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# 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 real magic began to happen. Collaborating together as a unified team, New Jersey's largest, most comprehensive health network finally had a partner who understood them.

*"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**

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 an epic adventure. This is a collaboration. This is an alliance. This is our promise.

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# Helping a healthcare network confirm Google Cloud meets all their security needs

## HCA Healthcare establishes a cloud-based data platform on Google Cloud

With nearly 200 hospitals and more than 2,000 surgery centers, urgent care clinics, and general healthcare offices spread across 21 states, HCA Healthcare is one of the largest healthcare providers in the nation. In 2021, HCA was interested in establishing infrastructure and security foundations for a cloud-based data platform and they wanted to make sure Google Cloud met all their security requirements.

As one of Google's most trusted security partners, Dito was brought in to determine beyond doubt that Google Cloud covered all security needs and to develop an overall migration strategy.

### Proven security for your data

There's a reason why Dito was awarded the Google Cloud Security Partner of the Year award - we know the Google Cloud, we know migrations, and we're the experts when it comes to cybersecurity. We joined forces with our friends at HCA to ensure Google Cloud addresses internal, external, regulations, and reputation objectives.

Our technical team developed a program charter that defined goals and the expected outcomes, provided a high-level plan for deployment, and maintained best practices. We worked with HCA to draft the charter and set up status meetings throughout the project to assess progress, timelines, risks, and budget.

Once we had an agreed upon charter, we conducted detailed, use-case specific reviews for the design of the architecture and managed stakeholder involvement to ensure the right people were pulled in at the right time to make the right impact. Our subject matter experts acted as technical resources for stakeholders.

Our team tracked and assessed risks and other issues, identified and coordinated resolutions, and engaged stakeholders to mitigate impacts to the program, timeline, scope, and budget.

We drafted initiative strategies, designs, and plans for testing, migration, applications, and training, as well as assessments, models, and templates.

We also provided insight into deployment, project management, risk mitigation, change management, and enhancing workflows.

Based on our work, HCA was able to determine Google Cloud met or exceeded their security needs and responded to issues with internal, external, regulations, and reputation management.

# Helping a Non-profit Advance Human Welfare With Transformation

## The Ford Foundation adopts Google Workspace to compel change

With assets in the billions and more than \$500 million in annual grants, the Ford Foundation is a global leader in improving human welfare. For eight decades and serving regions across the globe, the foundation has supported free speech, family planning, civil rights, international debt relief, and mobility improvements in New York City and beyond.

A few years ago, the foundation realized that they were grappling with their tools, processes, people, and data. They had different systems in different departments. There were programs that could not communicate with others. They had teams operating in varying ways. They had a huge amount of data and no way to utilize it.

**At Dito, we specialize in leveraging Google's Cloud Platform to drive organizational transformations.**

Dedicated to the Ford Foundation's mission, our specialists introduced a plan to transition from a variety of operating systems and tools to completely going 'all in' on Google's Workspace platform. We developed a comprehensive migration plan for more than 700 users across five continents.

More importantly, we helped the foundation utilize this technological transformation to enhance the organization from the ground up. With Google Workspace's collaborative tools, user familiarity, and library of training and use cases, the platform connected hundreds of people - from staff to donors, volunteers to executives.

### A comprehensive solution unique to the foundation

Dito worked with the foundation to craft an implementation strategy that complemented their mission and values, and drastically improved operations.

- Project governance and planning
- Unique account provisions
- Domain configurations
- Data migration
- Custom learning/training suites and procedures
- Communication plan and templates
- Trainer education and remote webinar setup
- Workspace integration and engagement

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# A License to Thrill

Dito helps CRU inspire thousands of empowered users

Sharing, as the saying goes, is most definitely caring. And for CRU, an interdenominational Christian parachurch organization focused on adult professionals, athletes, and high school students, they have a lot to share. Particularly when it comes to collaboration between tens of thousands of users across their worldwide operation.

Keeping people connected, engaged, and productive is a goal that brings with it obvious benefits. But as it turns out, there is a limit to sharing – in terms of the technology infrastructure at least. A fact that CRU discovered as they looked to increase the number of users with access to Google Workspace. Doing that meant switching from free non-profit licensing to the Enterprise sku, a move that required significant investment from a budget that was simply not available.

Which is why they turned to Dito for help.

## CRU first needed to understand all the options on the table

Dito and CRU were hardly strangers, as we'd already been asked to transfer 10,000 Google Workspace Nonprofit licenses in 2015. But now the goal was to grow this number in the most cost-effective way possible. Plus, CRU were also keen to access the enhanced end user administration and organizational security features delivered by the Google Workspace Enterprise sku.

The first step however was to address the cost issue. Dito soon got to work negotiating on CRU's behalf, and utilized our strong partnership with the team at Google Cloud to devise an upgrade plan to Google Workspace Enterprise – based on Business pricing for a set 4-year term. During that time, we also made it simple and easy for CRU to boost user numbers by 25% each year. Which has led to the organization having over 17,000 people happily making the most of the technology.

