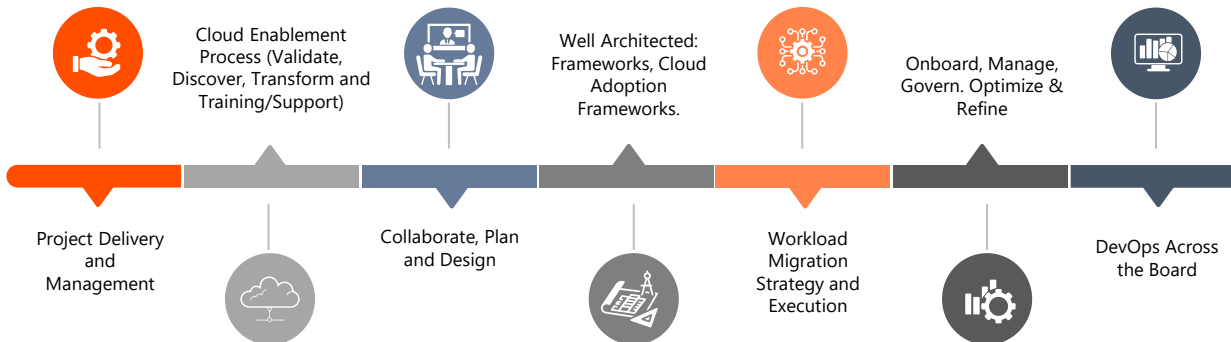
- Cloud Viability Analysis (TCO/ROI)
- Workload Discovery and Assessment
- Migration Planning and Execution
- Validation and Cutover
- Monitor, Govern, Manage and Refine
- Upskill/Training

## Tools

- Azure Migrate
- Cloudamize
- SSMA, DMS
- Attunity
- Blueprints/CAF/WAF
- Azure Automation



## Approach



## Customer Case Study: E&Y DC Migration:

**Microsoft Technologies:** Azure Migrate, Cloudamize, PowerShell, SSMA, DMS, Azure Active Directory, VPN Gateways, Firewall, ACM, Load Balancers, Blueprints, CAF/WAF, Attunity, ARM  
**Business Problem:** E&Y's Datacenter lease was expiring as well as their current infrastructure was aging. This made them vulnerable to competition as digital transformations lagged across the company and they could not rapidly respond to customer demands.

**Business Problem:** Adopting a Cloud First Strategy was key for E&Y's success to reduce IT costs, increase business agility, consolidate datacenters and accelerate growth through secure digital transformation processes.

**Outcome:** E&Y leveraged Zensa's migration factory model, an end-to-end datacenter migration and modernization service offering that leverage automation and other advanced capabilities to successfully migrate 70 workloads across 500 VMs/Compute Instances. Zensa worked collaboratively with all stakeholders to define a migration strategy, provide a comprehensive migration plan with ROI/TCO data to enable E&Y to make the right decisions. As a result, E&Y was able to successfully migrate all their on-premises workloads from their datacenter to Azure. Zensa, in addition to successfully helping customer migrate to Azure, also provided significant training and upskilling services to ensure E&Y were fully prepared to continue their digital transformation journey.

# IoT, Data & Analytics

Services and solutions that connect and manage billions of devices, collect, store, and analyze data for industrial, consumer, commercial, and automotive solutions!

## Services

- Concept & Ideation Collaboration
- IoT, Data, Analytics Strategies and PoC
- Build & Deploy Solutions (IoT/Big Data)
- Enhance and Test AI/ML Models
- Secure, Optimize and Refine
- Monitor/Govern/Manage

## Tools

- IoT Hub, Central, Edge
- Azure Databricks, PBI
- Azure Data Factory, Lake
- AI/ML, Cognitive Svcs
- Insights, Stream Analytics
- Azure Sphere, Digital Twins, RTOS



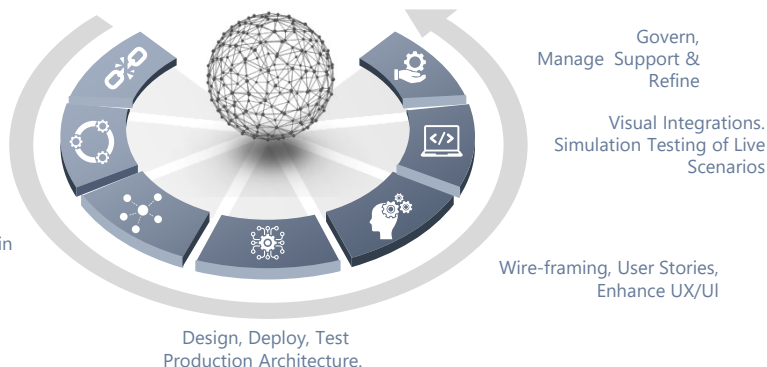
## Approach

Ideate, Collaborate,  
Conceptualize. Document Workflows

Identify Correct IoT Solution and Approach  
(devices & services)

Device Integration, Digital Twin  
Testing and Data Gathering

Design, Deploy, Test  
Production Architecture.



