

Z7 SOLUTIONS - ISO CERTIFIED MANAGED SERVICES AND SOLUTIONS PROVIDER FOR FINANCIAL SECTOR



Z7 SOLUTIONS

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EXECUTIVE SUMMARY

Z7 Financial Solutions has emerged as a top-tier provider of comprehensive and innovative IT solutions meticulously crafted for the financial sector. With notable experience catering to both small and large financial institutions, including banks and mortgage corporations, we stand out as a ISO certified MWBE and DBE company. Through strategic partnerships with key stakeholders within the industry, we consistently offer unparalleled service standards to our clients in Florida and beyond. Our deep understanding of financial systems, strengthened by our vast technical expertise, solidifies our dedication to introducing transformative solutions.



OUR SERVICE PORTFOLIO

Our suite of services includes Virtual Computing and Cloud Solutions, Information Security, Endpoint Devices, Application Modernization, Artificial Intelligence (AI) and Machine Learning (ML), Compute, Storage, Networking and ZTA, Backup and Archiving, Data Loss Prevention (DLP), and Business Continuity and Disaster Recovery (DR) solutions.

Virtual Computing and Cloud Solutions

Understanding the intricate dynamics of the financial world and its evolving demand for scalability, resilience, and efficiency, Z7 Financial Solutions delivers bespoke cloud computing frameworks. Our Virtual Computing and Cloud Solutions grant financial institutions the ability to streamline data sharing across various departments, bolstering real-time decision-making and synchronization. By unlocking the potential of the cloud, we enable financial entities to swiftly navigate market changes, enhance operational efficiency, and reduce time-to-value. This transformation sets the stage for an adaptable, scalable, and manageable IT environment.

Information Security

As the financial landscape becomes increasingly digital and interconnected, securing sensitive information becomes paramount. Our Information Security solutions provide this assurance. We implement cutting-edge security protocols to defend financial data against myriad cyber threats. Rigorous adherence to industry regulations guarantees the protection of your financial data around the clock. Moreover, our proactive risk management ensures the preservation of both your institutional integrity and client trust.

Endpoint Devices

Modern financial institutions employ a plethora of devices throughout their infrastructure. Our Endpoint Devices solutions guarantee robust security, fluid data management, and optimized performance across these devices, ensuring uninterrupted data flow and communication. From a teller's desk to a top executive's office, we pledge peak performance, security, and positive contribution to your financial operations.

Application Modernization

Obsolete applications can be a bottleneck in the ever-evolving financial world. Z7 Financial Solutions modernizes these legacy applications, transforming them into agile and contemporary platforms. This reformation ensures alignment with current technological trends, thereby streamlining financial processes. Our modernization drives innovation and adaptability, preparing you to meet future challenges head-on.

Artificial Intelligence and Machine Learning

AI and ML are carving new pathways in the financial sector. From fraud detection to customer insights and operational efficiency, AI and ML offer game-changing advantages. Z7 Financial Solutions, a prominent IT provider in Florida, assists financial institutions in leveraging these transformative tools. The outcome? Enhanced data-driven decision-making, predictive analytics, and maximized operational proficiency.

Compute

Renowned for our reliability, Z7 Financial Solutions provides potent computational capabilities vital for today's data-intensive financial world. Our high-performance computing solutions cater to the diverse needs of financial institutions, facilitating efficient tasks like risk analysis, portfolio management, and transaction processing. By harnessing advanced computation technologies, financial institutions can glean quicker insights, make informed decisions, and optimize customer experiences.

Storage

In today's age of data proliferation, storing and accessing large data sets is a challenge for many financial institutions. We present sophisticated data storage solutions that securely house vast data volumes and utilize AI and ML techniques to boost storage efficiency. Whether it's on-premise or cloud-based storage, our solutions guarantee security, scalability, and accessibility.

Networking and Zero Trust Architecture

A robust network is the backbone of digital financial operations. We champion advanced networking solutions grounded in the Zero Trust Architecture (ZTA), emphasizing the "never trust, always verify" principle. This guarantees rigorous network security in the present multifaceted digital realm. By integrating SD-WAN into our ZTA, we promise secure connectivity, making us a trusted IT ally in the financial sector.

