

The Dito logo consists of the word "dito" in a white, lowercase, sans-serif font, centered within a dark blue, rounded, teardrop-shaped background.

Dito Services 2022

Google Cloud

Accelerate your transformation with Google Cloud

Build apps faster, make smarter business decisions, and connect people anywhere. Whether your business is early in its journey or well on its way to digital transformation, Google Cloud can help you solve your toughest challenges.





Google Cloud
SPECIALIZATION
Partner of the Year
Security
2021

100% Google Cloud

We have been and will continue to be Google centric

- SPECIALIZATION Location-Based Services Google Cloud
- SPECIALIZATION Data Analytics Google Cloud
- SPECIALIZATION Security Google Cloud
- SPECIALIZATION Work Transformation Google Cloud
- SPECIALIZATION Infrastructure Google Cloud

cloud solutions

The best tools to drive your essential initiatives

- GCP Secure Foundations
- Google Workspace
- Compliance Automation
- Chrome Enterprise
- Google Maps
- Google BMS
- Data Analytics
- DevSecOps
- Assessments
- Data Mgmt
- ML / AI
- Google Drive
- BeyondCorp
- Data Visualization
- App Modernization
- Healthcare API

- Dito inaBOX accelerators
- [inaBOX | BigQuery](#)
- [inaBOX | BMS](#)

regulated industries

Focused on securing highly regulated industries

- Healthcare
- Government
- Financial/Banking
- ISO 27001
- CSA CCM
- GDPR/CCPA
- PCI DSS
- FedRAMP
- NIST 800-53
- HIPAA/HITRUST



What We Do

Dito is an international, full-service Google Cloud enabler that makes transformations as close to perfect as possible.

We drive innovation. We enable change. Most importantly, we transform organizations.

Since 2008, we've helped thousands of organizations change the way they do business by employing smart cloud technologies.

What we can do for you.

We dream in data. Focus on security. Solve problems. We obsess over details - all 100 of us.

From the east to the west, we have the end-to-end expertise to find solutions. Reimagine every process. Reinvent workflows. Compel change. Because we know how rethinking processes and tools will change your business for the better.

Wherever you are going, we have the expertise to get you there. You focus on business. We focus on your data, your security, and your technology - so you don't have to. From onsite labs to security assessments, from cloud deployments to app development, we work to create bold, lasting solutions.

Meet the team

our cloud enablers



Richard Foltak

Vice President, Head of Cloud

Richard is a magical thinker, a Cloud wizard, and technical powerhouse. This guy has more certifications and specializations than most universities. He knows all aspects of IT solutions - designing, building, delivering, securing, operating, and selling.



Kevin A. McGrail
Principal Evangelist



Logan Song
Chief Cloud Architect



Greg Pickering
Director of Solutions
Delivery



Marty Baker
Sr. Director of Cloud
Solutions Services



Hifzullah Celik
Cloud Data Architect



Maxwell Prieto
Cloud Infrastructure
Architect

Meet the team

Sales & Marketing

Cloud and Professional Services



Tammy Cyphert
Chief Business Officer



Amanda Morgan
Sr. Director, West Sales &
Sales Engineering



Gio Olavarria
Sr. Director, East Sales



John Suffern
Sr. Director, Central Sales



Chris Priest
Sr. Manager, Marketing



Jacob Camacho
Sr. Marketing Specialist



Erik Posey
Enablement Manager



Dorey Renzi
Director of Business
Management

Why Dito

At Dito, we have more certifications and badges than anyone. We were one of the first Google Partners - we helped pilot the program. We're so good, Google asks us to beta test new products. We know Google. You can too.

More than experts

Google doesn't work with anyone. There's a process. There are certifications and badges. In order to get them, you have to prove you're one of the best of the best. We're on a whole other level. We're about as badged up as you can get.

So up to date, we're in the future

Technology is constantly evolving and changing. Google is growing faster than ever. They're debuting new features nearly every day. We know because we help them beta test them. We know the latest products. The latest apps. The latest methods. We live in the future and we want to share it with you.

We practice what we preach

Lots of certifications. Lots of badges. It matters because it means there's a guarantee behind what we promise. We have to prove we're experts - to Google. We love it. We show-off to Google by testing their new products and changes to their systems. We're so 'all in' with Google, we hug when we see each other.

