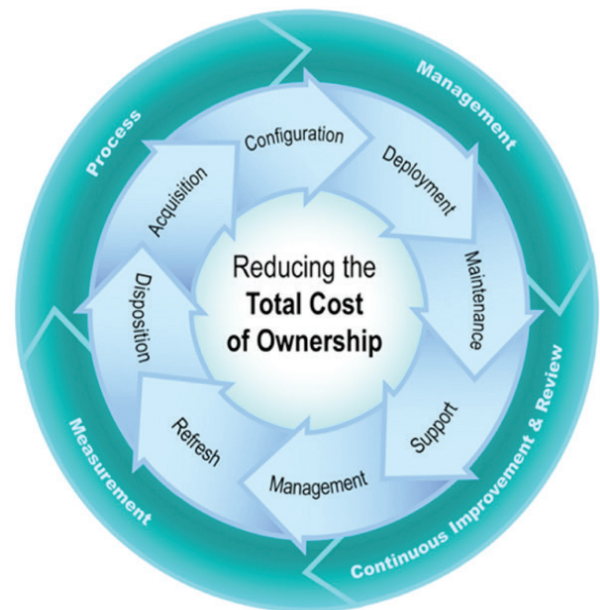**ZONES**™
Connecting Business & Technology

A systematic and reliable process you can trust, every time.

Before our projects begin, client stakeholders and Zones project management collaborate to define implementation methodologies and develop a schedule to prevent operational challenges. Effective planning and execution helps Zones achieve project objectives quickly and effectively.

Zones Installation Services cover installing new equipment, relocating equipment, adding new components to an existing installation base, and overall environmental upgrades and other changes clients choose. The predefinition step gives clients the opportunity to have input into the process and service expectations. In addition, planning helps minimize downtime by clearly defining the path to project completion and operational success.

Installations

Zones integrates order fulfillment, configuration and installation services for new systems, providing an efficient solution that reduces hardware assembly, software installation and testing of new equipment. When an order leaves the Zones Integration Center, the Zones Field Support Services Team is electronically notified to schedule all steps necessary to prepare for installation at end user locations. These proactive measures can include scheduling the installation, creating e-mail and local area network (LAN) accounts, alerting internal client groups to complete any pre-installation activities, conducting network connectivity testing, and informing client shipping and receiving departments of the incoming systems orders. The on-site arrival of the installation specialist can coincide with arrival of the new equipment. This process streamlines deployment activities and eliminates unnecessary delays between shipment and installation.

Project Management Services

When approaching large-scale projects, Zones assists clients with specific project management skills that augment current IT staff. A project manager ensures projects run smoothly, from design to wrap-up. Subscribing to PMI and ITIL best practice guidelines, the Zones Project Management Methodology is a process our ASG (Advanced Solutions Group) team employs to produce clear scope definition, efficient organization, careful monitoring and satisfactory closure procedures for all project-related engagements. This process ensures quality results, open communication and professionalism, while also providing detailed project scope and definitive documentation to our Advanced Solutions Group.

A resource manager closely follows the day-to-day project details involv-ing staffing and scheduling to make certain that the work is completed and issues are resolved.

Zones and client staff work together to document the project scope, complete the implementation processes, define the project's success criteria and perform project oversight to ensure improved productivity and reduced total cost of service.

THE ZONES DIFFERENCE IS YOUR ADVANTAGE

> Collaborate with IT solution specialists across categories, including mobile devices, point-of-sale, networking, security, digital signage and software

> Use our single source expertise for all solutions and services – planning, design, fulfillment and lifecycle management

> Collaborate with Zones on data center, mobility, networking, storage, security and cloud solutions with a variety of service, delivery and procurement models

> Leverage our relationships with leading partners – Cisco, Hewlett-Packard, Motorola, Microsoft and more