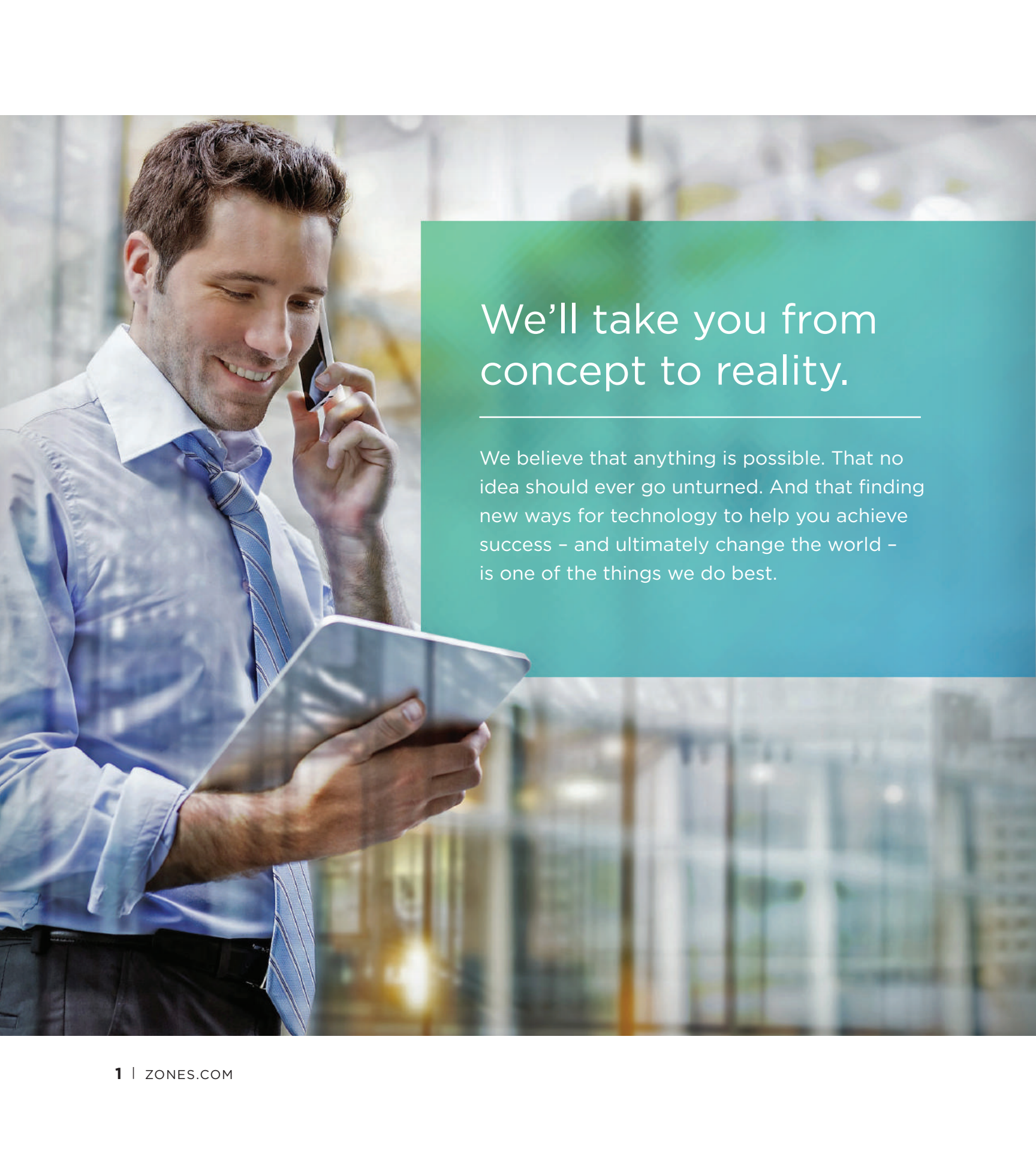




DELIVERING  
COMPLEX IT SOLUTIONS.  
**SIMPLY.**

**ZONES**





# We'll take you from concept to reality.

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We believe that anything is possible. That no idea should ever go unturned. And that finding new ways for technology to help you achieve success - and ultimately change the world - is one of the things we do best.



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# We start with the best strategy. Yours.

Just a decade ago, most IT issues could be addressed with a simple strategy: Give Me More.

More processors, more servers, more RAM, more software, more bandwidth; more of everything – purchased or leased by your company and held, for the most part, on premises.

