



Why You Should Care About Techolution

{ Techolution has a proven track record of helping Google Cloud Account Teams **accelerate how their customers adopt cloud.** Techolution drives GCP consumption on your behalf. }

OTHER VALUABLE INFORMATION

1

We can own Discovery through Delivery engagements - You scale to reach more customers in your territory

2

As a “neutral 3rd party” we drive cloud thought leadership towards GCP over other cloud providers - You win more competitive engagements

3

Specialities in AI and Product Innovation - You win workloads where it matters, with Business leaders (not IT)

We do not do everything, but the few things
that we do, we do really well.

OUR EXPERTISE



1. **Enterprise Cloud**



2. **Product Innovation**



3. **Real World AI**

The roadmap for enterprise innovation for this decade

About Techolution

{ Integrity and focus fuels a powerful partnership between visionary companies, driving innovation for a future built on trust and mutual prosperity. }

OTHER VALUABLE INFORMATION

1

We are mostly Google focused with more than 80% of all projects

2

A premiere partner that actually speaks Google

3

Small enough to care, large enough to be trusted by large enterprises



How our partnership differs!

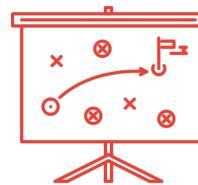


X



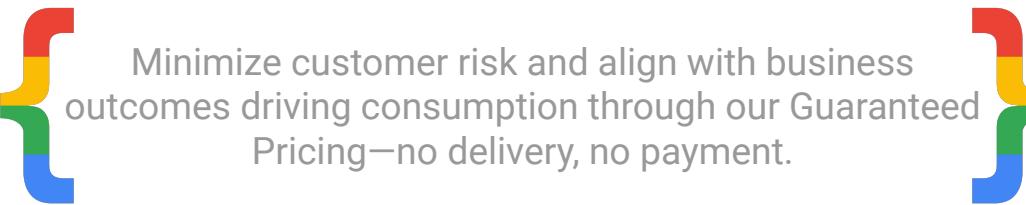
Discovery & Strategy Investment

{ Complimentary customer strategy, business challenge brainstorming, and innovative video/mock-up design. }



[Video Samples](#)

Guaranteed Pricing



Minimize customer risk and align with business outcomes driving consumption through our Guaranteed Pricing—no delivery, no payment.

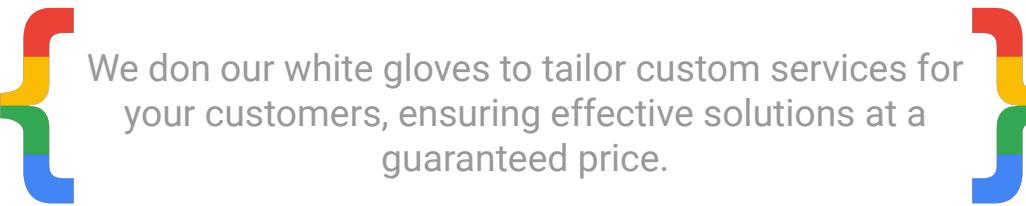


Techolution Service Funds

{ We also believe in the long term success and are willing
to put our money where our mouth is with TSF }



White Glove Service



We don our white gloves to tailor custom services for your customers, ensuring effective solutions at a guaranteed price.



Outreach

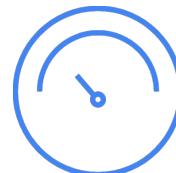
We're eager as you, let's delve into organizations, craft compelling copy, conduct extensive research, and execute effective outreach for our shared goals.

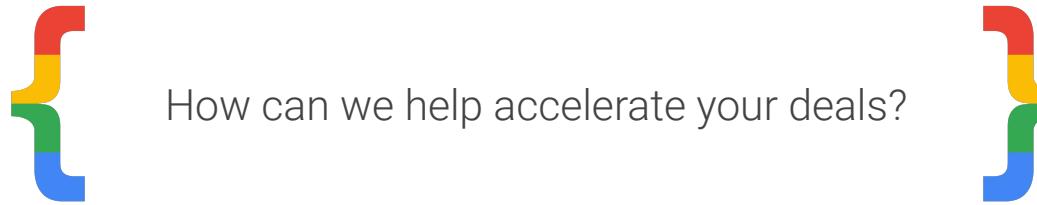


GCP Accelerators



Let us help you break into new accounts or expand existing with our proven deal accelerators





X



Data Aggregation and Visualization

- Leverage Marketplace tools to accelerate migration to Bigquery
- End-point Customization is always an option
- Well thought out, business KPI driven UX Dashboards

