

## Providing opportunities for diverse business enterprises.

With Zones as your technology solutions provider, you support your company's diversity supplier goals and join us in providing economic and academic opportunities for diverse business enterprises. Zones is a certified Minority Business Enterprise (MBE) under the guidelines of the National Minority Supplier Development Council, Inc., and is a proud member of councils across the United States.

### Zones MBE Program

Zones acts on our economic and social responsibilities to the communities in which we live and conduct business. We actively support business development and growth through the network of National Minority Supplier Development Councils. Our diversity team, sales executives, and other team members participate in events that bring corporate members and certified minority suppliers together to develop business partnerships.

Within Zones, working with diverse business enterprises (DBEs) is a routine practice and part of our corporate purchasing policy. We diligently reach out to DBEs for bids on a variety of projects from print publishing to IT services.

Participation in academic programs and workshops assists MBEs in personal and professional growth. Zones supports these activities in several ways, including our sponsorship of the University of Washington Foster School of Business Minority Business Executive Program (MBEP). Zones is one of the founding sponsors of the MBEP along with Boeing, Microsoft, and Nordstrom. This intensive program is designed to assist minority business leaders in developing tools and skills for operating, sustaining, and growing a business.

### Corporate Plus® Certification since 2005

Zones holds Corporate Plus Certification from the National Minority Supplier Development Council. This commendation honors exceptional MBEs that have the proven capacity to handle contracts for major corporations. For Zones clients, this certification confirms our outstanding commitment to service excellence along with our international-level technology fulfillment and service capabilities.

### Tier 2 Reporting

The Zones MBE program includes Tier 2 reporting, which increases opportunities for DBEs. Zones chooses DBEs as suppliers of products and services for many projects we do for our clients. This gives our clients another way to extend their support and add to their diversity spend. Zones knows having this strong vendor diversity program is an integral part of economic development and good corporate citizenship. We will continue to grow our diverse vendor base and provide Tier 2 reporting upon request.



Zones Chairman, President,  
and CEO Firoz Lalji

Firoz Lalji is chairman, president, CEO, and co-founder of Zones, Inc. Throughout the company's 30-year history, Firoz has provided the vision and leadership necessary to transform Zones into a global solutions provider and award-winning business enterprise.

Firoz was born in Uganda and obtained his Bachelor of Science degree (Economics) from the London School of Economics in 1969. He attended Harvard Business School from 1991 to 1993. He serves on multiple advisory boards, including the Board of Directors of US Bank of Washington, the Foster School of Business at the University of Washington, and the London School of Economics.

In 2014, Firoz was inducted into the MBE Hall of Fame.

### About Zones

- > National provider of IT solutions and services with global reach for international clients
- > Certified specialists in digital workplace modernization, network optimization, data center transformation, and security fortification
- > Software licensing experts and software asset management services
- > ZonesConnect™ e-procurement system provides custom purchase management and software license tracking
- > Partnerships with leading technology providers including Cisco, Dell EMC, HPE, Microsoft, and other top brands

### Simplifying IT for the multinational enterprise.

The Zones Global Desk is a unique resource that enables coordinated support and services to ensure the integrity of your IT global infrastructure. Our mission is to add real value as we efficiently source and deploy IT solutions to locations around the world.

Zones coordinates the acquisition, fulfillment, and implementation of the IT solutions you need to efficiently extend your infrastructure around the world.

- > Seamless international procurement and logistics (180 countries)
- > Globally contracted pricing (20+ currencies)
- > In-country strategic and direct partners (12+ languages)
- > Business standards, policy compliance, and recommendations based on best practices by country
- > In-region pre-sales support including solutions architecture and software licensing strategies
- > Global order management, including proactive open-order monitoring
- > On-going post-sales support to ensure complete customer satisfaction
- > Quarterly transaction reporting

With local offices across the U.S. and a global network of corporate offices, partners and affiliates, Zones team members provide seamless support and services that ensure the integrity of your IT solutions.

### MBE Certifications and Affiliations



National Minority Supplier Development Council (NMSDC) (Certification)



California Public Utilities Commission (Certification)



State of Tennessee (Certification)



State of Missouri (Certification)



Canadian Aboriginal and Minority Supplier Council (CAMSC) (Certification)



Council UK Affiliation (Associate Membership)

### Recognition of Excellence



2017 Supplier of the Year, Class IV, NW MTN MSDC



2015 National Supplier of the Year, Class IV, NMSDC

- > CRN Elite 150 / Managed Service Provider 500 List (2018)
- > Supplier of the Year, Class IV, NW MTN MSDC (2017, 2015)
- > Microsoft Gold Level Excellence in Operations Award (2017, eleven-time award recipient)
- > HP Partner of the Year, HP U.S. Personal Systems National Solution Provider of the Year (2017)
- > Cisco Breakaway Partner of the Year GeoRegion (2017)
- > CRN IoT Innovators Award (2017)
- > CRN Tech Elite 250 (2016, 2015, 2014, 2013)
- > CRN Solution Provider 500 (2016, 2015, 2014, 2013)
- > Cisco Partner of the Year, Solution Innovation (2015)
- > Cisco Partner of the Year, U.S. National Solution Excellence (2015)
- > Microsoft Supplier Program Excellence Award, Supplier Diversity (2015)
- > Oracle Excellence Award for Specialized Partner of the Year, North America in Hardware (2015)
- > National Supplier of the Year, Class IV, NMSDC (2015)
- > Diverse Supplier of the Year, Tyson Foods, Inc. (2015, 2011)