Today, things are much more complex. The rigid strategy of “more” has been displaced by a fluid strategy of “right” – because technology needs can change as quickly as the world around you.

The “right” strategy frees you to launch digital worker modernization, network optimization, and data transformation initiatives at a pace that keeps you in sync with your industry, your customers, and your workforce.

It has to anticipate change, but take into account the fact that desktops and workstations still have roles in an increasingly mobile world. And, of course, it has to be ready to seamlessly blend on-prem and cloud environments, while securing every element of your infrastructure.

That’s why we designed a methodology that helps us help you execute the “right” IT strategy to achieve your business goals, while respecting your time and budget.



DATA  
CENTER



UNIFIED  
COMMUNICATIONS



CLOUD



SECURITY



MOBILITY



INTERNET  
OF THINGS



SOFTWARE



## Digital Worker Modernization

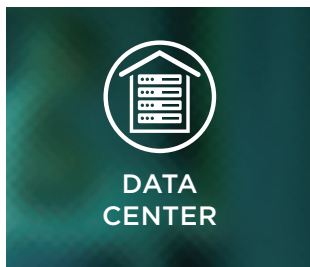
With increasingly mobile & remote teams, Zones can help you evolve your workplace, whether you need to collaborate across time zones, become more agile, or re-invent business processes.

## Network Optimization

In a world of constantly evolving and complex network needs, Zones will design, implement and optimize your networking capabilities starting from your Data Center & Cloud to endpoints.

## Data Center Transformation

As businesses become more distributed and the cloud becomes more essential, Zones can develop and implement a long-term roadmap to transform your infrastructure and data centers.



CONVERGED/  
HYPER-CONVERGED  
INFRASTRUCTURE  
SERVICES

DISASTER RECOVERY  
SERVICES

DATA CENTER DESIGN  
& IMPLEMENTATION

STORAGE & DATA  
PROTECTION SERVICES

NETWORK ARCHITECTURE  
DESIGN & DEPLOYMENT

## Right there, at the heart of it all.

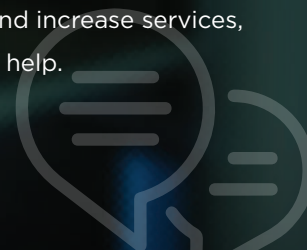
What are your unique success metrics? Decrease costs while boosting productivity and capability by optimizing your infrastructure? Mitigate risk by protecting your organization and data from disaster? Whether your metrics are functional, financial, or operational, you can count on our data center solutions to help you meet and exceed them.

After all, the data center is the nerve center of your business, acting as mission-control for mission-critical applications, networking, firewalls, storage, backup, cloud connectivity, mobility, and unified communications solutions that drive your organization forward.



## Let's talk Data Center.

What challenges or opportunities are at the center of your attention? Whether you're upgrading systems, entrusting critical functionality to the cloud, or wondering how to cut costs and increase services, we can help.

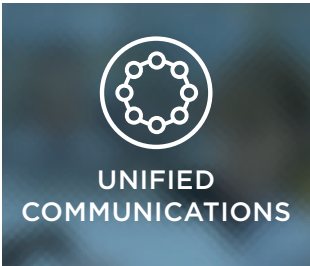




# Building better connections.

Today, it doesn't matter if team members sit across the hall or across the continent, UC technology gives you the power to centralize communications, meetings, and documents to increase productivity, collaboration, and accountability. Let's talk about how we can connect your work spaces – no matter how big, or how small, or how far away.

The Unified Communications team from our Advanced Solutions Group has deep experience designing and deploying end-to-end UC Solutions that will enable your workers to communicate more effectively – anywhere, anytime, and from any device.



VOICE SOLUTIONS (VOIP)

VIDEO SOLUTIONS

COLLABORATION

## Let's connect.

What are your communications and collaboration challenges? Whether you're looking to upgrade your legacy phone systems, update your conference room technologies, push video from the boardroom to desktops, work across incompatible UC-related technologies, or transform work processes, we can help.





MIGRATION AND  
IMPLEMENTATION  
SERVICES

CLOUD ASSESSMENT  
SERVICES

CLOUD OPTIMIZATION  
SERVICES

CLOUD STRATEGY AND  
WORKSHOP SERVICES

BACKUP AND RESTORE

MICROSOFT AZURE,  
ORACLE CLOUD & AMAZON  
WEB SERVICES (AWS)

## More clouds on your horizon.

Our Cloud Solutions give you a single source for guidance and access to all of today's leading cloud platforms. With a vast portfolio, interdisciplinary solutions teams, and deep vendor relationships, we can deliver the right solution and services to make a cloud work the way a customer expects.