Technologies



Looker



fivetran



Hevo



Data Fusion



Pub Sub



Big Query



Cloud Storage

Approximate Monthly Consumption

\$5,000 in 3m

Role-Based Intelligence Dashboards

HarperVerse - Intelligence as a Service

CHAT **HOME** SALES BOARD DIVISIONS

Dan Schwartz CFO, Global

Ask me anything here... >

Net Revenue (Quarterly)
\$ 417 Millions 2.8% ↑ than last Quarter

Sales (Quarterly)
4.2 Million Units 0.8 % ↓ than last Quarter

Avg. Revenue / Book (Quarterly)
\$ 99.28 2.3% ↓ than last Quarter

Avg. Cost / Book (Quarterly)
\$ 36.8 1.4% ↓ than last Quarter

WELCOME BACK DAN

Since your last login on the system:

- 2 New Reports are available
 - Sales vs Inventory for Backlist books in Adventure Category [View Report](#)
 - P&L for top 10 books from HarleyQuinn [View Report](#)

Alerts

Increase in Paper Costs by 2% - Please plan accordingly to mitigate impact on P&L. [Help me with this](#) MAJOR RISK

Potential Tariff Increase on Imported Materials - Please evaluate supply chain and adjust pricing strategy accordingly. [Help me with this](#) MAJOR RISK

New Product Launch - Recommend allocating resources to promote and expand new product line. [Help me with this](#) OPPORTUNITY

REVENUE AND PROFIT

Weekly Monthly **Quarterly** Yearly Filter Results View Details >

Revenue and Profit in \$

● Net Revenue ● Net Profit Forecast

Summer Vacation Frankfurt Book Fair Christmas

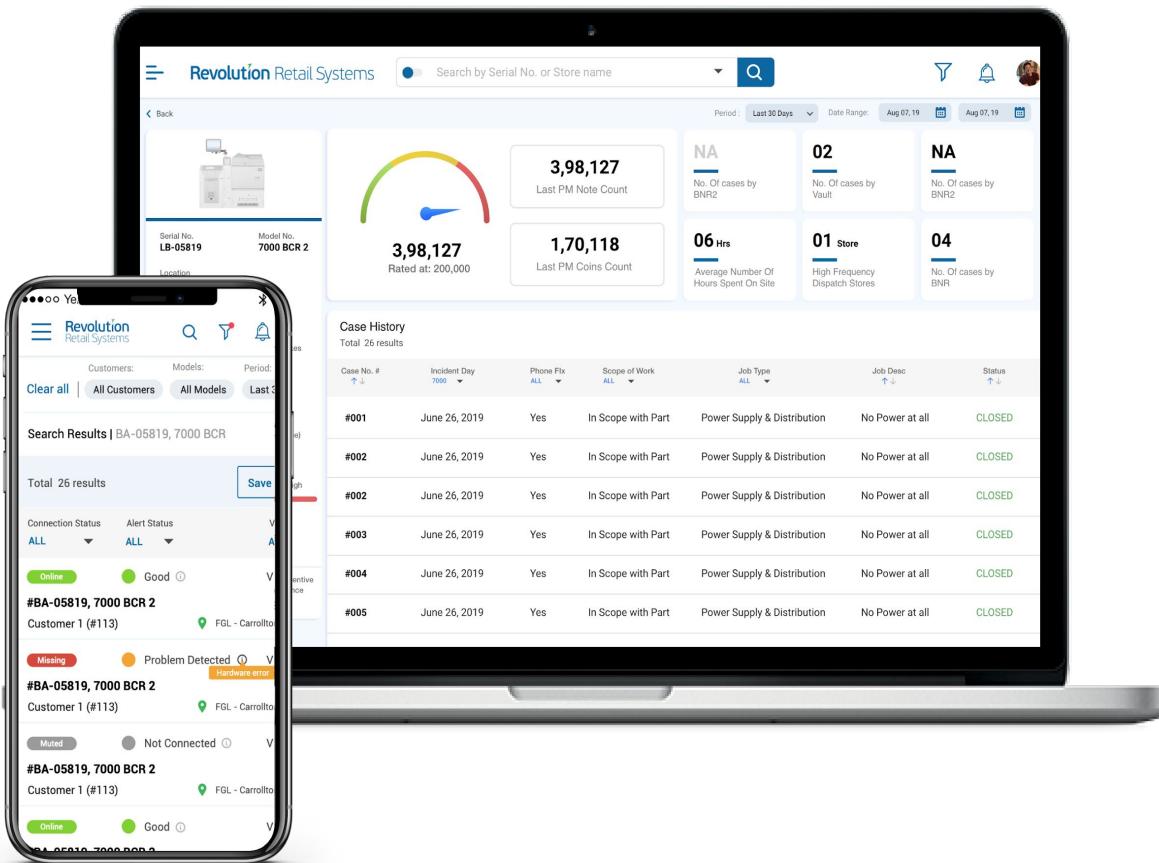
Worst Performing Period Best Performing Period

4M
3M
2M
1M
0

Mar 2022 Jun 2022 Sept 2022 Dec 2022 Mar 2023 Jun 2023 Sept 2023 Dec 2023

Quarterly Distribution

IoT Connected device insights and troubleshooting



The image shows a tablet and a smartphone displaying IoT-connected device insights and troubleshooting. The tablet screen shows a dashboard with various metrics and a case history table. The smartphone screen shows detailed information for a specific device, including its status and historical data.