Backup and Archiving

Preserving critical financial data is of utmost importance. Our solutions offer dependable and economical data backup and archiving. Harnessing the cloud's robustness, we safeguard your data and facilitate its enduring value.

Data Loss Prevention

For the financial world, securing sensitive data is non-negotiable. Our DLP solutions defend against potential breaches, maintaining the integrity of your financial information.

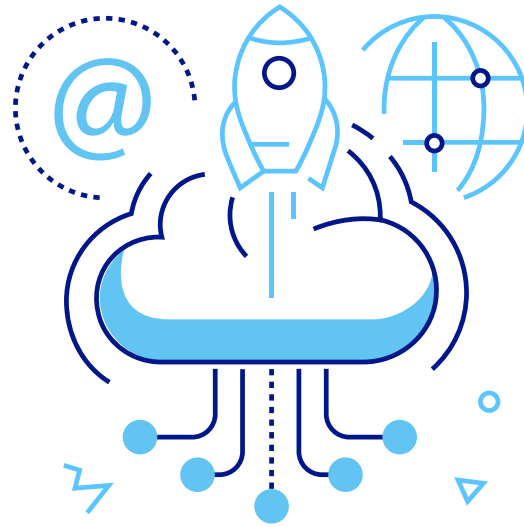
Business Continuity and Disaster Recovery

Operational continuity and data preservation are vital. We present Business Continuity and Disaster Recovery solutions that ensure minimal disruptions and rapid recovery post-disruption, making us a go-to partner for many financial institutions.

Experience the Z7 Financial Solutions Advantage

Our solutions emanate from a profound understanding of the financial sector's challenges and opportunities. With vast experience and unparalleled expertise, we stand as the first choice for financial entities in Florida and across the globe. Our dedication to IT excellence in the financial sector drives us. Having overseen large enterprise acquisitions and mergers, we bring a wealth of knowledge and experience to the table. From startups to acquisitions we understand the process and potential blockers, saving you time and money. Our MSP team blends technical mastery, superior service delivery, and a globally acknowledged ITIL-backed framework, providing comprehensive infrastructure services and help desk support. Let's shape the future of finance together.

OUR APPROACH AND FRAMEWORK



Holistic Infrastructure Administration: Our approach to infrastructure management is comprehensive and client-centric.

- » **Initial Audit:** We conduct a detailed initial assessment of the client's infrastructure to understand the current state and identify any potential issues or areas for improvement.
- » **Setup and Configuration:** We then proceed to configure necessary systems and tools for remote monitoring and management, personalizing to our clients' unique needs.
- » **Ongoing Management:** We monitor the infrastructure 24/7, identifying any issues and resolving them proactively to prevent any disruption to the client's operations.
- » **Reporting:** We keep our clients in the loop through regular reporting on the state of the infrastructure, highlighting any potential issues and recommending improvements.

End-to-End Cybersecurity Stewardship: We provide cybersecurity management services, protecting the client's IT assets proactively.

- » **Risk Assessment:** Our process starts with a risk assessment to understand the client's cybersecurity posture and identify any vulnerabilities or threats.
- » **Implementation of Security Measures:** Based on the risk assessment, we implement the necessary security measures, such as firewalls, intrusion detection systems, and state-of-the-art antivirus software.
- » **Ongoing Monitoring and Response:** We continuously monitor the client's systems for any signs of a cyber threat and respond swiftly to any incidents.
- » **Security Awareness Training:** We provide cybersecurity awareness training to the client's staff to reduce the risk of human error leading to a security breach. This is a part of our initiative to empower the client's employees with the knowledge to handle potential threats.

We follow a **multi-pronged approach** to deliver top-quality MSP services:

- » **Service Design and Transition:** We design services to meet your business goals and facilitate the seamless transition from existing to new services.
- » **Service Operation:** Our goal is to ensure that your IT services are delivered effectively and efficiently. Our service operations include event management, incident management, request fulfillment, and problem management.
- » **Continual Service Improvement:** We are strong proponents of continual improvement and constantly aim to measure, monitor, and optimize your IT services.
- » **Capacity Management:** We manage the capacity of your IT services to ensure that they can meet the changing business demands.
- » **Availability Management:** We manage the availability of your IT services to ensure that they are accessible when required.