The first and most important step to a successful migration is detailing and documenting all of the technical, operational, security, regulatory, and financial factors that underlie your current operation. We'll start with a thorough assessment of your systems. Then we'll guide you to the solution that makes the most sense for you, operationally and financially.



## Let's talk Cloud.

How cloudy is your IT weather forecast? Is it calling for public/private or hybrid? AWS or Azure? OpEx vs. CapEx? Rain or shine, we can help.





# Always putting safety first.

Today, security is a primary concern. But it's a moving target. After all, as the complexity of your systems increase, so does the vulnerability of your data and the people you need to protect. Let's talk about your unique needs and some smarter ways to keep your data and organization safe, now and into the future.

**Get to know what you don't know.**

They say you're only as secure as your weakest point. And in today's highly dynamic and highly mobile business environment, potential vulnerabilities are harder to spot than ever. You need security solutions that not only meet your business objectives and regulatory requirements, but fit the way your organization works. That's why - before defining a solution - we recommend a Zones assessment of your infrastructure, applications, and current security procedures. It's the proactive way to identify the areas that open your organization to security risks and regulatory non-compliance.

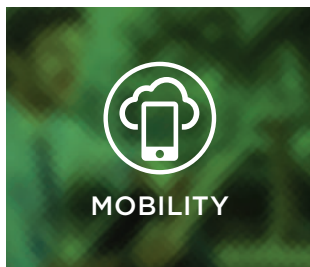


## Let's Talk Security.

What challenges or threats are you facing? Let's talk about the best-in-class services and next-generation technologies that can help keep you, your data, and your reputation safe. We can help.



- ENCRYPTION
- UNIFIED THREAT MANAGEMENT
- AUTHENTICATION
- NEXT GENERATION FIREWALLS
- ADVANCED THREAT PROTECTION
- ENTERPRISE MOBILITY MANAGEMENT
- SECURITY INCIDENT & EVENT MANAGEMENT
- INTRUSION DETECTION & PREVENTION
- EMAIL & WEB SECURITY
- ENDPOINT PROTECTION
- DATA CENTER SECURITY
- DATA LOSS PREVENTION



WI-FI  
IMPLEMENTATION

ENTERPRISE MOBILITY  
MANAGEMENT (EMM)  
IMPLEMENTATION

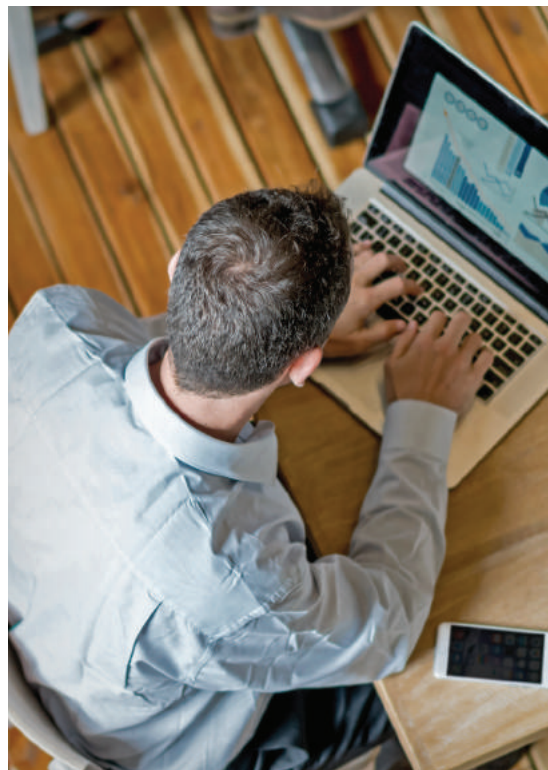
DEVICE AS A SERVICE  
(DAAS)

OPERATING SYSTEM  
UPGRADE/ADOPTION

## Mobility. It's a moving target.

Mobile technology empowers individuals and brings teams, departments, and even entire organizations closer together. But the dramatic surge in business-critical mobile devices, infrastructure, and roles represents a huge increase in your responsibilities. Let's talk about the strategies and technologies that will keep your organization moving forward.

Our experience overseeing complex projects for Fortune 500 companies extends to mobile-intensive industries like retail, healthcare, hospitality, and transportation, as well as global corporate mobility initiatives. And with world class integration centers located in key geographies around the U.S. and internationally, we ensure that the elements of your mobile solutions arrive where you want, when you want – and ready to go, right out of the box.



