

DELETE THIS SLIDE BEFORE PRESENTING

About dito

The following slides contain examples of ways to introduce the client to dito and what we do



What we are all **about**

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 (Google Cloud, Chrome, Workspace, Maps, and more).

What we can do for you.

We **dream** in data. Focus on performance. Solve problems. We obsess over details - all 75 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**.

Transformation happens here.



What we are all **about**

Dito doesn't just transform organizations, we accelerate their IT initiatives into fully realized programs.

Transformation agents, change initiators, security suits of armor, productivity coaches, and collaboration facilitators, we drive innovation.

Since 2007, Dito has partnered with thousands of enterprises to improve how they do business, protect their most valuable assets, and drive innovation by employing smart cloud infrastructure (Google Cloud, Workspace, Chrome, Maps, and more).

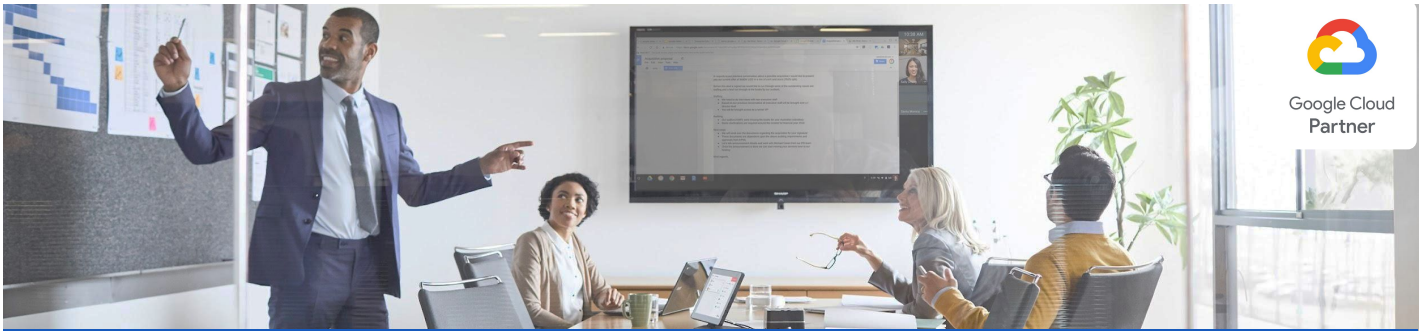
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Why Dito as your Google Partner

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.

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.

dito PubSec

Digital Transformation for Federal,
State, Regional, and Local agencies



You're not just a public agency - you're a data warehouse with sensitive information; a communication hub for clients with a variety of needs and interests; a secure, safe resource with essential content; and a steward of the public's trust on infrastructure, regulations, codes, and other resources.

At Dito, we understand how much the public relies on you and how important it is to maintain that value. We act as a technical resource to our public sector clients so they can make informed, agile decisions.

Whether it is your data, your security, your infrastructure, or your workflows, we have experts who can help you improve your tools and technologies, and transform your organization for the better.

We serve

- Federal
- State
- Regional
- Local
- Hybrid Public/Private
- Public vendors

by providing

- ★ Cybersecurity
- ★ Data Management
- ★ Infrastructure Enhancement
- ★ Work Transformation

From security posture assessments, to migrating agencies to the most secure cloud on the market, from dramatically improving productivity and collaboration through enhanced workflows, to analyzing data so it provides useful insight for you and your constituents, we have a highly technical team with significant public sector experience ready to support your initiatives.

Our staff are dedicated to the public sector. We understand the needs of agencies and departments. We are always focused on reducing costs and complexity. At dito, we streamline for efficiency without compromising the value. We improve tools, technologies, people, and processes - every time.



Dito was recently awarded the Google Cloud Specialization Partner of the Year for Security. For the 365 days Google dubbed, “the Year of Security”, Dito was their chosen partner of the year for our work in security and risk mitigation.

We were recognized for demonstrating innovative thinking, outstanding customer service, and best-in-class use of Google Cloud products and solutions to provide security solutions for public and private clients.