Tablet Dashboard Metrics:

- Search by Serial No. or Store name: Search bar
- Period: Last 30 Days, Date Range: Aug 07, 19 - Aug 07, 19
- Key Metrics:
 - 3,98,127 Last PM Note Count
 - NA No. Of cases by BNR2
 - 02 No. Of cases by Vault
 - NA No. Of cases by BNR2
 - 1,70,118 Last PM Coins Count
 - 06 Hrs Average Number Of Hours Spent On Site
 - 01 Store High Frequency Dispatch Stores
 - 04 No. Of cases by BNR

Tablet Case History:

Case No. #	Incident Day	Phone Fix	Scope of Work	Job Type	Job Desc	Status
#001	June 26, 2019	Yes	In Scope with Part	Power Supply & Distribution	No Power at all	CLOSED
#002	June 26, 2019	Yes	In Scope with Part	Power Supply & Distribution	No Power at all	CLOSED
#003	June 26, 2019	Yes	In Scope with Part	Power Supply & Distribution	No Power at all	CLOSED
#004	June 26, 2019	Yes	In Scope with Part	Power Supply & Distribution	No Power at all	CLOSED
#005	June 26, 2019	Yes	In Scope with Part	Power Supply & Distribution	No Power at all	CLOSED

Smartphone Device Details:

- Customers: Models: Period: Last 30 Days
- Clear all | All Customers | All Models | Last 30 Days
- Search Results | BA-05819, 7000 BCR
- Total 26 results
- Connection Status: ALL (Online, Good)
- Alert Status: ALL (Missing, Problem Detected, Hardware error)
- Device Details:
 - #BA-05819, 7000 BCR 2
 - Customer 1 (#113) FGL - Carrollton
 - Muted, Not Connected
 - Online, Good
- Historical Data:
 - #BA-05819, 7000 BCR 2
 - Customer 1 (#113) FGL - Carrollton
 - Muted, Not Connected
 - Online, Good

Multi-datasource data ingestion with Looker Visualization

DEIB Dashboard

Date: 2022/11/10 | Year: 2022 | Clients: All Clients | Leads: All Leads | Event Type: All Events | Get Latest Data

Number of Clients
 46

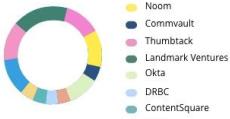
Number of Events
 147

Number of Events Type
 4

Number of Leads
 8

Number of Pathway
 147

Total Revenue
 \$5067.2

Number of Events Per Client


Client	Percentage
DH	28%
Stackoverflow	18%
Noom	16%
Commvault	9%
Thumbtack	9%
Landmark Ventures	5%
Okt	4%
DRBC	4%
ContentSquare	4%
Clyde	4%
Twitch	4%

Event Type

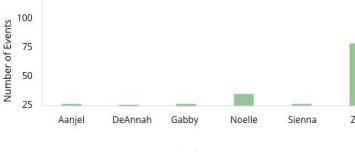

Event Type	Count
Training	104
Listening Circle	20
Courageous Conversations	20
Keynote	3

Topics

Training The Interviewer
 Voice Within The Workplace
 Being One's Authentic Self
 Amplifying Employee Engagement
Becoming A Highly Inclusive Leader
 Allyship In Action Roe Vs Wade
 Unconscious Bias
 Mental Health + Wellness Stories Of Displacement
 People Of Color Veterans

Top Topics

- Becoming A Highly Inclusive Leader
- Stories Of Displacement
- Veterans
- Stories Of Displacement