## Let's talk Mobility.

What challenges or opportunities are you moving towards? Whether you're just going mobile, expanding an existing network, or needing to cut costs while increasing service, we can help.

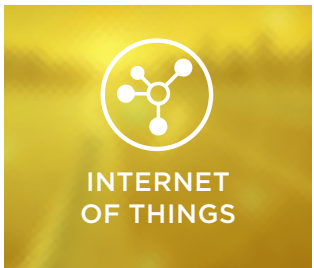




# Technology that just makes sense.

Industrial automation has grown up, shed its wires, and changed its name to IoT. Now, it's making its way into every aspect of business, society, and life itself. More and more, we're putting our trust, our time, and our lives in the hands of technology - without hesitation. Let's talk about the strategies and technologies that will help your organization make the most of the Internet of Things.

Every day, our IoT teams work streamline fleet and supply chain management, empower smart buildings and factories, enable more efficient power distribution systems, and so much more. What should IoT technology be doing for your business? Tell us.



BLE

RFID

WI-FI

SENSORS

SECURITY

ANALYTICS

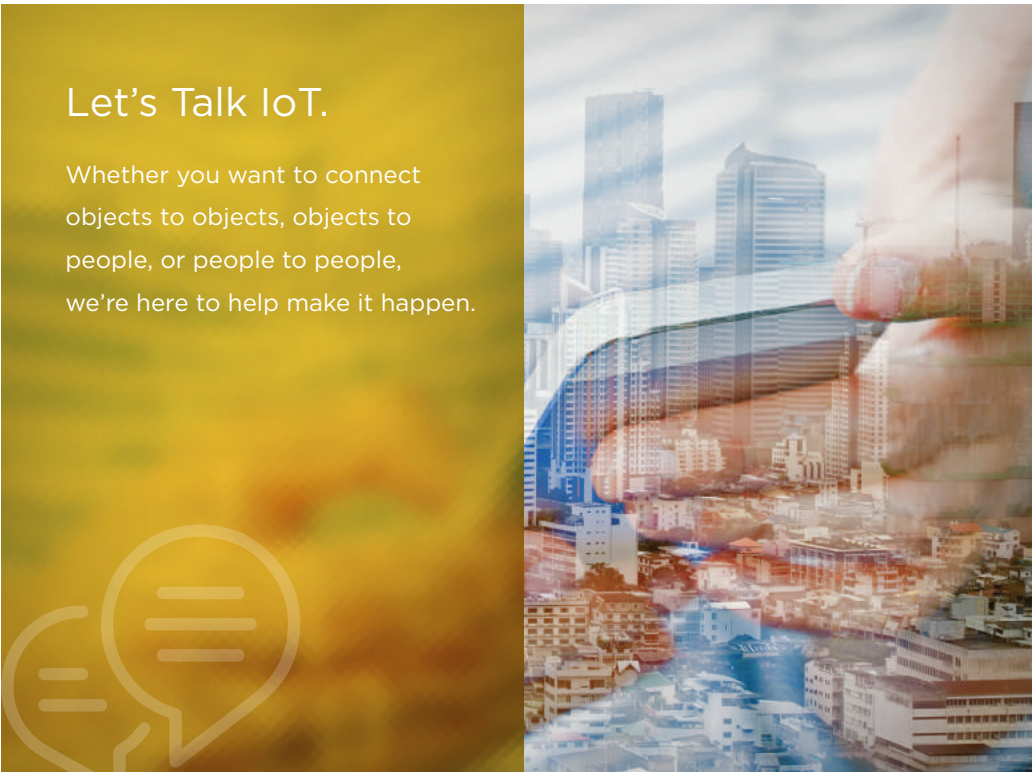
ACTUATORS

NETWORKING

SMARTPHONES

## Let's Talk IoT.

Whether you want to connect objects to objects, objects to people, or people to people, we're here to help make it happen.





MOBILE DEVICE  
MANAGEMENT

SOFTWARE ASSET  
MANAGEMENT

DATA PROTECTION

BACKUP & RECOVERY

CREATIVE PUBLISHING

DESIGN & ENGINEERING

ENDPOINT PROTECTION

BUSINESS APPLICATIONS

SERVER VIRTUALIZATION

## It's what's inside that counts.

Whether on-premises or in the cloud, today's business applications are taking productivity and collaboration to new levels. From advanced database and customer relationship management solutions to smart security and data protection suites to intuitive design and engineering software, we'll help keep your teams safe, productive, and efficient.