“Based on their certified, repeatable customer success and strong technical capabilities, we’re proud to recognize Dito as Specialization Partner of the Year for Security.”

Nina Harding, Global Chief, Partner Programs and Strategy, Google Cloud

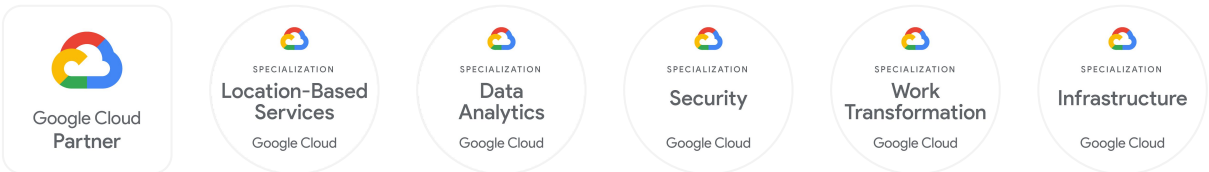
We’re honored to win the Google Cloud Specialization of the Year Award for Security. This award recognizes excellence in security, risk management, and improving our clients security platforms. We leveraged the Google Cloud to create solutions that made a large impact for our clients.

Security is a huge priority for enterprises. At Dito, it’s been part of everything we do for more than a decade. We doubled-down on our efforts in 2021.

We received our security specialization – joining only a handful of partners worldwide. We adopted a holistic approach that includes external, internal, reputation management, and regulations.

We implemented superior security policies and procedures to keep our data and our clients data secure. We also developed documented and repeatable authority to operate materials to help clients prepare, measure, and install security frameworks.

At Dito, security is part of our DNA.



What we are all about

Dito is an IT think tank, a solutions incubator, and service-focused team. We transform organizations and accelerate IT initiatives by offering strategic cloud solutions. These include...

Work Smarter with Workspace

Drastically enhance productivity and collaboration across all departments by moving to the cloud or migrating from another provider by using Google's best-in-class tools. Gmail, Drive, Chat - all the tools you already know, but enhanced to improve workflows. We help organizations move to Workspace from discovery through implementation while significantly improving security so your teams have the tools they need to push your business to the next level.

Cloud Better

Whether you're ready to move for the first time to the cloud or from another cloud provider, our experts have successfully helped hundreds of organizations migrate - from healthcare networks to retail chains, from construction companies to public agencies. Our deployment and migration program succeeds because we start with discovery and plan and design collaboratively so we're ready for implementation when we say we will be. And, we integrate security seamlessly into everything we do so you know everything is safe.

SecureIT

There's a reason we won the Google Cloud Security Partner of the Year award. We're one of only a handful of organizations with the coveted Google Security Specialization designation and we are Google's preferred partner for Federal and Department of Defense authorization to operate, which means, we're the absolute best of the best.

We provide comprehensive security assessments that transition into implementation plans that cover short-term and long-term needs, and address external and internal threats, regulatory considerations, and your reputation. For us, security isn't a hindrance or an inconvenience - it's a seamless benefit to everything you do.

Data in Harmony

We understand how important data is to you and how important analyzing the data is to your ongoing success. We focus on data management, governance, and security, along with analytics so your entire data journey is covered and your data is working for you - not the other way around. We cover the full data spectrum, including BigQuery, BigTable, Looker, Dataplex, Data Studio, GeoViz, Datalflow, and so many more...

Accelerators

Finally, we have a suite of Google accelerators that simplify, secure, and fuel your operations. Our tools can help you begin using Google technologies in just minutes and have the data and support you need to not only successfully use the application, but reduce costs and significantly improve productivity.

At Dito, we're an IT resource for our clients. We focus on the technology, the data, and the security so you can focus on your clients. We don't just work for you - we become your IT think tank for all things tech.