The speed of Googleplex

If there's a number bigger than infinity, that's where we are (thanks Carl Sagan). And that means we move fast, but we don't break things. If you team with a partner, we have everything already in place, we've proven we can optimize your experience with Google platforms, and we've proven we can do it efficiently and as close to perfect as possible. Don't worry about setup and processes and a plan - we already have them.

Standards way above the standard

To be a Google Partner, we have to continually prove ourselves. We don't provide exceptional service - we blow the doors off our initiatives. It's who we are. We're weird - we love tests. They prove what we say is what we do.

Tomorrow's reality

Google is constantly testing new features, changes to existing apps, and upgrades/updates to their platforms. We know because we test them. Think about it... want a leg up on competition? Go with a partner on the bleeding edge.

Sympatico with the mother ship

We're in contact with Google every day - pretty much every hour of every day. We know their platforms backwards and forwards. We have their resources. Their best practices. Their operating guides and system details. Their training plans and their how-tos. We have a direct line to the mother ship - you can too.



transformation
happens here

We're a Google Partner.
We're one of the first.
We're certified experts.

We're more than a Google Partner, we're like family. We've been close for so long, we practically know what each other is thinking. If you want to stay out ahead, get the best service available, and have an error free transformation, you want the very best of the best.

You want Dito.

Future Proof

Transform how you connect and collaborate with Google Cloud. All the features you know (Gmail, chat, search, and more) but in hyperspace. And with Dito's brain trust right there with you along the way.

All the apps you know - wherever you want them

Google Cloud is open source, multi-cloud, and hybrid - so, there's never any vendor 'lock-in'. You can run your apps on any cloud and in any environment.

Supported by Google's full suite of apps, from your company's own branded Gmail to Docs and Sheets with unlimited data.

It's not magic - it is close though

Serverless analytics and machine learning so you can automate processes, make more accurate predictions, and seriously streamline operations and management.

Insights into your data = smart decisions

White Cloud

Net carbon-neutral. 100-percent renewable energy. All operations.

The ONLY cloud provider focused on sustainability - harness the power of the cloud and sleep at night.

So secure, it's nearly impossible

Work seamlessly and securely. Your data, apps, infrastructure, and more protected from fraud and scams by the same network and security Google uses.

At rest, in transit, and in use - it's all safe.

It's just better

A whopping 86-percent of Google Cloud customers report saving money, improving efficiency, and optimizing workflows.

It's just a better way of doing business.

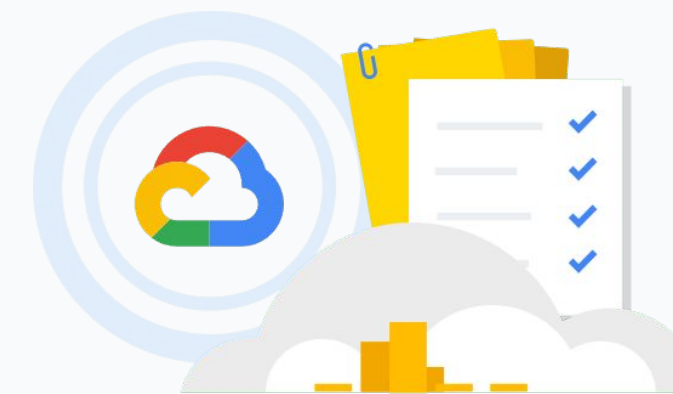
Specialized performance

Google's Cloud is easily customizable for unique sectors and flexible to be suitable for the unique needs of a variety of users. Whether your a tech firm or a milk farm, Google's Cloud has smart solutions for your business.

Harness the power of Google. Keep it all safe and secure. Check off those sustainability initiatives. Improve productivity and energize your teams. And, save lots of money.

Google Cloud

Your data. Your systems.
Your technology. Your security.



Let Dito's experts transition you
to the perfect Cloud experience.

LET'S GET STARTED

A Change Agent & a Health Network Join Forces to Right Their Cloud Journey



Hackensack Meridian Health goes all in on Google Cloud

Let us tell you about Hackensack Meridian Health, a client we signed a follow up contract with recently. They partnered with a world-wide professional services firm - it didn't go well. Then, they partnered with a global tech firm - it didn't go well. We've now spent a year collaborating with them and they couldn't be happier. They're so happy, we just signed another contract to migrate them completely to Google Cloud Platform.