## Now on a roll, CRU is embracing every opportunity

Currently negotiating a 4-year renewal to increase headcount up to 24,000 users, CRU is also extending its relationship with Google Cloud. One example of this is the decision they've taken to place Hangouts Meet hardware into all 45 of their conference rooms. Another is how CRU has shifted their data warehouse from Redshift (AWS) to Google BigQuery. A move that involves the migration of workloads and databases to Google Cloud, with the resulting annual savings estimated to come in at 15-20%. On top of that, CRU now has access to powerful embedded AI and ML capabilities, which will help further optimize their day-to-day activity. That's sharing and caring – Dito style.

**15-20%**  
Estimated Savings

With the help of Dito, CRU saw significant savings after shifting their data warehouse from Redshift (AWS) to Google BigQuery. A move that involved the migration of workloads & databases to Google Cloud.

# Moving to the Cloud doesn't need to be complicated

## Roadie Relies on Dito for Workspace Transformation



When Roadie first became involved with Dito their existing relationship with another Google partner was “satisfactory” - however, Dito was able to walk the organization through how we approach and support our customers through consultations, ongoing technical support, dedicated account management, and more.

Part of Dito's conversations with Roadie encompassed not only their existing pain points, but what was important to their business at its core.

While their existing partner had conducted very basic optimization reviews, nothing was specifically catered for Roadie's needs - who was a heavy user with high Google Maps costs.

Per a suggestion from the team here at Dito, we performed a free comprehensive review on their Google Maps usage and how they were using the service internally. After our review, we provided a set of options and recommendations to the organization without any commitment to switch to Dito as their provider.

After our comprehensive review, Dito was able to uncover additional savings for Roadie, and the team was appreciative of how we approached the situation, and ended up making the switch to Dito as a partner, and continue to be one of our valued customers.

more than  
experts

At Dito, we have more certifications and badges than pretty much 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.

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.

Dito moves fast, but we don't break things. If you team with Dito, 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.

If you want to stay out ahead and get the best service available, you want the very best of the best. **You want Dito.**

# Streamlining Cloud Solutions for a Multinational Food Distributor

Waste not. Want not.

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

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

### Cloud audit logs

### 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

### 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.



# Righting Security for a Global HR Software Giant



## UKG partners with Dito to fixup security

There's nothing that isn't confidential in HR. Security is of the utmost importance. HR is about people.

For UKG (formerly Kronos), as an international HR software company specializing in workforce management and consulting, it was essential that they had stringent security measures in place.

They couldn't have problems because their clients couldn't have security issues. However, after migrating to the Google Cloud Platform five years before successfully, UKG needed to modernize application development practices and leverage Kubernetes running containers. This set off several significant technical and security challenges.

### Security Above and Beyond the Norm

Dito specializes in security services. We're a direct strategic security partner with Google. We're one of a handful of firms around the world with Google's security specialization. We know security.

**Our team evaluated UKG's environment and identified solutions. Such as:**

- Leverage Google's shared virtual private cloud to address next generation firewall practices
- Optimize Google StackDriver to provide better accountability for team activities
- Enable Security Command Center Premium to provide stronger security threat intelligence and monitoring of activities
- Provide policy recommendations to stop users from enabling non-compliant configurations
- Install secret key management to address the lack of standardized key management solutions

Queue an 'ah-ha' moment. By focusing on the entirety of UKG's ecosystem, our team understood the 'current state' and had tailored recommendations for the ideal 'future state'.

We went above and beyond and analyzed their virtual machine applications and DevOps practices. The results... the problems UKG was having with security disappeared overnight.

We understood that the most important resource - the people - needed the best of the best in security. We partnered with their IT teams as true collaborators and we got them back on track. That's the Dito way.

# Helping a creative, data, and technology agency secure their cloud

## Wunderman + Thompson enlists Dito for comprehensive cloud security

With 200 offices in 90 locations, Wunderman+Thompson is one of the largest, most well-known marketing communications firms in the world. Part creative agency, part consultancy and part technology company, Wunderman+Thompson joined forces with Google Cloud to leverage the power of data and machine learning to better serve their clients.

*“Creativity and technology are the two key pillars of WPP’s future strategy. Creativity is what differentiates us and technology allows us to scale. In the first year of our transformation journey we have invested significantly in our technology capabilities and our strong partnership with Google Cloud is key to helping us realise our vision.”*

-Mark Read, WPP CEO

Because their focus is on serving clients, the agency understood that having a secure cloud was essential. They spend hours developing creative, proprietary campaigns for Fortune 500 organizations and their data is extremely valuable. So, in early 2021, they enlisted the Google Cloud Security Partner of the Year, Dito, to provide a comprehensive security assessment of their entire cloud posture.