We have implemented our **Z7 MSP Services Framework (Z7 MSPF)** based on ITIL framework, which is considered as **one of the best ITSM frameworks across the globe**. It provides a detailed understanding of IT service management and helps us improve our service offerings systematically. **Z7 MSPF** is carefully built around four essential components, ensuring comprehensive and effective service delivery to our esteemed clients.

Customer Experience Hub

Our framework starts with our customers. Our Customer Experience Hub, known as the first point of contact, is more than just a service desk. It's an integrated support system designed to manage, escalate, and efficiently resolve any issues, ensuring the highest level of customer satisfaction. Service desk personnel play a vital role in handling the overall IT support process.

Proactive System Surveillance (PSS)

We incorporate Remote Monitoring and Management (RMM) under our PSS banner. With a strong belief in preventive action, our PSS involves vigilant monitoring of our clients' networks and systems. We have a robust mechanism to detect potential issues before they become problematic, helping to prevent any disruption to the client's operations and ensuring uninterrupted workflow.

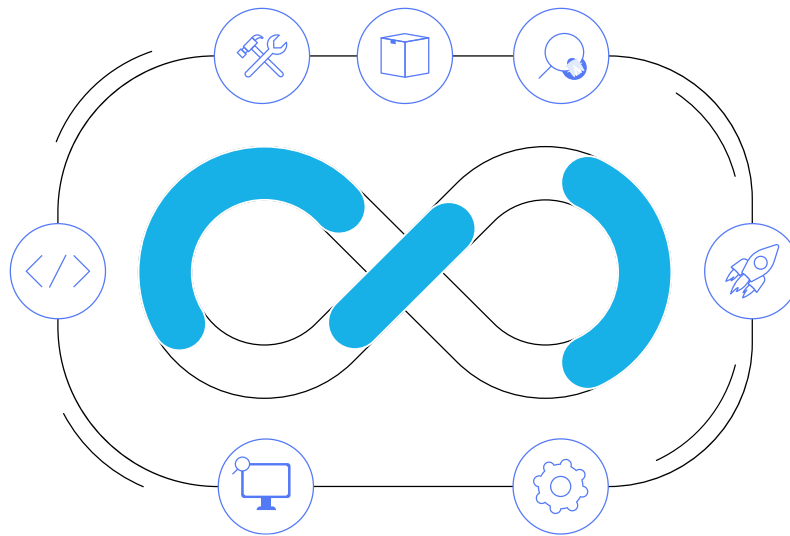
Business Process Optimization (BPO)

BPO is our iteration of Professional Services Automation (PSA), targeted at achieving maximum efficiency and effectiveness in our operations. It includes streamlined processes and advanced software solutions for optimal management of our services. We handle all aspects, including billing, scheduling, project management, and inventory management, so that our clients can focus on their core business operations.

Secure Operations Control Center (SOCC)

Our SOCC is essentially our Network Operations Center (NOC), with an added layer of robust security. It offers continuous surveillance and management of clients' networks to ensure optimal performance and maintain the highest levels of security. Our primary goal is to safeguard our clients' sensitive data and operational integrity.

COMPLIANCE AND TOOLS



We take compliance very seriously and utilize tools that are compliant with NIST (National Institute of Standards and Technology) and HIPAA (Health Insurance Portability and Accountability Act) regulations. These tools are used for Remote Monitoring and Management (RMM), Endpoint Protection, and Ticketing.

These industry-standard compliant tools provide the highest level of security and privacy to our clients and meet even the most rigorous compliance requirements. These include NinjaONE and ConnectWise Full ERP solution. We run a highly-available, highly-secure internal environment. We operate fully managed SentinelONE, 24/7 SOCaaS, Perimeter 81 for SD-WAN and Controlled Access, and Proofpoint for email protection. In addition, all our employees' workstations are fully managed and monitored 24/7.

We handle all customer data according to the highest security standards such as HIPAA, SOC, ITAR, PCI DSS, GDPR, NIST 800-171 & CMMC.