## Customer Case Study: Vonigo, Canada

**Microsoft Technologies:** Azure IoT Central, IoT Hub, Event Hub, Azure Time Series Insights, ARM, Azure Data Factory, Azure Databricks, PowerBI.

**Business Problem:** Colorado's extreme temperature swings, cold winters, hot summers and an unpredictable spring and fall had Colorado State University buildings wasting energy and money to operate the buildings.

**Solution:** Adopting a smart building IoT solution, implemented by Zensa, a sophisticated data driven, central dashboard-based architecture built on open systems hardware and Azure, CSU was able to quickly improve their energy utilization across their buildings while minimizing waste.

**Outcome:** CSU was able to save over 38% in energy costs while significantly improving the efficiencies of their facilities management teams. IoT sensors of different kinds were installed in all buildings and rooms and tightly integrated with HVAC, BMS, IWMS and other facilities management systems. An Azure Data Lake based data solution helped analyze signals from over 3500 sensors millions of data points are used to monitor and manage energy and water usage, resulting in 70% lower carbon emissions than comparable office buildings.

A building energy management system (BMS) efficiently controls all electrical and mechanical systems in the building, including its heating, cooling and ventilation systems, solar thermal hot water systems, and lighting solutions run with LED. All of this was managed by an advanced control system that automatically adjusted every individual room temperature, lighting and other aspects of the building to provide comfortable habitats with appropriate levels of brightness without wasting electricity.

# Cloud Native/Modernization



Realize consumer benefits and best competition through a digital first strategy with compelling solutions

## Services

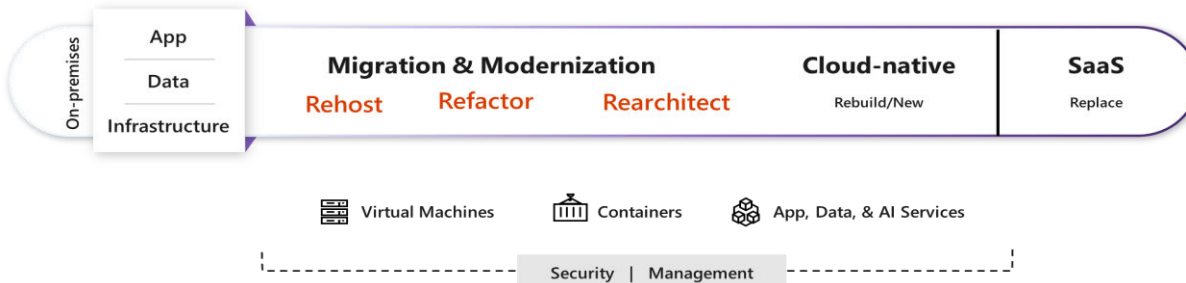
- Viability and TCO/ROI Analysis
- Design & Shape Strategies
- Build, Test, Deploy Solutions
- Secure, Optimize and Refine
- Monitor/Govern/Manage
- Upskill/Training

## Tools

- Azure AKS, ACI, ACR
- App Service, Logic Apps
- API Management
- Azure DevOps, GitHub
- Functions, Event Grid
- Docker/containerd



## Approach



**Customer Case Study : Prosper.io, an Azure Cloud-based all-inclusive business management platform for SMBs:**

**Microsoft Technologies:** Microsoft's Azure and Power Platform (Dataverse, Power Apps, Power Automate, Storage, DevOps, Azure Kubernetes Service, Azure Container Registry, API Management, App Services)

**Business Problem:** The COVID-19 pandemic has exacerbated the digital divide that was already present in the small business market, and it is forcing SMB companies to accelerate their digitalization. While digitization of SMB's is inevitable it's also fragmented and disjoint. SMBs need digital solutions that simple, easy, one-stop and integrated that will save time and money.

**Solution:** Prosper.io, One Platform (B2B2C) for small businesses to identify, enable, acquire and retain customers thus helping SMBs reimagine, transform and accelerate digitization. SMB digital transformation is a \$70B market opportunity for technology solution providers.