Number Of Events Per Lead


Lead	Events
Aanjel	10
DeAnnah	10
Gabby	10
Noelle	20
Sienna	10
Zara	70

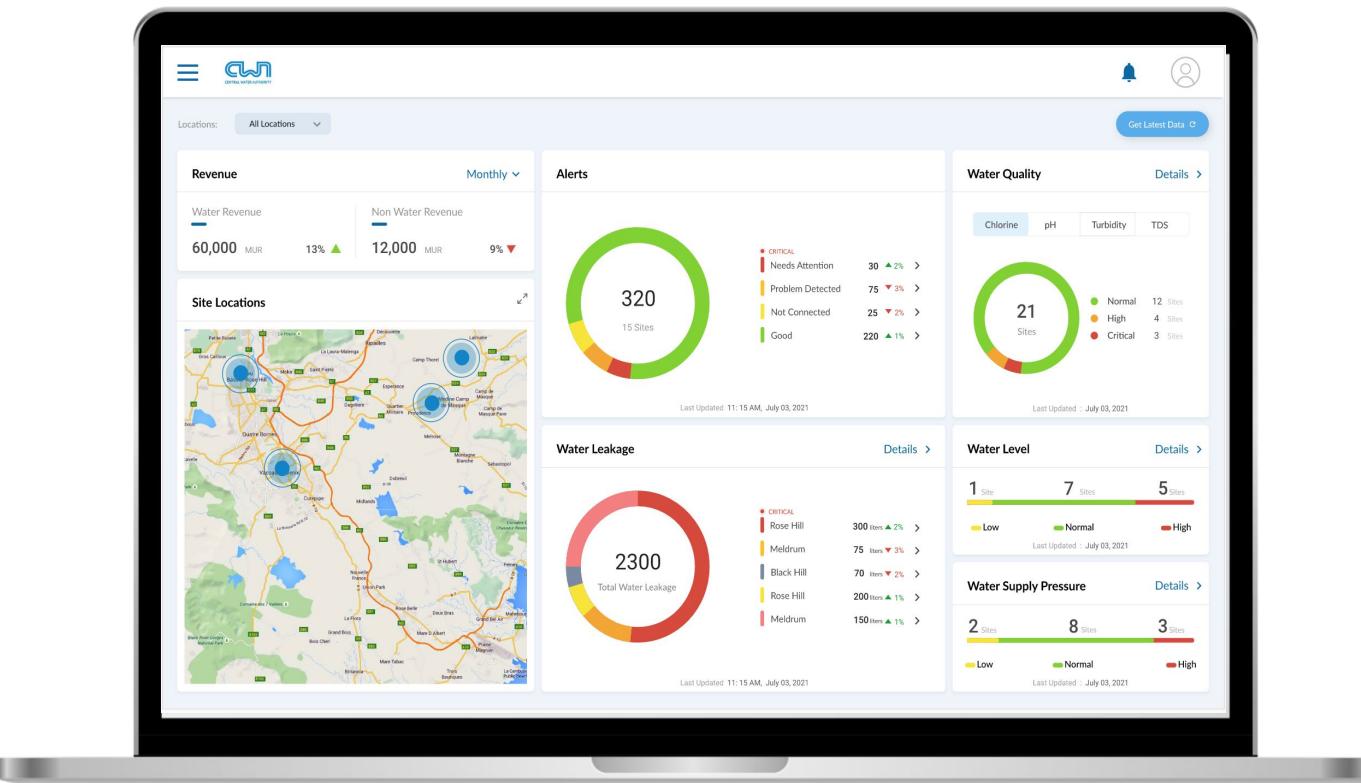
Number Of Events Per Pathway


Pathway	Events
Active Allyship	10
Building A Culture Of Belonging	50
Inclusive Hiring	10
Inclusive Leadership	10
Inclusive Leadership	10
Mitigating Bias In The Workplace	10

Sales

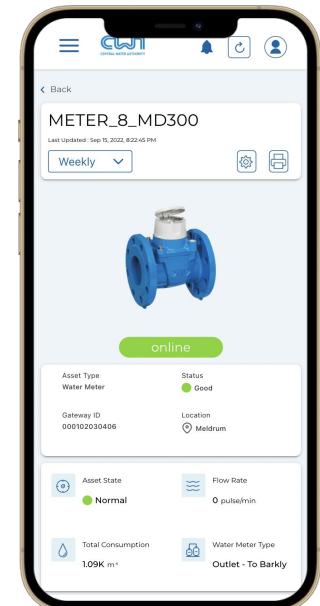

Opportunity Type	Revenue
Consulting	100
Training	30
Keynote	40
Listening Circles Mentorship	70

Water Quality and Pressure Command Center



The dashboard displays the following information:

- Revenue:** Water Revenue (60,000 MUR, 13% ▲), Non Water Revenue (12,000 MUR, 9% ▼).
- Site Locations:** A map showing several monitoring stations across a geographic area.
- Alerts:** A circular chart showing 320 sites, categorized by status: Critical (red), Needs Attention (orange), Problem Detected (yellow), Not Connected (light yellow), and Good (green).
- Water Quality:** A circular chart showing 21 sites, categorized by status: Normal (green), High (orange), and Critical (red).
- Water Leakage:** A circular chart showing Total Water Leakage (2300 items) across five locations: Rose Hill, Meldrum, Black Hill, Rose Hill, and Meldrum.
- Water Level:** A horizontal bar chart showing 1 site (Low), 7 sites (Normal), and 5 sites (High).
- Water Supply Pressure:** A horizontal bar chart showing 2 sites (Low), 8 sites (Normal), and 3 sites (High).