OUR TEAM OF SUBJECT MATTER EXPERTS (SMES)

Our team structure is composed of various roles that work together to provide the best service:

- » **Help Desk Technicians:** They handle daily user tickets and provide coverage for endpoints, managing and resolving issues related to Windows, Mac, Linux, iOS, and Android platforms.
- » **Solutions Engineers:** They provide advanced infrastructure coverage including storage, servers, networking, security, and cloud. They also cover Help Desk escalations. Known as Subject Matter Experts (SMEs). This includes virtually any role (Cloud Automation Expert to Sr. Storage and Virtualization Engineer).
- » **Principal Solutions Architects:** They act as the total escalation point for all technical personnel and offer advisory services to the leadership, keeping them abreast of the changing technology landscape.
- » **Account Executives:** They provide rapid quote delivery for any cost analysis requirements, ensuring transparency with minimal mark-up and full real-cost disclosure. Account Executives will also be able to pull in any additional resources as needed such as DevSecOps, Project Managers, etc. depending on the customer's needs.

AT Z7 SOLUTIONS, WE POSITION OURSELVES AS YOUR TRUSTED TECHNOLOGY PARTNER



At Z7 Solutions, we position ourselves as your trusted technology partner. Our aim is to free you to focus on your core business operations, while we manage your IT with our professional expertise. We offer tailored solutions, ensuring that your IT is being managed efficiently and securely, enhancing your overall business performance.

VALUE PROPOSITION

As your MSP, we deliver:

- » **Proactive Approach:** We predict and prevent issues before they impact your IT services.
- » **Expertise:** Our team of SMEs ensures that you receive high-quality service.
- » **SLAs:** Our SLAs are clearly defined in our SOW from the very beginning. We can accommodate any SLA requirements.
- » **Cost-Efficiency:** Outsourcing your IT services to us helps you save on the cost of maintaining an in-house IT team.
- » **24/7 Support:** We provide round-the-clock support to ensure your operations are always running smoothly.
- » **Scalability:** Our services can be scaled to meet your increasing demands.
- » **Improved Business Focus:** With us managing your IT services, you can concentrate on your core business activities.

WHAT OUR CUSTOMERS ARE SAYING

"They continue to support us on system image upgrades as well as keeping us up to date technology-wise."

"They felt like part of the team from day one and continue to offer support where they can."

"Their experience and ability to transfer knowledge to the staff are impressive."

"They gave you the attention, care, and accommodations needed to make it a smooth process."

"Z7 Solutions delivered turnkey solutions as fast as we could schedule meetings."

We look forward to providing you with top-notch IT service management and becoming an integral part of your growth story!

Z7 Solutions LLC

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Z7 Office: [\(833\) 384-3464](tel:8333843464) | office@z7solutions.com

<https://www.z7solutions.com>

CAPABILITY STATEMENT

Z7 Solutions is an Enterprise Managed Services and IT Solutions Provider/Integrator focusing on the Private and Public sectors. Our team specializes in Managed Services, Cyber Security, Data Protection & Migration, VDI and Business Continuity. Originated in 2012, Z7 Solutions is an MWBE, DBE and ISO Certified Business.

Core Competencies

- **Virtual Computing and Cloud Solutions**
 - Virtual Desktops (VDI), Servers and Applications
 - Government Cloud Solutions and Modernization Efforts
 - Zero-Trust Efforts and Application Workload Analysis
 - Enterprise Licensing Renewals
- **Information Security**
 - Network Intrusion Prevention
 - Data & Endpoint Protection
 - Commercial Solutions for Classified (CSfC)
 - Pen-Testing and Full-Scope Vulnerability Assessments
 - Zero-Trust Architecture
- **Endpoint Devices**
 - Thin and Zero Clients
 - Laptops, Desktops, and Tablets
 - Mobile Device Management (MDM)
- **Professional Services**
 - Managed Services (Infrastructure, Endpoints, Help Desk)
 - Staff Augmentation and Professional IT Training
 - Health Checks, Maintenance Contracts, Optimization
 - Mobile and Web Applications Development & Support
- **Enterprise Servers, Storage and Networking**
 - Blade, Rackmount, and Stand-alone Servers
 - Block and File All-Flash Arrays (SAN and NAS)
 - Converged and Hyperconverged Infrastructure
 - Network Routing and Switching
 - IT Lifecycle Services and Support
- **Data Protection (OnPrem and Cloud Scenarios)**
 - Data Backup, BaaS
 - Data Archiving
 - Data Loss Prevention
 - Data Security
 - Disaster Recovery, DRaaS