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Localization

With Google Maps and other location services, Dito helps with business profiles, store locators, targeted location-based advertising, and analytics to support all your localization needs. From working with construction companies tracking shipments from abroad straight to the jobsite with pinpoint accuracy, to helping retail stores triangulate customer locations and inventory allocations based on site preferences, we understand how to use Maps to maximize your business.

Managed Services

Improve operations and reduce costs by letting us manage essential functions like monthly and quarterly department/business reviews, training programs, Tier I-III help desk support, and more. Using the power of Google Workspace and Google Cloud, we streamline operations, transform organizations, and accelerate growth and innovation.

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Applications to Containers

If you're interested in moving applications to containers - and we can explain why you should want to - our brain trust can help with Kubernetes, app modernizations, containerization, and again, security. We've helped public and private clients by designing and implementing secure clusters and providing security assessments of your existing containers.

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Focus Areas

Data	Security	Infrastructure	Work Transformation
<ul style="list-style-type: none"> > Data Stewardship <ul style="list-style-type: none"> • Quality assurance • Data accuracy • Data security > Data Ownership <ul style="list-style-type: none"> • Business rule enforcement • Data use constraints and definitions > Data Policies <ul style="list-style-type: none"> • Asset management • Authentication enforcement and access right • Legal compliance • Regulatory compliance > Data Standards <ul style="list-style-type: none"> • Enterprise data definitions • Data creation specifications and criteria • Data storage specifications and criteria • Data usage specifications and criteria 	<ul style="list-style-type: none"> > Training and Policy creation > Phishing Protection as well as Phishing and Social Media Awareness training > Cloud Audit Logs and using Dito's BigQuery in a Box platform > Cloud Security Command Center > Cloud Security Scanner > Cloud Data Loss Prevention > Cloud Key Management Service > Cloud IAM, Cloud Identity, Identity-Aware Proxy, and Identity Platform > Multi Factor authentication, Security Key Enforcement, Yubico and Titan Security Key deployments, and the Advanced Protection Program > reCAPTCHA Enterprise and Web Risk API 	<ul style="list-style-type: none"> > Modernization > Transformation > Migration > Compute Engine > Virtual Private Cloud > Cloud Load Balancing > Cloud Interconnect or Cloud VPN > Cloud DNS > Cloud IAM > High Availability > Backup and Recovery > VM Manager > Logging > Metrics > Alerting > Kubernetes 	<ul style="list-style-type: none"> > Transformation > Productivity > Collaboration > Migration <ul style="list-style-type: none"> • Gmail • Calendar • Meet • Voice • Chat • Docs • Sheets • Slides • Forms • Sites • Keep • Jamboard • Drive • Vault • Cloud Search • Admin • Security

What we are all about

Lines of Business

Data Security

Ensure your end user data is protected & secured with Google Cloud infrastructure.

Data Analytics

Gather detailed insights and make informed, data-driven decisions with BigQuery + Google.

Data Warehousing

House large sets of data in the Cloud - scaling as your business needs grow.

ML/AI - Data Sciences

Integrate AI and Machine Learning into everyday tasks with the power of Google Cloud.

Anthos / Multi-Cloud

Hybrid cloud strategies with complex, customized solutions built for your business.

Kubernetes & Containerization

Power-up your cloud with a Kubernetes feature set designed for production-ready containers.

Cloud Migration

Modernize your infrastructure with a migration to Google Cloud.

Productivity & Collaboration

Augment your team's efforts with a suite of dedicated collaboration tools.

DIDI: Cloud Chatbot Wizard

Custom chatbot solution built out and implemented for any use case.

App Modernization

Solve your team's pain points through custom solutions with a streamlined delivery process.

Database Modernization

Optimize your database to enhance ease of access and lower costs of use.

Location-Based Services

Mapping, planning, and logistics - optimized and streamlined for the Cloud.

Services

Security & Governance

Enhance your security policies to increase end user data privacy and protect sensitive information to ensure compliance.

Data Analytics

Gather valuable insights and make stronger, more analytical decisions.

