



Microsoft Azure & Cloud Capabilities



Zitec Overview



MAKE IT SOFTWARE

“Our mission is to shape and employ technology so it inspires and empowers people and organizations to achieve their utmost potential.”

18

years of experience
delivering technology
projects

200+

people strong - software
dev, DevOps & cloud,
digital transformation

Versatile

Experience across multiple
industries - financial
services, retail, construction
& others

Global

Global reach - customers
across 15 countries (EU,
RO, UK, US)

74

Our Net Promoter Score
(**NPS**) for 2020

10+

years working with
Microsoft Azure, first
Azure partner in Romania

Our value proposition



MAKE IT SOFTWARE

Customer alignment



The Zitec team acts as an **autonomous extension** of the customer's teams, pursuing the same business goals. We are not just a supplier, but a **trustworthy**, ethical and **proficient digital transformation partner**.



Automation & Agility

We live and breathe automation: from infrastructure-as-code to automated config management and code deploys. And everything is swiftly orchestrated through our **continuous integration** framework

Rigorous practices



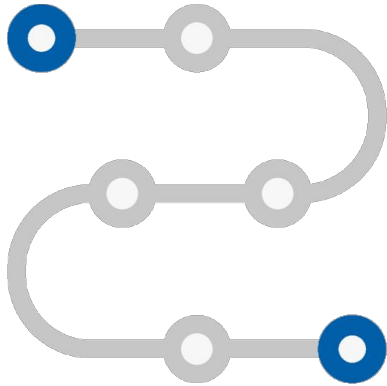
We invest a substantial percentage of revenue in people (**scrupulous recruitment & extensive training**), as well as **technology R&D** and **product development processes**.

Partnerships

- Microsoft Gold Partner
- Amazon Technology Partner
- Google Cloud Premier Partner
- Adobe Bronze Solution Partner



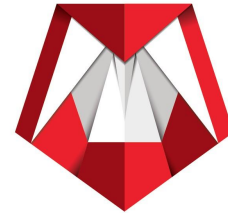
End-to-end services



- Product Development
- Mobile Development
- Digital Experience
- Digital Marketing
- Technology consulting
- DevOps & Cloud

make it software

Microsoft Azure & Cloud Capabilities



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Azure Qualifications

Individual certifications

Company competencies



Microsoft
Partner



Gold Application Development
Gold Cloud Platform
Gold Data Analytics
Linux and Open Source Databases
Migration to Microsoft Azure
Advanced Specialization

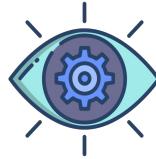
Cloud services



Cloud Adoption Services

Assessment, budgeting & right-sizing, architecture planning, cloud migration.

These services are aligned with Microsoft's **Cloud Adoption Framework**.



Managed Services

Infrastructure management, cost optimizations, infrastructure automation, security services

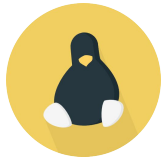


Transactional Services

Indirect CSP reseller, differentiated by high quality of support delivered

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Areas of excellence



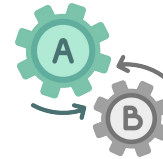
Open Source Tech Migration

15+ years of experience with Linux, PHP, MySQL. Also proficient in Python, Node.js, PostgreSQL.



Containerization & Kubernetes

Containerization of OSS & .NET Core workloads, as well as configuration and end-to-end management of Kubernetes clusters.



DevOps & Automation

Infrastructure-as-code (Terraform / ARM), config management, build & test pipelines, code deployment.

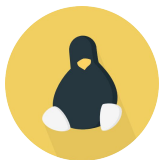


Application Modernization

Containerization of legacy apps, IaaS to PaaS migration, transition from .NET to .NET Core,

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Cloud adoption scenarios for businesses



Open source tech migration (Linux & OSS)

Service summary

Business scenarios

- Reduce disruptions caused by downtime or performance issues of existing, open-source based applications
- Minimize licensing costs through adoption of open source technologies
- Improve data integrity and GDPR compliance through more robust backups, faster recoveries