The mobile application shows the following details for METER_8_MD300:

- Asset Type:** Water Meter, **Status:** Good
- Gateway ID:** 000102030406, **Location:** Meldrum
- Asset State:** Normal, **Flow Rate:** 0 pulse/min
- Total Consumption:** 1.09K m³, **Water Meter Type:** Outlet - To Barkly

AI-Driven Patient Vital Risk Assessment

The Brooklyn Hospital Center



Current Status 20 March, 2020

04 Active Alerts
97/120 Beds Online
115/120 Beds Occupied
12 People Logged In

Patients (109)

PId	Status	Blood Pressure	Pulse	O2	Respiration Rate	Last Updated
13578	Needs Attention	123/85 ▲	73 bpm ▲	97% ▲	09 ▲	a min ago
14568	Needs Attention	133/65 ▼	69 bpm ▼	97% ▼	12 ▼	a min ago
18645	Needs Attention	125/82 ▼	83 bpm ▲	99% ▲	18 ▲	a min ago
14353	Needs Attention	142/81 ▼	74 bpm ▼	96% ▲	16 ▼	a min ago
16374	Medium	173/69 ▲	93 bpm ▼	97% ▼	14 ▼	a min ago
92735	Medium	176/74 ▼	89 bpm ▲	93% ▲	19 ▲	a min ago
82732	Medium	165/93 ▲	85 bpm ▼	94% ▲	10 ▲	a min ago
23536	Normal	133/101 ▼	91 bpm ▼	89% ▲	12 ▼	a min ago
63536	Normal	120/80 ▲	90 bpm ▼	96% ▲	09 ▼	a min ago

Total Alerts

23 Alerts

- All 4 Vitals: 8 ✅
- 3 Vitals: 5 ⚠️
- 2 Vitals: 3 ✅
- 1 Vital: 7 ✅

Predicted Alerts

84% Accuracy

- Predicted: 12 ✅
- False Positive: 5 ⚠️
- Unpredicted: 7 ✅

High Frequency Alerts

12 Alerts

- >3 Alerts: 6 ✅
- 3 Alerts: 7 ✅
- 2 Alerts: 3 ⚠️

Sales Metrics and Reporting

Personnel Dashboard



Elliott Krohnke
Innovation Specialist

- 1. Introduction Meetings 07
- 2. Opportunity Meetings Discovery 09
- 3. Request For Proposal/SOW 02
- 4. Influenced Deal Closing 04

Sales Activity Momentum

April

Week	Momentum Level
Week 1	E
Week 2	D
Week 3	C
Week 4	C

Value Momentum

April

Week	Value Momentum (\$K)
Week 1	\$464K
Week 2	\$562K
Week 3	\$760K
Week 4	\$587K

 Yearly Sales Target
 Closed
Pending Quota

All Deal Type (18)

Client	Deal Type	Opportunity Type	Deal value	Status	Relationship with Decision Makers	Probability of close	Realistic close date	Time to close	Action Plan	Deal value (Adjusted for weightage)
AeroFarms	New	App Modernization	\$ 50,000	Requested for Proposal/SOW	8	85%	4/28/2023	-	Deliver SOW and new proposal next Thursday in person.	\$ 34,000
Ensemble IP	Existing	Managed services	\$ 201,600	Influence Deal Closing	8	75%	5/31/2023	11	Attend Final Wow factor meeting and then stay on the team to see how they do with the new roadmap.	\$ 136,080
Scale	New	Migration	\$ 50,000	Discovery of Opportunity	8	80%	5/31/2023	32	Talk to Ryan after his call today	\$ 32,000
DnB	New	Migration	\$ 1,000,000	Discovery of Opportunity	8	40%	6/15/2023	43	I'll reach out on Friday after this meeting.	\$ 320,000

Real World AI

- Deliver AI/ML to organizations that do NOT have data scientists and AI experts
- Reduce the time per AI training cycle from months to days (Autonomous system in < 6m)
- Build Real World AI applications that solve real business problems

Technologies



GCE



Cloud Run



GKE



Big Query



Cloud Storage



Vertex AI

Approximate Monthly Consumption

\$5,000 - \$8,000 in 3m

Common Real World AI Use Cases

Real World AI Use Cases - Computer Vision

[ Leverage “Dumb”, off-the-shelf cameras to detect anomalies or do repetitive tasks that require hard to find skilled workers or simple tasks ]