Differentiators

- Z7 Solutions is Partnered with Industry Leaders to Ensure Consistent Excellence in Helping Customers Globally.
- Z7 Solutions Handles all Customer Data According to the Highest Security standards such as HIPAA, SOC, ITAR, PCI DSS, GDPR, NIST 800-171 & CMMC.
- On Time, On Budget, and On Target Project Completion.
- Decades of Private Enterprise and Public Sector Experience, Specifically Within Federal and State Governments.
- Heavily Vetted Personnel with a Strong Focus on Cybersecurity Awareness and Customer Confidentiality.
- Superior Solution Results due to the Mixture of Delivery Excellence, Private/Public Sector Experience, and Knowledge of Industry's Best Practices.
- Rapid Response Times, Access to Proven Professionals, and Substantial Savings on license and Hardware Refreshes.

Qualifications and Certifications

- Indian Economic Enterprise (IEE)
- Native American/Women-Owned Small Business; <40M AR; <150 FTE;
- DOT Certified DBE
- FL and NY Certified MWBE
- ISO 9001, 27001, 20000 and 22301 Certified Business
- Security Cleared Personnel

Corporate Data

DUNS: 078569125

SAM.GOV Unique Entity ID: DT76MPHZABG8

CAGE Code: 78C83

NAICS Codes: 541512, 511210, 518210, 519190, 541511, 541513, 541519, 541611, 541990, 611420

Contract Vehicles:

- IT 70 GSA Schedule: GS-35-F-03495
- US ARMY ITES-SW2: W52P1J-20-D-0042
- NYS OGS: Dell Technologies, VMware
- MTA New York State IT Services and Products

Geographic Coverage: CONUS and OCONUS

Notable Past Performance

- **NY State Agency**
Long Term Managed Services. Cybersecurity Cloud EDR Solution. Automated Application Testing Solution. Containerized Application Delivery to VMware Horizon (On-Prem and Azure Cloud) VDI Workloads. CISO & Leadership Advisory Services.
- **Largest US Airline Corporation**
Professional Services. Enterprise Storage Implementation and Performance Optimization in a Large Distributed Data Center Environment. Multi-Site Storage Migrations.
- **GA Legal Entity**
CommVault Metallic Cloud Data Protection w/ Azure Solution. FileCloud Enterprise File Sync and Share Solution. DRaaS.
- **FL County Utility Company**
VxRail Hyperconverged Solution w/ Virtual Desktop Infrastructure (VDI). Managed Services. Environment Modernization, Consolidation and Cost Savings Consulting.
- **US Army**
Onsite Architect/Engineering Support Services. Enterprise Storage, Backup and Virtualization Mentoring. Network Security and Monitoring and STIG Hardening.
- **VMware Federal**
Provided PS Resources for Federal VMware Professional Services Organization. Covered Design & Deployment of Complex VMware Solutions in Highly Secured Environments.
- **US Air Force**
Zero-Trust Virtual Desktop Infrastructure Architecture w/ Endpoint Protection. Security Hardening and EFSS. VDI for CSfC Solution Design and Implementation. Leadership Technical Advisory.

Z7 SOLUTIONS



SAM.gov Unique Entity ID: DT76MPHZABG8 | CAGE Code: 78C83
 NAICS Codes: 541512, 511210, 518210, 519190, 541511, 541513, 541519, 541611, 541990, 611420
 Native American/Women-Owned Small Business
 MWBE and DBE Certified Business | Indian Economic Enterprise (IEE)

PROUD MEMBER COMPANY



ISO 22301 BUSINESS CONTINUITY SYSTEMS CERTIFIED BUSINESS™
 Z7 SOLUTIONS LLC

ISO 20000 SERVICE MANAGEMENT SYSTEMS CERTIFIED BUSINESS™
 Z7 SOLUTIONS LLC

ISO 9001 QUALITY MANAGEMENT SYSTEMS CERTIFIED BUSINESS™
 Z7 SOLUTIONS LLC

ISO 27001 ISMS MANAGEMENT SYSTEMS CERTIFIED BUSINESS™
 Z7 SOLUTIONS LLC