Technical scenarios

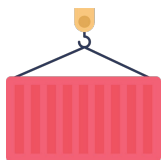
- Migrate PHP, Python or Node.JS applications from on-prem or other clouds to Azure. The adoption process complies with Microsoft's' Cloud Adoption Framework.
- Lift-and-shift data-center migration of Linux-based workloads from on-prem VMware, Hyper-V, etc.) or competing clouds (AWS, GCP, Digital Ocean)
- Migrate data workloads based on OSS technologies (MySQL, PostgreSQL, MongoDB)



Benefits

- Improved uptime and time-to-recovery
- Improved application scalability
- Cost savings through reduced operational overhead (significantly less time required to manage resources)
- Increased operational agility by being more responsive to the business needs

With over 50% of all Azure VMs running Linux, OSS technologies play an increasingly important role in the development of modern applications in the cloud.



Containerization & Kubernetes

Service summary

Business scenarios

- Ensure portability of applications between different platforms and clouds
- Improve application development and deployment time
- Reduce application deployment and management costs
- Improve application security



Technical scenarios

- Containerize new or existing PHP, .NET Core, Python or Node.JS applications to containers and run within Azure (AKS)
- Create a Kubernetes cluster to be used by the entire organization for containerized workloads
- Implement microservices starting with their architecture and moving on to their deployment on Azure Kubernetes Service (AKS) or Azure Functions



Benefits

- Tangible cost reductions through higher utilization of compute resources
- Improved software quality - faster development speed, fewer bugs across environments, reduced testing time
- Reduced vulnerabilities and attack surfaces by isolating applications from the host system and from each other

While containerization & Kubernetes offer unparalleled application portability and scalability, the process of adoption these technologies is prohibitively complex for most organizations.



Application modernization

Service summary

Business scenarios

- Use existing (legacy) applications to address changing customer needs in an efficient manner
- Recruit highly competent tech staff to work on legacy systems
- Improve compliance with GDPR and other security-related standards compliance



Technical scenarios

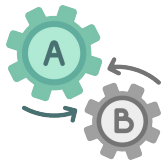
- Migrate monolithic (N-tier) applications from virtual machines to PaaS cloud services (ex: AppService)
- Migrate monolithic applications to a microservices & serverless model
- Transition of legacy .NET applications to a modern, cross-platform .NET Core / .NET 5 architecture
- Containerization & DevOps practices adoption (ie: automated builds & tests, automated deployments)



Benefits

- Significantly improved application development (and time to market) time thanks to reduced complexity
- Reduced security exposure
- Improved customer experience
- Improved retention of software engineers and other technical staff

Application modernization has wide-ranging implications - from reducing an organization's security risks to making sure existing (legacy) software investments can be utilized effectively.



DevOps & Automation

Service summary

Business scenarios

- Reduce application downtime caused by failed releases and/or human errors
- Enable the technical team to confidently deliver functional software faster
- Reduce the time it takes to setup environments or infrastructure components for technical teams



Technical scenarios

- Automatically create and change infrastructure components using Infrastructure-as-code tools (ARM Templates, Terraform)
- Design a continuous integration and continuous delivery (CI/CD) pipeline using Azure DevOps
- Create and implement a monitoring strategy using Azure Monitor
- Create and implement a log aggregation strategy using Log Analytics