JumpStart Assessments

A variety of Data & Cloud Security, Best Practice Assessments, and Application Optimization.

Cloud Cost Optimization

Assess your cloud infrastructure to determine compute and data usage and ensure optimized resource usage and utilization.

Workspace Security Assessment

Assess current domain configuration and security procedures with new tools & admin training.

BigQuery Sheets Integration

Discovery, planning, training, and implementation of data to/from BigQuery/Sheets.

Workspace/Chrome Deployments

Plan, manage, and deploy chrome devices while migrating your existing services to the Google Workspace environment

Dialogflow Build Kit

Build and implementation of a custom chatbot in the customer's own GCP Project.

Managed Cloud Migrations

Upgrade & update your current data management solution, regardless of where you're starting.

Location-based Services

Optimize logistics, maintenance logs, service times, and glean real-time insights into your location data.

Workspace + BigQuery Bundle

Implementation of Workspace + BigQuery: an integrated set of features that allow you to capture, consolidate, and report on important metrics & variables.

Google Cloud + Google Maps Bundle

Assistance with determining best steps for using both products to streamline your team's projects. By combining your Cloud + Maps, you'll glean valuable insights applicable to both.



More than a contract **an alliance**

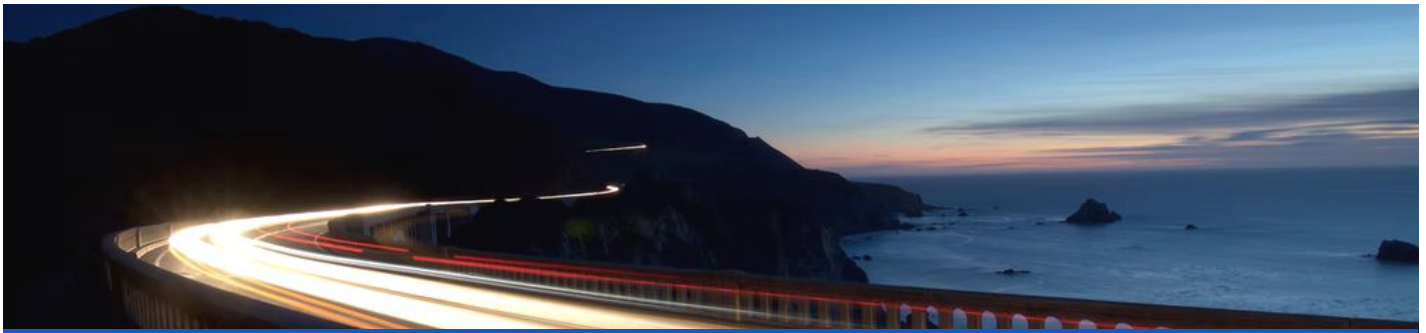
There's more to a successful contract than just a signed document. A successful contract is a meeting of ideas. A mutual drive. Complementary expertise. A shared focus on how we see success. An alliance.

Last year, we started our journey. Over the next few years, we want this to be a tale of success - **together.**

Here's how:

- One team. One mission. We have the best of the best - now you do too.
- More than a collaboration - an alliance. Our experts. Our leadership. We're right there with you - every day.
- Global expertise. You're a world-class organization with a global reach. We help international businesses not only thrive, but dominate.
- We promise. We provide. What we say in our proposal is what we deliver. Usually more.
- We know Google. We know everything there is to know about Google and their products. We are all in and we'll use this expertise to make sure you are too.
- We're the people Google calls when migrations go wrong. We're problem solvers. Fixers. Change agents. We do it right the first time. You should see what we did for HMM, one of New Jersey's largest healthcare networks (read more later).
- Transformation is more than just a buzzword. Done right, it's a real change and it will save you millions of dollars.

Your success is our sole focus... We're all in.



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Your success is our sole focus... This past year has been fun and engaging.
We can't wait to impress you even more.