AI Assisted Segmentation and Classification

Image Name: CopilotAnnotation-WarmerImages6488427bottomRight-Sizzli-234341-Warmer_2022-06-27 07:53:13.527486.png



On (shift) Q Off Zoom: 1.0

+ Add Annotation (C)

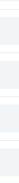
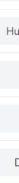
- Sizzli polygon
- Not selected polygon

Data Boost: x 1

Right click on point for options

Actions:   ADD TO COPILOT

Save Annotation

<input type="checkbox"/> ...12.232831.png	Blue	99.99%
<input type="checkbox"/> ...12.232831.png	Red	99.99%
<input type="checkbox"/> ...12.232831.png	Red	99.99%
<input type="checkbox"/> ...12.232831.png	Grey	96.17%
 <input type="checkbox"/> ...12.232831.png	Hunter Green	98.15%
 <input type="checkbox"/> ...12.232831.png	White	95.96%
 <input type="checkbox"/> ...12.232831.png	Dark Blue	96.32%
 <input type="checkbox"/> ...12.232831.png	Orange->Brown	16.06%
 <input type="checkbox"/> ...12.232831.png	Dark Blue	48%

Screw Length QA Measurement (0.01mm)

Dashboard

LIVE IMAGES

LIVE



QA RESULTS

QA Fail

Part # : 184.156

Batch : 01

QA Pass : 03

QA Fail : 01

STATION INFO

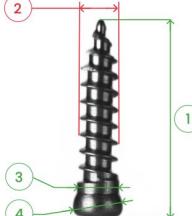
Station No : 01

Alert Indicators : All OK

Alert Status : Good (No Problems)

Needs Maintenance : No maintenance required

REPORT



DETAILS

PARAMETERS	THRESHOLD	CURRENT READING	STATUS
1. Screw Length	17.2 / 17.5	17.3	PASS
2. Thread Diameter	3.55 / 3.60	3.44	FAIL
3. Neck Diameter	3.82 / 3.88	3.85	PASS
4. Head Diameter	4.475 / 4.500	4.482	PASS

Inventory Tracking

Real World AI Use Cases - Gen AI

{ Interactive, privately deployed LLM which can access and query your customer's data }



Alan

AIBI

CHAT

HOME

SALES BOARD

DIVISIONS

HARRY COPPER
CFO, Global

WELCOME BACK HARRY

I need a report that shows the trend of EBITDA over time and another report that shows the breakdown of EBITDA by different segments

10:25 am

Sure, I can generate those reports for you

The First report shows the trend of EBITDA over time for the last quarter. You can see that your EBITDA increased from \$50 million in January to \$60 million in March, which is a 20% growth rate. This indicates that your profitability and cash flow improved over the quarter.

EBITDA OVER TIME FOR THE LAST QUARTER



\$ 60M

From \$ 332,023 2.3% ↑

Forecast Actual

Month	Actual (M)	Forecast (M)
Jan 2023	30	30
Feb 2023	45	40
Mar 2023	60	55

You can download the Above Report in from [HERE](#)

The second report is a pie chart that shows the breakdown of EBITDA by different segments for the last quarter. You can see that fiction books accounted for 40% of your EBITDA, followed by non-fiction books with 30%, children's books with 20%, and other products with 10%. This indicates that fiction books were your most profitable segment, while other products were your least profitable segment.

You can download the Above Report in from [HERE](#)

10:26 am

Ask me anything here....

>

Real World AI Use Cases - DLP

{ Context based identification of PII data leveraging DLP in sample video, which improves accuracy and reduces cost }

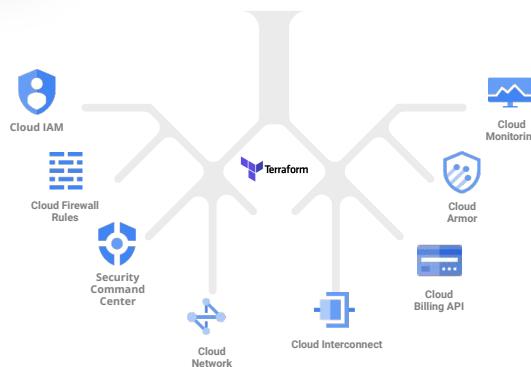


Cloud Foundation + First Workload Migration



- Secure, Automated Enterprise Cloud Foundation done right
- Includes First workload (VM->Container, ELT Process, or Datasource migration)
- Completed within 2 months

Google Cloud



More Info



[Service Briefing](#)