This is what we do - we do it right. We're the firm Google calls to fix things. To help clients achieve success. We do it right the first time.

Migrating to the Cloud is a complex process. For Hackensack Meridian Health, they learned this the hard way. When they decided to move to Google Cloud Platform in 2021, they ran into several pitfalls and the entire initiative was in jeopardy.

Enter the experts. Accelerate the journey.

Dito is a Google partner specializing in cloud infrastructure and security. Dito engineers know cloud migrations. We're experts at building Continuous Integration/Continuous Deployment pipelines and Infrastructure as Code modules.

In May of 2021, Hackensack Meridian Health's move to the cloud was in trouble. Then, they were introduced to Dito, and that's when the

Cloud migrations are no easy task. And, when it comes to health networks, the complexities are mind boggling and potentially dangerous. But, it can go well - it can even go great. You need a partner who understands the Cloud. A partner who understands it's not just a journey - it's an epic quest.

At Dito, we know the nuts and bolts because we helped build them... but, we're not just engineers and designers and developers. We're magical thinkers. We dream in the Cloud. And it's this unique perspective, this different way of thinking that makes us the right partner. This is a collaboration. This is an alliance. This is our promise.

"Over my 25+ year career in IT I've worked with many vendors and consultants. I can state definitively that Dito, and their dev team, are the best by far. They are true partners in our digital transformation. I look forward to our continued relationship, and expect we will do even more great things together."



Bob Rock, Cloud Architect
Hackensack Meridian Health



Enhancing collaboration and productivity (and saving money) for a global non-profit

Dito's connection to Google transforms a non-profit organization

An international non-profit in growth mode faced serious issues with security, technology, and data. Working in hundreds of countries, the organization faced several challenges operating as a single entity. Different locations used different systems. Security was a major factor - breaches could be devastating. Departments were engaged at different levels. Data was essential to their mission but they had difficulties figuring out how best to catalogue it and use it.

They needed a one-stop shop, and they needed one that focused on security.

At the same time, they weren't in a position to make a significant investment in a conventional licensing structure. They had more than 17,000 users spread literally all over the world and it was unaffordable for them to purchase enterprise licenses.

Luckily, they talked to Dito.

We believe in helping non-profits achieve best-in-practice technology solutions. Because of our lengthy partnership with Google and our background implementing cost-effective, smart strategies to migrate to new systems, we negotiated an upgrade pathway to Google's Workspace platform.

Savings were estimated at 15-20-percent

The non-profit organization saw drastic and significant savings by migrating to Google's Cloud Platform - and dramatically improved engagement, participation, and productivity

The non-profit organization responded in-kind - once the transformation was a success and tens of thousands of users were thriving on Workspace, they began adopting more and more of Google's solutions. From a whopping 45 conference rooms all over the globe sporting Meet hardware to switching their entire data warehouse from AWS to the Google Cloud Platform.

Working in a variety of countries with an even larger variety of regulations, laws, and codes, it was Google's complete suite of smart solutions that sold the organization on the move. That and Dito's security specialists developed transparent security plans to protect their people, processes, and technologies.

It was on point. It was smart. It was the Dito promise.

20% Estimated savings

The organization saw drastic and significant savings by migrating to Google's Cloud Platform - and dramatically improved engagement, participation, and productivity



Achieving FedRAMP authorization with actionable assessments

Palo Alto Networks joins Dito for Cloud Security Posture Review

When it comes to enterprise-level cybersecurity, Palo Alto Networks sets the standard - and goes beyond. As one of their major initiatives, Palo Alto Networks needed to achieve FedRAMP Authority To Operate (ATO) certification to take their security offerings to the next level.

As part of this undertaking, their cloud-based services had to be compliant with a variety of regulations and policies required for the authorization. That's where Dito comes in.

One of the major components of Palo Alto Network's services is their Cosmos Data Platform - a Google Cloud-based offering that provides infrastructure for storing large datasets. This platform relies heavily on Cloud Managed Services, which is where our experts were most needed.

Insert the curveball

Dito's project team started with the basics - conducting workshops and interviews with the Cosmos product team. As these were ongoing, discovery and research began around the extensive compliance and regulatory documentation needed for the NIST Special Publication 800-53, which is the High Level Impact family of controls.

With our teams off to the races, the project progressed steadily and rapidly - with a range of solutions provided.