**Outcome:** Targeted towards Growing, 10-25 person businesses (30M SMBs) that provide professional services and are typically owned by 1-2 business leaders are using our low-code, no-code SaaS based, Azure-based platform called Prosper for generating sales, building social media reputation, performing lead generation activities and campaigns, while getting paid on-time, saving operations cost and predicting cash flow. SMBs are also getting an integrated technology experience enabling them to save time with managing multiple tools and software products to run their day-to-day business. SMBs can now focus on customer experience and leave the mundane task automation and tracking to Prosper.

# DevOps and Automation

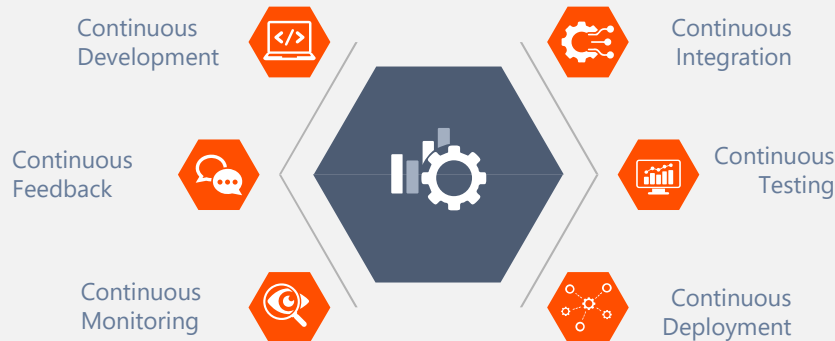
Implant a mindset, change culture, and enhance business practices through collaboration, integration and automation to deliver customer value!

## Services

- Pipeline(s) Evaluation & Analysis
- Plan & Design, Pilot Solutions
- Build, Deploy and Test Pipelines
- Secure, Optimize and Refine
- Monitor/Govern/Manage
- Upskill/Training

## Tools

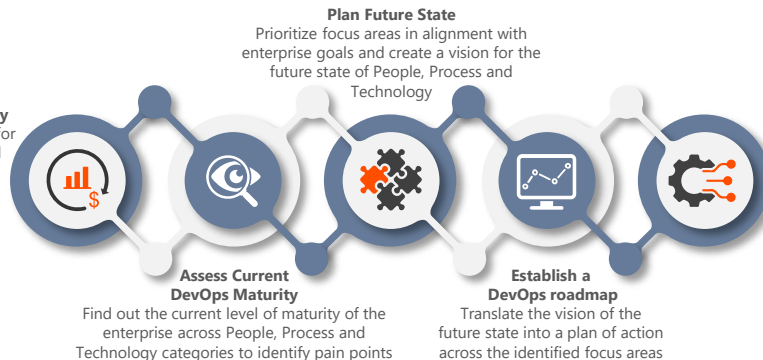
- Azure DevOps, ARM
- Jenkins, Chef, Puppet
- GitHub, BitBucket
- Attunity
- Blueprints/CAF/WAF
- Azure Automation



## Approach

### Align Organizational Strategy

Establish a vision and mission for the endeavor, define goals and plan expected return on investments through suitable metrics



## Customer Case Study: Vonigo, Canada

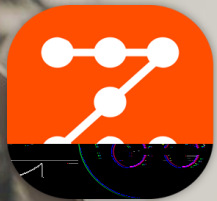
**Microsoft Technologies:** Azure DevOps, Azure Pipelines, ASR, Azure Boards, GitHub, ACR, Blueprints, CAF/WAF, ARM, IaaS GitOps, Chef Automate.

**Business Problem:** Vonigo's Field Services Mgmt SaaS platform, though effective was severely hampered due to lack of agility, automation and availability.

**Solution:** Adopting an end-to-end Azure DevOps based CI/CD pipelines and agile development and delivery strategies combined with increased automation and the right BCDR solution was key to respond to rapidly changing business needs.

**Outcome:** Vonigo worked collaboratively with Zensa to build and implement a comprehensive DevOps strategy that decreased their ideation to feature release times by 200%. Zensa's DevOps services team applied Azure DevOps processes and methods to deploy a fully automated CI/CD pipeline that enabled Vonigo's dev/test teams to fully automate their development, testing and release cycles. Additionally working with Vonigo's release management teams and leveraging IaC methodologies for rapid deployments, Vonigo saw a decrease in cloud deployment time to 3 hours and an 120% increase in productivity. Combined with Azure Site Recovery and BCDR solution implemented to meet Vonigo's RPO/RTO requirements, Zensa was able to help Vonigo achieve complete automation of their infrastructure, backup and recovery solutions by implementing Infrastructure as Code using GitOps techniques. Improved system resiliency, increased availability made it possible for Vonigo to handle any kind of deployments or recovery scenarios during business hours!





# zensio

Let's make IT happen



<https://www.zensio.co/>



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