50k flat cost in ~8 weeks

HOW WE HELPED SOME OTHER FSRs BREAK-IN AND RAMP

healthcare



marketplace & retail



media & tech



banking & fintech



government & telecom



manufacturing & startups



HOW WE HELPED SOME OTHER FSRs BREAK-IN AND RAMP

healthcare

Stryker

RELIAS

AmeriHealth

GLOBUS MEDICAL

bioforma

The Brooklyn Hospital Center

TabulaRasa HealthCare

CipherHealth

marketplace & retail

Checkout 51

bilibli.com

Revolution Retail Systems

media & tech

DRL

News Corp

NBC

banking & fintech

AFRASIA bank

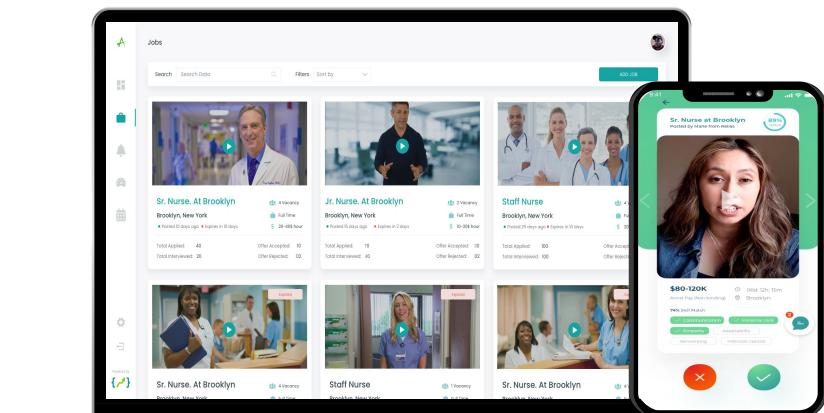
MB KASIKORN BANK

government & telecom

true

XL axiata telekom

manufacturing & startup



Beat out incumbent GSI who had been scoping projects for 3 months with only one meeting with customer that lasted an hour delivering to production in 4 months

HONDA

WESCO

AEROXCHANGE

SKYMATICS

Qcypris

HOW WE HELPED SOME OTHER FSRs BREAK-IN AND RAMP



manufacturing

Built pre-sales videos, ramp plan, and mock-ups showing the future state of DRL's cloud footprint which helped Google secure a deal and commit

head

bioforma

The Brooklyn Hospital Center

TabulaRasa HealthCare

Checkout 51

bilibli.com

Revolution Retail Systems

DRL
THE DRONE RACING LEAGUE

News Corp

NBC

MCB AFRASIA bank different

MB KASIKORN BANK

erizon

true

XL axiata telecom

Cypris

HOW WE HELPED SOME OTHER FSRs BREAK-IN AND RAMP

healthcare

Stryker

RELIAS

marketplace
& retail



media
& tech

Pearson

iHeal
MED

banking
& fintech

JPMorganChase DB

government
& telecom

NYC
NEW YORK CITY

QATAR HERITAGE MUSEUM

manufacturing
& startup

HONDA

WESCO[®]

AEROXCHANGE

SKYMATICS

Cypris



Established an enterprise cloud foundation and helped migrate applications from AWS and their 2 data centers using GCVE

{ *Let's have lunch* }

Tim Delesio

tim@techolution.com

Autosys to Cloud Composer



- Automated Process to convert legacy AutoSys Jobs to Cloud Composer
- ROI achieved in first year and jobs can be converted in months
- Easy way to get the meter running on GCP

Technologies



GCE



Cloud Composer



[Official Video](#)