Our experts reviewed data platform environment configurations and security controls, and help the agency optimize best practices by conducting key discovery sessions and technical workshops that covered:

- **Resource Management** - organizational structure and resource hierarchy; policies and projects; naming conventions and labeling; access and security controls; resource isolation, project creation/management, and resource provisioning; which culminated in a quantitative scoring of best practices compared to the Security Posture Review provided by Dito
- **Identity and Access Management** - user and access management; process and implementation of user authentication and authorization; conventions and policies related to admin and services
- **Network topology, connectivity, and security** - architecture; firewall rules; network logging; service controls' DDoS and WAF; and identity aware proxy
- **Virtual Machines** - identities; remote access; image management
- **Kubernetes Engines** - cluster provisioning; default configurations; access controls; image building; lifecycle management; runtime security' and workload hardening and isolation
- **Data security** - encryption key management; cloud storage; BigQuery; Cloud SQL; and data loss prevention
- **Operational security** - logging, monitoring, policies, and incident response; resource and user audit logging and retention

In the end, Wunderman+Thompson had a clear understanding of their security posture, recommendations on how to improve, and an implementation strategy for comprehensive security across their entire organization - helping them focus on innovating and better serving their clients.

# Trying Google's data warehouse without breaking the bank

## Rechtien explores BigQuery with Dito's inaBOX solution

There's more to a commercial truck dealership than pickups, trailers, and forklifts - there's inventory, customer information, logistics, parts and service, leases and rental agreements, and sales and administration. Dealerships thrive because they have data. But, keeping track of all that is a significant task with major costs associated with it.

The smart people at Rechtien - a major commercial truck dealership in the Southeast of the United States - recognized the need to warehouse and analyze all the data in their dealer management system, but they didn't have the resources to fully deploy the Google Cloud Platform.

### BigQuery works

Rechtien was interested in improving insights and reporting, and Google's BigQuery was the perfect option - a data warehouse with machine learning and business intelligence that could coordinate and analyze all that information.

But, the dealership wasn't sure about investing resources to launch and manage a secured cloud platform.

### Problem solved

With Dito's background in the Google platform, our engineers and architects recognized that organizations need a way to test out BigQuery without having to fully adopt it. For most enterprises, data is one of the most valuable assets they have. They need a way to explore all its features and array of uses to fully understand what a powerful tool it is, but they can't just start plugging in data and manipulating it.

So, we built a secure testing environment any enterprise could use - BigQuery inaBOX.

This gave Rechtien's team a tool to safely and easily explore and analyze data without affecting their actual management system.

The solution allowed Rechtien to practice using BigQuery, learn best practices, and determine the best way to deploy it. And, they never had to worry about their own systems or costly training to ramp-up full adoption.

### All with the full support of Dito's experts.

Our engineers and analysts helped Rechtien understand how to import data and then, trained them on how best to explore the data with queries and other tools.

**Rechtien took advantage of our complimentary 30-day pilot program with three-to-four hours of technical support and never looked back.**

# An ecstatic client - in their own words

## Google Cloud Infrastructure Update

“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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Nuvalence  
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# Fast ad-hoc analysis for virtual healthcare

## Included Health works with Dito for security & analytics

When a virtual healthcare company needed assistance with a comprehensive Google Workspace audit - Dito was able to come to the rescue.

Included Health delivers integrated virtual care and navigation, no matter where users are in their health journey. Before they were able to migrate a domain name, they had to consolidate and analyze their ongoing Workspace data.

The organization was given clear insight into which users and apps were accessing Workspace data, both legitimately and not. Users who were using legitimate apps through their email addresses on the old domain name were given special attention during the migration to the unified domain name.

### A comprehensive analysis - done right.

One of the cherry on tops of the project was the clarity and speed of the reports provided, which gave the client confidence in the data, and furthermore facilitated a smooth migration.

By utilizing a few of Dito & Google products, solutions, and services, there were some major outcomes for the project:

- Organization Policies were able to be defined at the personal and organization folder level. Dito created enforced constraints on the folders such as now allowing VMs with public IPs or Service Account Key creation - both of which are crucial to preventing bad actors within the environment.
- Restricted IAM management - following the concept of least privileges and zero trust security.
- Implemented a BeyondCorp Network with default Ingress/Egress to deny ALL firewall rules.
- Worked to solidify IAP configuration in order to access Jupyter notebooks.
- In order to facilitate maintenance across their Google Services, every resource that was created by Terraform was labeled appropriately.

When all was said and done, when the client leverages our BigQuery inaBOX solution, a single analyst is now able to create a comprehensive analytics project, invite clients to upload data, and finally analyze that data while having security best practices built into their environment.

*“This is **awesome** - exactly what we needed!”*

-Miah Bentley, IT Systems Engineer, Included Health

# 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.

### **At Dito, we drive organizational transformation through seamless integration with Google Cloud.**

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.

#### **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

#### **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