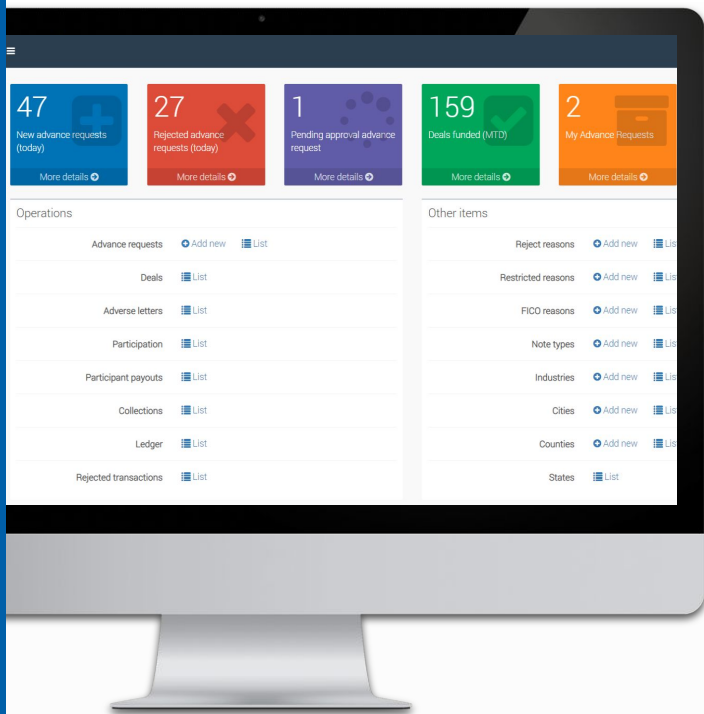


Benefits

- Decreased infrastructure management costs through automation
- Reduced downtime achieved by limiting manual actions in the infrastructure creation or application deployment processes
- Significantly reduced debugging and application fixing time thanks to improved observability and proactive notifications

Automation is a fundamental building block in the development process of modern applications, enabling fast and less error-prone iterations.

Customer Success Stories



Development of the core operations & reporting platform for **The Fundworks** – a **merchant cash advance** company based in Los Angeles – using OSS technologies and Azure. The project is featured on [Microsoft's Customer Stories portal](#).

\$400M+

book value of managed advances

> 5x

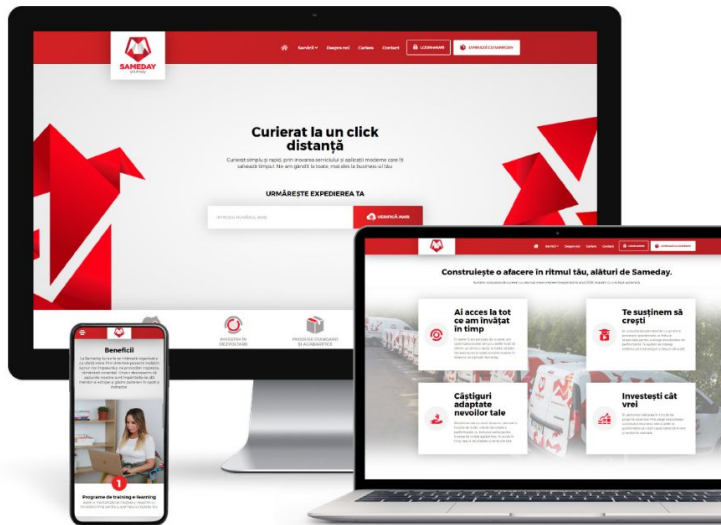
Transaction volume growth with minimal infrastructure upgrades



Sameday Courier is the first and currently the only express delivery company in Romania offering same-day shipping to national and international destinations. To support their innovation and **digital transformation** plan, at the beginning of 2017, Sameday chose Zitec as their **software development** and technology consulting partner.

Services

- Sameday's core software system built from scratch by Zitec, covering most areas of the business (operations, warehouse management, lockers)
- All services/applications deployed on Microsoft Azure



Results

500%

Increase in revenue over the past of 4 years

100+

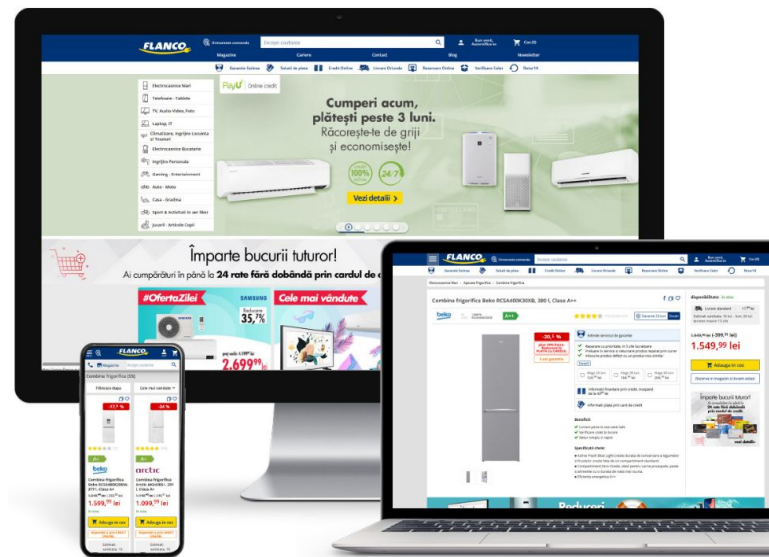
Resources managed, 99.95%+ uptime over the last 3 years



Flanco is one of the largest electro-IT retailers in Romania, with annual revenues of **€250M**, over 150 physical stores and one of the **largest online stores** in the country.