More Info



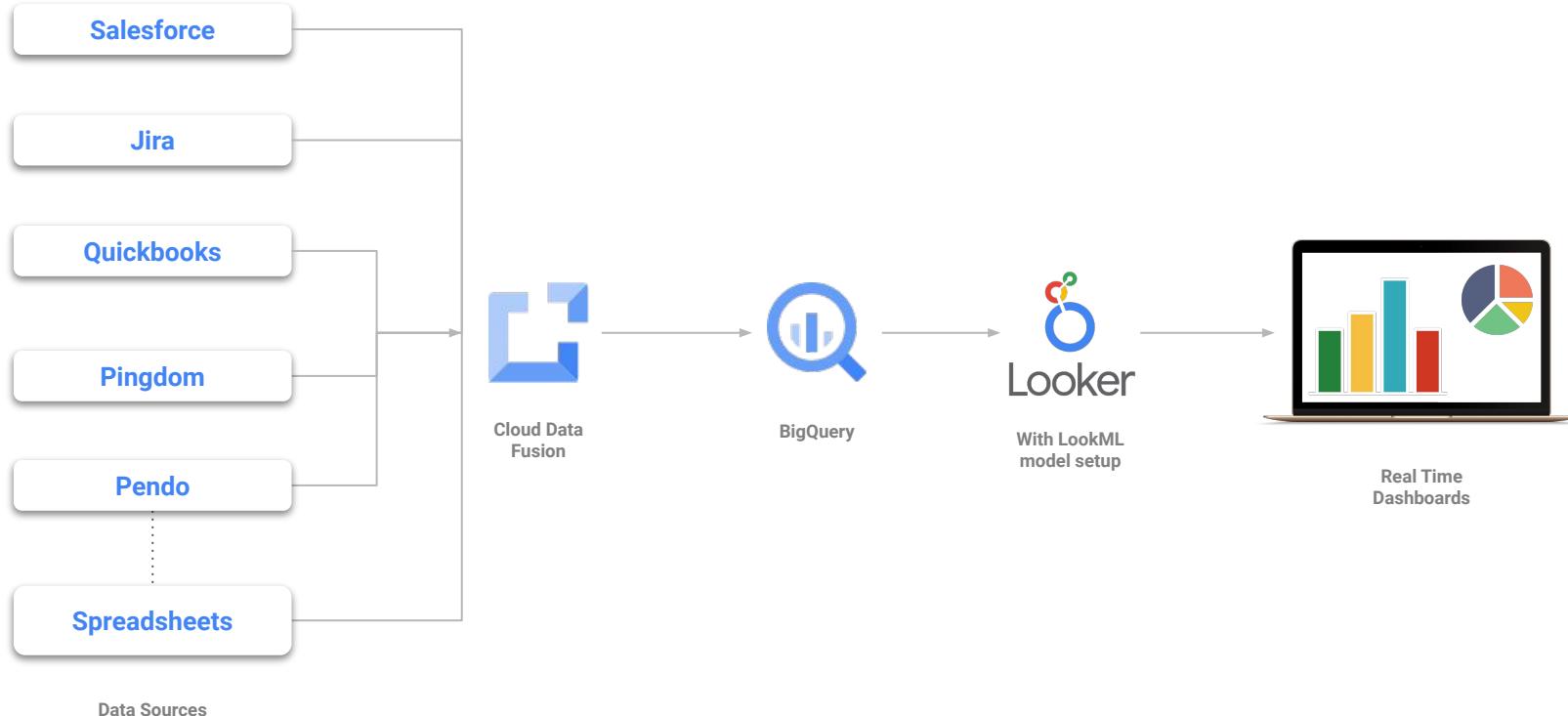
[Service Briefing](#)



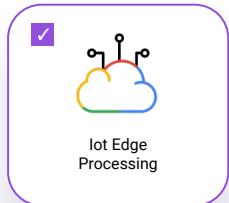
[ROI Calculator](#)

1000 jobs = ~\$100k per year achieved in ~4m

Architecture utilizing GCP accelerators



IoT Edge Processing



- Aggregate and filter on the edge to reduce sending of needless data
- Integrate with existing sensors and hardware
- Visualize Data on dashboards

Technologies



Looker



Cloud Run



GKE



Pub Sub



Big Query



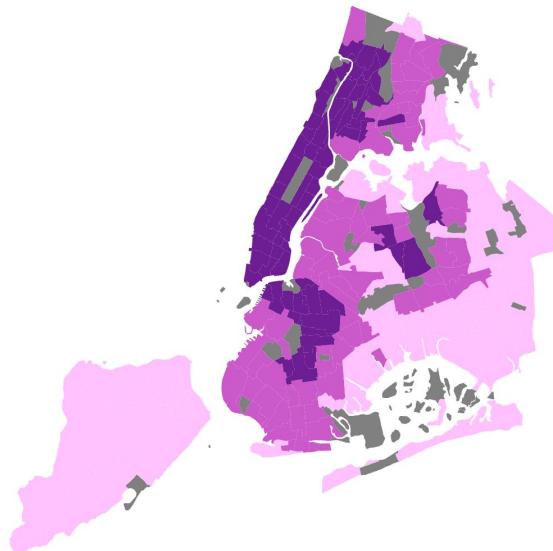
Firebase



Cloud Storage

\$5,000 - \$10,000 per month ramped in 6m

New York City Air Quality Sensors



CWA Water Sensor Integration

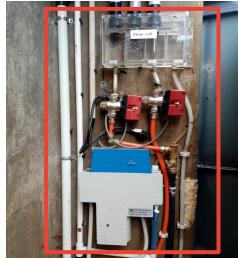
Rose Hill



Gateways



Nodes



Water Quality Sensor

Meldrum



Gateway

Swimming Pool



Water Meters



Water Meters

Nodes

Water Quality Sensor



Water Pressure Sensor



WaWa Camera Integration