Five distinct deliverables derived from security assessment

With our engagement complete, we handed over...

1. Control spreadsheet with actionable recommendations for agreed upon controls from NIST Special Publication 800-53
2. Findings & Gaps metrics
3. Google Cloud Security Posture Assessment report covering the Cosmos application FedRAMP deployment
4. Google Cloud Best Practices Maturity Model of the Cosmo organization & practices
5. Plan of Action & Milestone tracking to manage their program moving forward

Recommendations and actionable insights for Palo Alto Networks

Dito's project team delivered a Security Posture Assessment Report with 78 recommendations. Our work encompassed a variety of solutions.

- Project governance and planning
- Workshops & interviews
- Confluence based policies/procedures documentation
- Google Asset Inventory
- Cloud Security Posture Assessment tools
- Risk and Compliance as Code (RCaC)
- Open Policy Agent (OPA)
- Google Cloud Best Practices Maturity Model

Streamlining Cloud Solutions for a Multinational Food Distributor

Food is perishable. The logistics of distributing it are complex and mistakes are more than costly - they're wasteful.

Waste not. Want not.

An international food distribution company had a multi-cloud environment. They were using Amazon, Microsoft, and Google, and they contracted with another company to build a cloud foundation to expand into the Google Cloud Platform.

The new configuration had serious issues - it had notable missing elements.

- No ServiceNow integration
- No Cloud Custodian integration for policy enforcement and remediation
- No Tenable.io integration for security scanning
- No VM image creation pipeline
- No Secrets Manager
- No QRadar SIEM integration
- No Active Directory integration

Until they could unify multi-cloud practices and fix some of these problems, they weren't ready to move completely to Google.

More than problem-solvers. Miracle workers.

Dito took over and introduced key tools and processes.

- ✓ **Resource Manager**
 - › Integration with ServiceNow configuration management database/Cloud custodian
- ✓ **Cloud Identity and Access Management**
 - › Integrated Cloud Identity with Azure Active Directory
 - › Defined best practices for Cloud Identity and Access Management groups/roles
 - › Enabled audit logs for Super Admins
- ✓ **Virtual Machine Management**
- ✓ **High Availability**
 - › Standardized third party web application firewall & Next-gen firewall design
 - › Architected alternative Cloud Armor/content delivery network/load balancer solution
- ✓ **Cloud Operation Suite (Stackdriver)**
- ✓ **Security Command Center (Premium)**
 - › Enabled and validated security command center for event threat detection/Cloud security scanner
- ✓ **Cloud audit logs**
- ✓ **Secrets management**

Of course, the approach worked and the company was able to enable application workloads within the Google Cloud. The whole process was a success because we understand Google better than almost anyone. We know their best practices. We live them. And we are third party security/operational tool whizzes.

We know what works - and what doesn't. We only use the right tools and we only recommend the right solutions. We're Dito - as close to perfect as possible.

Convert your data center to a cloud engine

Enterprise data centers are old news - in fact, they represent a significant competitive disadvantage. Smart organizations are migrating to the Cloud and even smarter ones are using the Google Cloud VMware Engine. That's because it offers a simple, seamless way to migrate while maintaining operations and using existing investments and tools, and without needing to redesign and refactor applications.

Fast and agile

With your data center and all its hassles in the rearview mirror, you'll rocket forward with on-demand capacity, all the tools and systems your team already knows (workloads remain on VMware so consistency and compatibility are ensured), and serious cost savings from no longer hosting data and apps. Expand your data when you need in just minutes and focus on innovation.

Big data = big ideas

Unlock your true potential by no longer focusing on data management. Now, you're using native analytics, artificial intelligence, and machine learning to truly push the boundaries of your business. Meanwhile, you're accessing new insights by using Google services like BigQuery, AutoML, and others.

Security like the ultimate shield

Airtight Google Cloud security all while you move workloads to and from the cloud with a single set of tools. It's your data, apps, infrastructure, and more protected by the best of the best. On top of that, there's serious disaster recovery. Focus on work, not scams or fraud.

Now you're moving fast and breaking nothing.

Cloud freedom

Pay for what you need and have no fear of lock-in. Scalability so elastic, it's like your data lives on a rubber band. Extend your virtual desktop infrastructure through a single digital workspace - from anywhere, any time.