Services

- Our teams have built both the company's main eCommerce platform <https://www.flanco.ro/>, as well as a highly scalable application used exclusively for Black Friday.
- The Black Friday application runs entirely on Microsoft Azure.



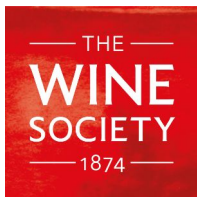
Results

3.5M €

In sales over 24h,
peak traffic of 16K
simultaneous
users

100%

Uptime & reliance
on the Azure cloud



The Wine Society is the world's oldest wine club, having been founded in **1874**. The organization operates as a co-operative based in **Stevenage**, serves over 150K active members and generates yearly revenues of **£100M+**

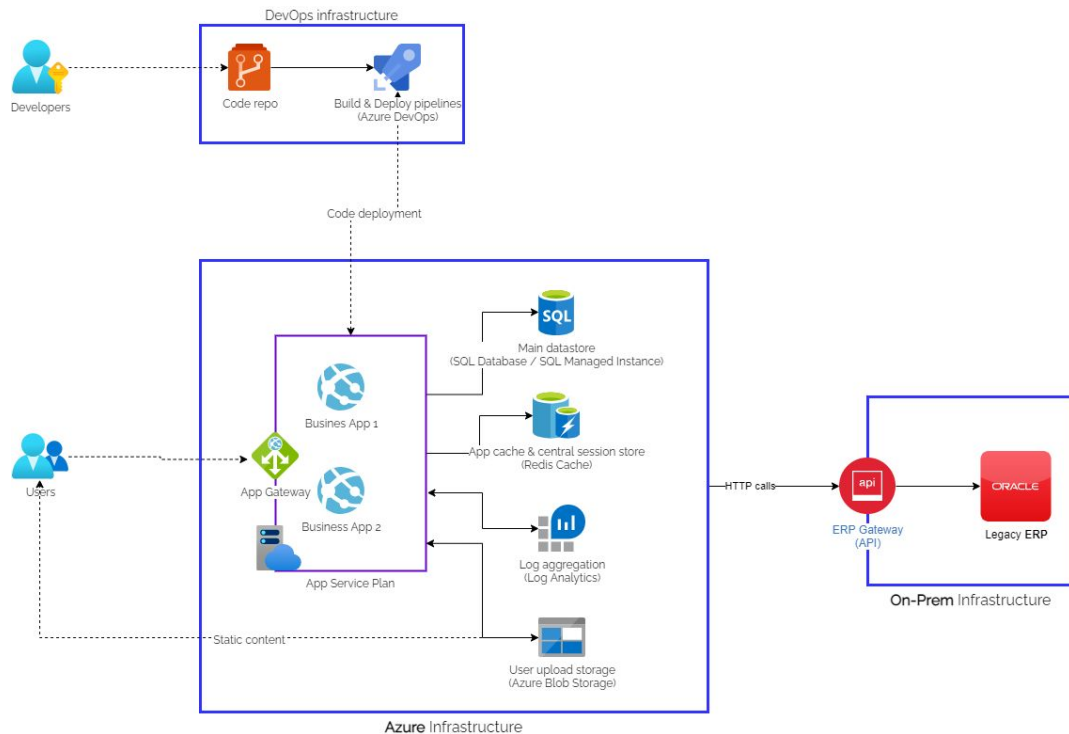
Results

Speed

Improved time to market by leveraging managed cloud services.

Efficiency

Improved productivity for IT and operational teams through app modernization and adoption of DevOps practices.





SPACE WALK

OPEN

Let's start this journey together!