Comprehensive Security with the Experts' Experts



At Dito, we've been at the forefront of security for more than a decade and our specialists have a cumulative history in the centuries. In fact, we were chosen as the Google Cloud Security Partner of the Year in 2022, we're a Strategic Security Partner with Google and, more importantly, **Dito is one of only 14 partners globally with a Google Security Specialization.**

We know security. We do it differently.

That's because we view it holistically - across every technical and operational layer. It's no longer just about breaches. It's about preparing for all potential threats.

- ✓ External
- ✓ Internal
- ✓ Reputation
- ✓ Regulations

We help clients implement the Google Cloud Platform in the most restrictive way possible while accomplishing their business and operational goals.

A key aspect of our work revolves around Google Technology Enablement. This means:

- > Security operations and analytics - organizational policies, Cloud Operations Suite, Security Command Center Premium, and Chronicle
- > Zero trust & Workspace security - Cloud identity and Cloud Identity and Access Management, BeyondCorp Enterprise, and virtual private cloud service control
- > Compliance Modernization - Virtual Machine Manager, Google Cloud Platform DevOps Security Best Practices, and labeling and IT service management integration
- > Application Security - Google Kubernetes Engine security, web application and application programming interface protection, Apigee, Load Balancer/Cloud Armor/content delivery network, and reCAPTCHA Enterprise
- > Data Protection & Privacy - Cloud data loss prevention, key management and secret management, labeling and classification, and virtual private cloud service control

At Dito, we live and breathe Google Cloud Platform best practices.

[Continue reading >](#)

Cloud Security Posture Reviews

Our work is all about data and analytics. We assess the Google Cloud Platform implementation plan and operations compared with industry best practices. A major part of this is end-to-end security reviews, including governance of enterprise IT, and application development practice evaluations. Then, we review application code and configuration with an eye on common insecure patterns and vulnerabilities.

This brings us to enterprise enablement. We see it as:

Security Operations Center

- › Security information and event management enablement - Chronicle, Splunk, QRadar
- › Google Cloud Operations Suite - Logging, monitoring, application performance management, and site reliability engineering best practices
- › Policy and security monitoring - Security Command Center Premium, Prisma Cloud, and Laceworks
- › Operation Practices - Red Team/Blue Team and pen testing

And of course...

Multi-Cloud Best Practices

- › Itsio
- › Cloud Inter-Networking - Domain name system, virtual private server best practices, active directory, bastion host/identity aware proxy, routing, microsegmentation, Cloud interconnect/virtual private network, next generation firewalls, and web application firewalls
- › Anthos
- › Certification authority - traffic director

Which brings us to **governance**. We're about as comprehensive as you can get here.

CyberSecurity frameworks include NIST 800-53, ISO 27001, CSA CCM, and HIPAA/HITRUST.

And regulatory considerations include FedRAMP Google Cloud authority to operate and the EU General Data Protection and California Consumer Privacy Act assessments and accelerators.

All this culminates in **third-party integrations** with the Google Cloud Platform.

We succeed because we understand and include **change management enablement** with ServiceNow and Zendesk. We bring in **policy and security management** with Prisma Cloud, Cloud Custodian, Laceworks, and Tenable.io.

Which brings us to security information and event management - we use IBM QRadar and Splunk. And Ansible and Chef are the center of our **configuration management**.

Meanwhile, we extend Cloud Foundation Fabric to align with the Google Cloud Security Foundation Blueprint, integrate with third-party IT service management programs and integrate the Hashicorp Vault. Thank you Terraform.

And then, we employ Palo Alto firewalls, CheckPoint firewalls, and F5 and Avi Network web application firewalls as **network security appliances**. Citrix acts as the **virtual desktop infrastructure** and NetApp is all about **storage**.

It's serious and it works. It works because we have some of the best of the best working directly with our customers. That, and we understand that the Google Cloud does not live in a vacuum - proper integrations are key to operational success and it all has to comply with regulatory and cybersecurity frameworks.

That's why - at Dito - we focus on end-to-end solutions for security and governance, data analytics, and database migrations. It makes a difference and that's the Dito way.