Build, run, and scale like never before.

No trouble management

Why have resources manage data and applications when you want those big brains focused on innovating and making money moves? Workloads continue to run on a native VMware so there's no disruption to your network, security, or operations.

Ready. Set. Go.

It's not as complex when you 'lift and shift'. Move your workloads easily, turn data in actionable insights, and superpower your business. And more importantly, save money - most enterprises saw cost reductions using Google Cloud VMware over OnPrem and other cloud platforms. On-demand, global support - available always. Leave your clunky data center behind and join us up in the Google Cloud with the VMware Engine.

ENHANCE ORACLE WORKLOADS

Bring new life to your data by migrating from Oracle to Google Cloud

Reduce costs, improve agility, and focus on innovation with your data by moving over to Google Cloud. From Bare Metal Solution to cloud-native databases, we have the infrastructure to meet your needs - and your wish lists.

Drop your total-cost-of-ownership - really drop it

Dramatically reduce upfront costs for hardware, software, and maintenance. Simplify administration and automate scalability, availability, and agility. In fact, migrating Oracle workloads to Google results in 78-percent savings for your total-cost-of-ownership.

Scale and availability sky high

Mission-critical applications need dependable databases, and they have to scale with your business. Google Cloud has SLA-backed databases to protect your applications.

Operations simplified

Drastically reduce management for your data center and databases by leveraging managed infrastructure and fully managed database services.

A strategy to meet your needs

No two businesses are the same - neither should their migration plans. We collaborate with enterprises to develop a strategy that addresses licensing, maintenance costs, and manageability.

Rehost

Some call it a 'lift and shift'. Others, a 'bare metal solution'. It's really about providing hardware, hardware support, and integrated billing and support with specific configurations. Infrastructure is connected with highly resiliency and to all native Google Cloud services (with less than 2ms latency).

Replatform

You keep your core application code and migrate to compatible platforms. It reduces licensing fees and maintenance costs. Migrate to an open source database (say Cloud SQL for PostgreSQL) that has a certain amount of compatibility with PL/SQL and stored procedures. You can also offload data analytic-centric workloads to warehousing solutions like BigQuery.

Rewrite

Or, rewrite your applications to take advantage of cloud-native databases. If you have a relational database with global scalability, migrate to Cloud Spanner - industry-leading high availability (99.999-percent).

We're happy to assess your needs and objectives, and collaborate with you to develop the best strategy for your organization. Then, it's just a matter of moving forward.

All our Cloud migrations have on-demand, global support that's always available.

Save money, improve workflows, become truly agile, and get your teams focused on innovating and expanding your business by moving on over to the Google Cloud - you'll thank us for it.

Contact Dito's Cloud enablement experts for a **FREE** workshop!

FREE WORKSHOP

A FAST + COMPREHENSIVE TOOL

Seriously simplified cloud migration with StratoZone

Meet StratoZone...

a platform that provides you with a data-driven framework to migrate your IT infrastructure to Google Cloud. With StratoZone's assessment tool, you can automatically discover existing infrastructure from any environment, analyze cost benefits, and plan your migration.

How it works

StratoZone is a speedy, holistic assessment that helps organizations migrate better. Using StratoProbe data collector, you can automatically discover and scan your servers into the StratoZone portal (you can import other sources of data as well).

Then, the bots take over... the assessment provides you with actionable insights based on your configuration, dependencies, utilization, and applications for each and every server.



So many benefits

The advantages of using StratoZone for your infrastructure assessment include:

Faster than fast - StratoZone's solution takes very little time to install and configure (45 minutes tops) and is built to scale to discover and assess thousands of assets in a short time.

So simple its easy - No appliances, hardware, or agents to deploy. Delivery is agnostic about hypervisors, and physical and virtual resources.

Encrypted for safety - all data is encrypted in transit and at rest. StratoZone doesn't collect sensitive data or any data subject to regulatory requirements, and you can control which data is sent to the program with built-in data anonymization features.

 Data collected	 Data not collected
Machine data (capacity, model, hardware)	User information or profiles
Machine performance (CPU, memory, storage)	Data underlying any applications
Installed application names	Data in your databases or file storage
Network traffic data (port, type, direction)	Application configuration files
Processes, services, & related utilization	Data subject to PCI or HIPAA regulations

The most important part of any Cloud migration is realistically and accurately assessing and evaluating the 'current state' of your IT landscape. Leave it to the experts.

