ZONES™

Everything for the Internet of Things

IoT is the way business – and the world – are moving toward a highly interconnected network of machines, sensors, cameras, controllers and other "things" communicating information over robust networks to data centers, where it can be processed and evaluated before initiating automated responses in near-real-time.

Zones is a leader in building out IoT, making it a reality at businesses and institutions across a wide range of industries. We have already managed successful IoT projects that have delivered significant ROI to customers such as Del Papa Distributing Company and Transwestern, property manager of Pennzoil Place in Houston, Texas.

Projects like these leverage advanced network intelligence to allow convergence, orchestration, and visibility across previously disparate systems. Through these solutions Zones brings together people, process, data, and things to make networked connections more relevant and valuable than ever before.

We're turning information into actions and actionable data that create new capabilities, richer experiences, and unprecedented economic opportunities.

With its global presence, Zones will continue to change the way buildings, automotive and trucking fleets, utilities, schools, and people monitor, manage, and communicate information around the world. The Zones Global Team, which supports clients' existing account teams, streamlines international deployments by ensuring direct visibility into every aspect of the purchasing, shipping, and implementation processes as well as foreign tax and exchange issues.

CISCO
Gold Partner

Zones is fully committed to Cisco's Internet of Things initiative, and is actively supporting IoT by making significant investments in a nationwide network of company solution architects, systems engineers, and other technical resources as well as certification of these resources in key Cisco technologies.

Make Zones your technology partner. Visit zones.com/cisco or call 800.408.ZONES

Cisco Smart+Connected Real Estate
solutions enable developers, operators, and employers to give building occupants access to tools and applications at all times through mobility solutions, including Wi-Fi, integrated paging, and Bluetooth. Cisco applications deliver enhanced communications and collaboration by providing access to high-speed Internet, IP telephony, wireless connections, the Cisco TelePresence™ online meeting application, and advanced audio and videoconferencing for common areas and administrative offices.

Zones' IoT experience extends to the design and implementation of parking and elevator solutions that provide state-of-the-art access control and management capabilities that are efficient, convenient, and secure.

Zones is well ahead of the IoT curve, having worked together with Cisco to design and deploy an interconnected network of some 95,000 building points and systems at Houston's landmark Pennzoil Place. In fact, Pennzoil Place won the 2014 Digie Award for the "Most Intelligent Office Building."

Cisco Smart Grid & Connected Grid
solutions provide one of the industry's most comprehensive portfolios of power grid infrastructure solutions that maintain reliability, address regulatory requirements, upgrade an aging infrastructure, and enhance grid security. With a long history of deploying leading-edge IT equipment and services to electric utilities including PG&E®, Exelon® and Southern California Edison®, Zones is adept at helping the power industry leverage information technology to improve customer service and optimize power generation, transmission, and distribution.

Cisco Connected Fleet solutions take vehicle telematics to a higher level, transforming commercial fleet management by providing highly secure and intelligent networking and mobility solutions. Zones and Cisco are working together to deliver solutions and intelligent networking that monitor mileage and driving patterns to help reduce carbon footprint and cut costs; track stolen vehicles and enable automatic shutdown and quick recovery; notify fleet managers immediately

when an accident or other incident occurs; integrate fleet management software with enterprise business systems such as accounting; and enable organizations to meet and comply with industry regulations and government mandates.

Cisco Physical Security Solutions for Smart Grid provide end-to-end support to quickly detect incidents and correlate and prioritize key information, enabling faster and more effective collaboration among incident response personnel. Zones designs Cisco grid security solutions that provide critical infrastructure-grade security to grid systems, data and assets; monitor the network while mitigating threats; help secure utility operational facilities; and enhance safety precautions for the company's workers.

THE ZONES DIFFERENCE IS YOUR ADVANTAGE

> Cisco Partner of the Year for Solution Innovation (2015)

> Cisco Partner of the Year for U.S. National Solution Excellence (2015)

> Cisco Diversity Partner and certified Minority Business Enterprise (MBE)

> IT expertise from experienced and certified IT professionals and solutions architects

> Global offices in Canada, Europe, and India along with strategic partnerships to provide integration, deployment and logistical fulfillment in more than 30 countries

> Specialization in all Primary Cisco Architectures: Advanced Data Center, Advanced Borderless Networks, and Advanced Collaboration

> Dedicated IoT practice: Cisco Connected Grid, Connected Real Estate, Physical Security, and fleet management

> Zones is one of two U.S. partners to hold an Advanced IoT Specialization in Connected Safety and Security and in Manufacturing

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