

# STATE OF IDAHO

## Overview



## THE BEGINNING...

DLZP Group was started in 2011 by consultants who were frustrated with the current delivery methods available to customers. We developed an innovative, agile approach to ensure everything we do is reliable and efficient.



## INTO THE CLOUD...

Our founders saw the emergence of cloud services as an opportunity to change the managed-services marketplace.

DLZP Group invested the time & capital to develop advanced cloud solutions to help customers keep pace in the cloud compute era.

DLZP Group developed:

- Low-touch
- High availability
- Highly automated

Cloud Environment offerings.



# OUR AMAZON PARTNERSHIP

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DLZP Group has been an AWS Partners since 2012 and provides value-added and reseller services for all AWS products, commercial and government, at present and will support future AWS product releases. DLZP Group specializes in the development of cloud native applications, the migration of existing on-premise applications, and the development of cloud business intelligence solutions including Data Lakes with integrated machine learning.

We are proud of our 100 % repeatable success developing or migrating customers' applications and data centers onto the AWS Cloud. In eight years, we have moved and managed 30 customers onto the AWS Cloud with an average of 10,000 users.

We currently have a number of customers that we've built a self-healing infrastructure using automation for their ERP application on AWS. By building their environment using our Secure-by-Design architecture and automation, we can fully manage their ERP application with an average of 10 hours a month.

# AMAZON PARTNERSHIP HIGHLIGHTS

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We had the first operational PeopleSoft Test Drive available for AWS.



We co-authored the definitive white paper on using Oracle Applications on AWS.  
<https://d1.awsstatic.com/whitepapers/aws-best-practices-for-oracle-peoplesoft.pdf>



We were the first to automate the process of Oracle PeopleSoft on AWS using Cloud Formation and the first to deploy Oracle PeopleSoft on AWS docker.





# CASE STUDY

One Saturday morning in 2018, we received a call from one of our higher education clients because they had encountered a large spike in website traffic due to an unexpected win in a sports tournament the night before. This spike in traffic on their magazine site crashed within minutes since it was hosted on-premise.

With 36 hours until the next game, they needed a company that was agile enough to move their on-premise magazine site to AWS. By moving them to AWS, we were able to take advantage of auto scaling and multi-availability zones. We were able to complete this task in less than 30 hours with no delays or downtime during the game.





# CASE STUDY

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In 2019 we worked with Canon Information and Imaging Solutions (CIIS), a subsidiary of Canon, to rearchitect their current AP Automation Solution. We utilized serverless computing solutions to dramatically reduce application costs over legacy solutions. By rearchitecting their solution, we were able to save clients over 70% on their monthly hosting fees.

**Canon**

CANON INFORMATION & IMAGING SOLUTIONS

SOLUTIONS  
PARTNER





# STATE OF IDAHO

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## **SBPO2020090 Idaho Contract for Amazon AWS Value-Add Services**

This Statewide Blanket Purchase Order Contract is for Amazon AWS value-add reseller services and is awarded on behalf of State of Idaho agencies, institutions, departments, and eligible public agencies as defined by Idaho Code Section 67-2327, and pursuant to Request for Proposal RFP 19000698.

DLZP Group is certified as both an AWS APN Public and Government Cloud Partner.





# OUR AWS SERVICES

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**AWS MIGRATION** - Migrations to AWS include moving any workload – application, website, database, storage, physical or virtual server, or an entire data center - from an on-premises environment, hosting facility, or other public cloud to AWS.



**AMAZON ELASTIC CLOUD COMPUTING (EC2) FOR ENTERPRISE HOSTING** – EC2 is a web service that provides secure, resizable compute capacity in the cloud.



**AMAZON RDS FOR MANAGING DATABASES** - Amazon Relational Database Service (Amazon RDS) makes it easy to set up, operate, and scale a relational database in the cloud.

# OUR AWS SERVICES

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AMAZON REDSHIFT FOR SCALABLE DATA WAREHOUSING - Redshift can handle virtually unlimited concurrency.



AMAZON LAMBDA FOR SERVERLESS COMPUTING - AWS Lambda lets you run code without provisioning or managing servers. You pay only for the compute time you consume - there is no charge when your code is not running.



AMAZON SAGEMAKER FOR MACHINE LEARNING - - Sagemaker is a fully-managed service that enables data scientists and developers to quickly and easily build, train, and deploy machine learning models at any scale.

# ABOUT US



## Our Profile

DLZP Group is an 8(a) SBA certified, woman- and minority-owned company with a focus on implementing, migrating, hosting, and managing Business Solutions on AWS.



## Our Mission

DLZP Group's Mission is to lead, to evolve, and to make a positive impact in our industry and community.



## Our Vision

DLZP Group's Vision is to continually innovate, educate, and provide products and services that meet the business challenges of today and tomorrow.





# COMPANY HIGHLIGHTS

- **DLZP Group Cloud Security by Design** – Based on NIST 800-53r4, 800-171, AWS and DLZP Best Practices
- **Reimagined Data Warehouses** – With LOW COST AWS Data Lakes, including Machine Learning if needed
- **Project Rescues** – Public Entity that saw a 1000x increase in traffic, called us in to fix with less than 36 hours to another traffic spike
- **Security Hardening Project** including the instantiation of Web Application Firewalls to protect Public ERP presence
- **DLZP Serverless Computing Solutions** that dramatically reduce hosting costs over nTier (Web, APP, DB) Solutions
- **DLZP Microservices Addon's** to augment existing embedded applications at a lower cost than an application replacement

# SERVICES PORTFOLIO

Advisory	Application Development	Infrastructure & Support	Training
Services	Services	Services	Services
Cloud Transformation Services	Enterprise Application Implementations	Cloud Architecture & Design	PeopleSoft Training
ERP Consulting & Transformation	AWS Serverless	Managed Services (IAAS, PAAS)	AWS Training
Business Intelligence & Data Lakes	Data Lakes	Infrastructure Maintenance Services	
Data Center Migrations	Machine Learning/AI/Deep Learning		

# WHY CHOOSE US

## Oracle Experience

Deep experience with Oracle applications across numerous industries.



## Methodology

Tried and proven agile project methodology based on PMBOK that speeds your time-to-value, lowers costs and improves performance.



## Our Partners

We leverage our strong relationships with industry leaders to benefit you.



## Migration Expertise

In eight years, we have moved and managed over 30 customers onto the AWS Cloud with an average of 10,000 users.



## Team Focused

Our approach is **Team Focused**. Our consultants work together to provide you with the best and most comprehensive solution.



## Training

We don't just know the software, we teach the software. We've built the training for numerous Oracle applications.





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