Together we can give you a competitive advantage by making your migration virtually painless, transparent, and efficient. Contact Dito's Cloud enablement experts to migrate faster and easier.

Contact Dito's Cloud enablement experts for a **FREE** workshop!

FREE WORKSHOP

RAMP-up cloud migration discovery and assessment with StratoZone

Organizations are migrating to the cloud in record numbers - in fact, 61-percent of enterprises migrated some aspect of their business to the cloud in 2020*. One of the main hindrances to full adoption is how complex a cloud migration can be with challenges ranging from unknown capacity needs to performance thresholds, contract renewals, and compliance and security issues.

Make it simple

To address these challenges, Dito uses a holistic migration program with the best of our expertise, services, and tools for a simpler, quicker path to success. Called the Rapid Assessment and Migration Program (or RAMP for short), the program helps migrations by using repeatable processes to offer predictable results.

That's because we've standardized the process into phases:

- › **Assess and evaluate** the IT landscape and workloads
- › **Plan** what can move, what should move, and in what order
- › **Migrate** by choosing a path and implementing
- › **Optimize** operations and save money

This reduces risks and costs while speeding up the migration process by using best practices, training and labs, Google tools and partners, Google's own Cloud brain trust, and incentives for migration.

RAMP + StratoZone Discovery = Migrations at Mach speed

Combining RAMP with StratoZone's Discovery (now part of Google Cloud) system helps accelerate assessment and planning phases.

- › **Faster than fast** - StratoZone's solution takes very little time to install and operate (45 minutes tops) and is built to scale to discover and assess thousands of assets in a few hours.
- › **So simple its easy** -No appliances, hardware, or agents to deploy. You can discover assets without needing to run services, daemon, or processes.
- › **Encrypted for safety** - all data is encrypted in transit and at rest and you can control data anonymization.

The most important part of any Cloud migration is realistically and accurately assessing and evaluating the 'current state' of your IT landscape. Leave it to the experts.

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FREE WORKSHOP

Cloud Infrastructure Update



Dan Jahne
*Sr. Software
Engineering Manager*



“Nuvalence has had an outstanding experience working with Dito on our GCP infrastructure modernization effort. We needed GCP expertise to guide and implement a migration from AppEngine to GKE, as well as many generic cloud tasks, and were connected with Dito to assist. The Dito team has proven to be highly knowledgeable, capable, and motivated. They were able to effectively work with Nuvalence to develop a plan that makes sense for our client and development team, then closely worked with our engineers to ensure successful implementation of the migration to GKE.

Prior to engaging with Dito, our access management, deployment processes, and resource management were almost entirely manual. Our environments had inconsistencies and changes to infrastructure were not tracked, automated or committed to a version control system. We had inherited much of this from a prior vendor and knew that we wanted to modernize our infrastructure across the board, but we did not have the internal capacity to properly take it on ourselves.

The Dito team performed deep dive sessions and workshops to plan a technical design covering all parts of infrastructure and security implementation, and has or will deploy our resources using the below Google Cloud products:

- Compute Engine (predefined machines - gke nodepool, Containers)
- Google Kubernetes Engine
- Terraform and Cloud Build (Resource management through Terraform CI/CD)
- Virtual Private Cloud (Cloud Router, VPN, Firewall, VPC Peering)
- Cloud Load Balancing (HTTP(S) load balancing, TCP/SSL load balancing)
- Cloud DNS (DNS Peering)
- Cloud IAM
- Identity Aware Proxy
- High Availability (Cluster Configuration)
- Logging
- Metrics
- Alerting

So far the Dito team has helped automate all infrastructure in our development environment to facilitate complete control over resources and security. We are extending this to our QA and Production environments in January and plan to complete our full migration to GKE by early February at the latest.

The Dito team not only helped us with direct implementation work, but has repeatedly taken the time to educate others on best practices around security and automation. Dito has earned our full trust with regards to GCP infrastructure and Nuvalence hopes to partner with them on many additional engagements in the future.”

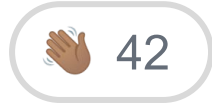
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Contact Dito's Cloud
enablement experts for a
FREE assessment!

Start Your Transformation



Thank you



dito

transformation
happens **here**

RESOURCE BANK