Our software team can help you evaluate and identify the right versions of applications, operating systems, and utilities for your specific infrastructure and business goals. Then we can guide you to the right licensing plan for your bottom line. And because we work for you, not the software publishers, we concentrate on getting the highest value for your organization. Our software licensing executives will even help you with agreement and renewal negotiations – as well as license and compliance management.



## Let's talk Software.

Maybe it's time to think inside the box. Contact us, and together we'll explore a better approach to software licensing. Let's get together soon.





## Let's talk Discovery.

What's on your mind? Whether you need to see how recent software industry acquisitions or divestitures affect your licensing agreements, or you want deep visibility into your IT infrastructure, ZDS and the Zones Advanced Solutions Group are here to help.



## See your infrastructure in a better light.

As your business evolves, so does your infrastructure. Zones Discovery Services (ZDS) combines tools, people, and processes to help you quickly gain insight into what's on your corporate network – and use that knowledge to plan for upcoming projects, eliminate unnecessary costs, and minimize risk.

From our one-time Software Landscape and Mobile Readiness Assessments to ongoing system monitoring and asset management engagements, we help keep your infrastructure up-to-date and secure, and your software licenses in good order.

## End-to-end customer service. Delivered.

As businesses rely more and more on technology to drive business gains, it's more critical than ever to shorten the time between starting a project and achieving total business value.

To help close the time gap, we can handle every aspect of technology deployment, packaging, and delivery, to create a worry-free experience. The certified engineers and technicians at our three company-owned Logistics and Integration Centers ensure the smooth delivery of rollouts of all sizes, giving you a trusted partner for integration and logistics services, as well as project management and IT asset disposition services.



## Let's talk logistics & integration.

Whatever you need, exactly how you want it. That's the goal of our logistics and integration teams, every time.

## Let's talk Global.

Need to simplify international IT procurement and deployment? We've got the experience and imagination to get you there.



## Finally, we're all speaking the same language.

Operating globally shouldn't open up a world of supply chain problems. But too often, it does.

Our Global Team is ready to stand by you in more than 80 countries around the world, with corporate offices, distribution facilities, IT partners, and service affiliates on six continents. Functioning as an extension of your IT organization, they provide a wealth of experience and in-depth knowledge into the workings of international business, including technology standards, foreign currency transactions and tax regulations, freight and shipping, and global warranty services and post-sales support issues.

## We celebrate the differences in people.

As a certified Minority Business Enterprise (MBE), and holder of an elite Corporate Plus Certification, we've proven our ability to support many of the world's largest corporations.

We also support diverse business enterprises through participation in minority supplier development organizations in other countries, and through our own corporate policies and activities. And, through our co-founding and ongoing support of the nationally recognized Minority Business Executive Program (MBEP) at the University of Washington Foster School of Business, we're dedicated to supporting the next generation of minority business leadership.



## Let's talk Diversity.

Looking for a way to be socially conscious without sacrificing efficiency?

As a certified MBE and CRN Top 50 Solution Provider, we can help you do it.





## Let's celebrate our success.

In the last two years alone, we've been recognized for performance excellence and good corporate citizenship by our clients, industry publications, and numerous industry and charitable organizations.

★ CRN Solution Provider 500

★ CRN Tech Elite 250

★ The Oregonian  
Top Work Places

★ National Minority Supplier  
Development Council Class IV  
Supplier of the Year

★ National Minority Supplier  
Development Council Regional  
Supplier of the Year

★ SUSE "Always Open" Partner  
of the Year for North America

★ Oracle Excellence Award for  
Specialized Partner of the Year  
- North America in Hardware

★ Cisco Partner of the Year,  
Solution Innovation

★ Cisco Partner of the Year, U.S.  
National Solution Excellence

★ Microsoft Gold Level  
Excellence in Operations Award

★ Microsoft Supplier Program (MSP)  
Excellence Award for Diversity

★ Cisco Geographical Region  
Award - Partner of the Year  
for Solution Innovation

★ Cisco U.S. National Solution  
Excellence Partner of the Year

★ Tyson Foods Diverse  
Supplier of the Year

★ Ingram Micro  
Top Revenue in Cloud

# ZONES

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Suite 102  
Auburn, WA 98001

ZONES.COM

## GLOBAL OFFICES

Zones Canada

## Zones EMEA

Zones Asia

## Zones Singapore

Success isn't something you achieve alone. Here are just some of the industry-leading brands we partner with:



**NMSDC** National  
Minority Supplier  
Development Council  
**CORPORATE PLUS® MEMBER**

**BBB Accredited Business.**

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