YOUR TRUSTED PARTNER IN TAILORED I.T. SOLUTIONS

CURRICULUM

2024

CONESTRA I.T.

INFRAESTRUCTURA Y HERRAMIENTAS DE IT | CAPACITACION EN IT Y NEGOCIOS | CONSULTORIA EN IT Y NEGOCIOS

Background

Conestra-IT Is a Company Created in August 2017 by A Group of Enthusiastic Engineers, Committed to Information Technologies, Networks and Telecommunications; That together add: 22 Years of Experience in Information Technologies and Telecommunications in Sales Management Areas, MKT, Design, Installation, Support and Management of IT Projects.

We have Engineers in 2 countries, 5 states, 10 cities, certified and expert level in more than 50 brands providing solutions to 465 customers. Regarding ITC, with superior capabilities as MATI, Master in Information Technologies, MBA in Accentuation in Strategic Management and Marketing, Diplomas in ICT; Managing strategy in the global marketplace-NAFTA ,Bigdata & BI; Engineering in Electronics and Telecommunications, Certifications in: COBIT, ITIL, Structured Cabling Design (Panduit, SYSTIMAX, Siemon, HT), Data Centers Design (Panduit, SYSTIMAX, Cisco, APC), Juniper, Aruba, Fortinet, Cisco (CCNA, CCDA, CSE), Avaya, Teldat CTI, Cisco Specializations (UC, Collaboration, Wireless; CCTV, Videoconferencing, Security; Bosch (Smart Buildings, CCTV, Access Control), Certifications And Business Softskills (Sales, MKT, Negotiation; Customer Service, PMP

Our Philosophy

"We believe that the success of any project is based on the correct implementation and monitoring of Processes, People and IT Tools. Achieving always a real Customer oriented experience; And we believe, main assured success factor of IT tools is that they need to be based on a Cloud Platform of Collaboration, Social Networks and BI Analytics all integrated "

Conestra -IT, its Aligned and follows Processes ISO-20000 & ITIL, Agile PMI, ISO-27000, all under a COBIT governance framework. Which ensures the supply capacity, response, logistics, CX experience, and technical, economic, financial capacity to support your ICT project

Our Mission

"Connecting the World & take care of our customers information "

Our Vision

"To be recognized as the company that truly understood the *needs* of *our customers."*

Our Values

THE RIGHT STUFF "***Always prefer to do the right thing, over the easy, always based on:***

Our Goal

Increase year after year our capabilities and skills to meet the customer goals and the customer experience

1. *Honesty*
2. *Responsibility*
3. *Commitment*
4. *Communication*
5. *Quality*
6. *Safety*
7. *Punctuality*
8. *And Justice"*

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Conestra-IT Value Offer:

"We offer just the customer Right solution, in the accurate delivery time, with the best helping attitude"

At Conestra IT, we truly are committed to understand the needs of our customers, in terms of business growth, regulatory compliance, and search for a competitive advantage; in this order, we provide the most complete range of information technology and telecommunications services, in a financially economical, flexible, fast, and simple way. Thanks to this, we allow them to be more productive without having to have large budgets and expert engineers, thus achieving that they have the preference of their customers. Being truly one face and solution.

Competitive Advantage:

XaaS "Anything as a service Solutions"

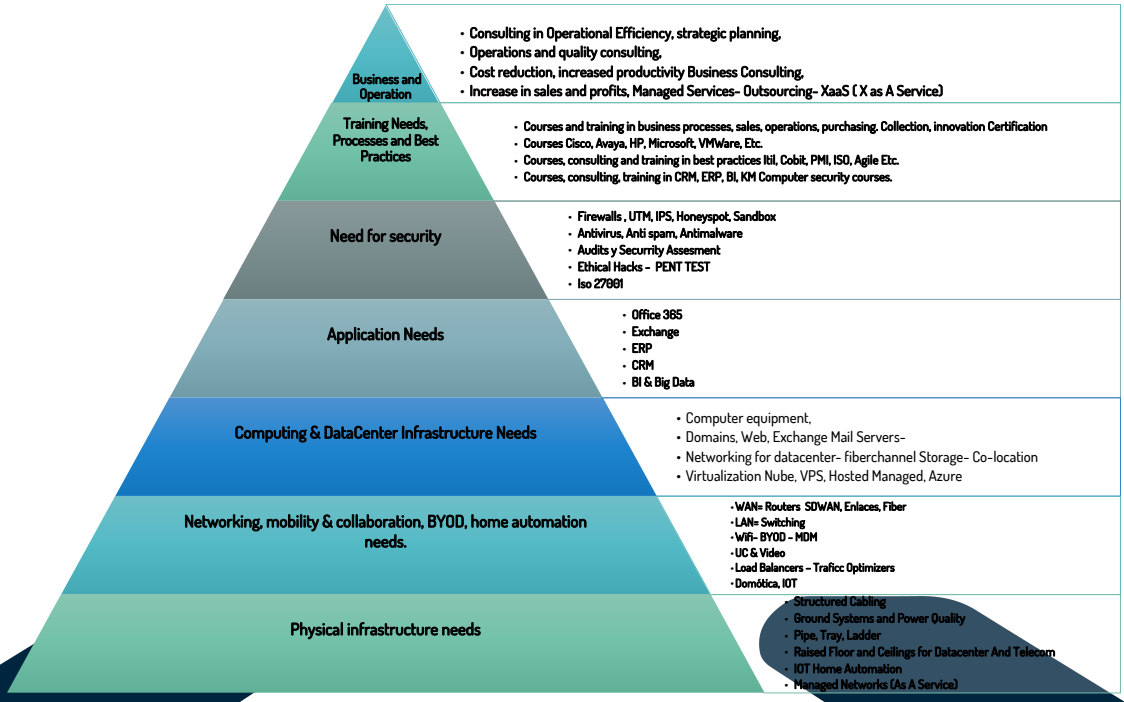
What you need, in the financial model you need it, gaining business insight with AI tools

We offer best value for the great price, we have the right people, with the useful skills and experience; accompanied by the right tools and the right processes to satisfy our customers in a fast and effective way. Everything Monitored with us 24*7 NOC & 800 Helpdesk

WHY CONESTRAIT:

Our clients acquire *business And Infrastructure insight through* our AI tools, our staff has more than 17 years of certified experience in Information Technology and Telecommunications in all management areas of sales, MKT, Design, Installation, Support, and It Project Management. Always Customer experience oriented.

We are the only company that follows ITIL, ISO 20000 & ISO 27000 processes to ensure the quality of information technology and telecommunications services regarding service strategy, Service design, service transition and operation, always committed to continuous improvement. We have the most complete portfolio of solutions according to the business needs of our customers:



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Certifications:

Education and Business Processes:

Infrastructure:

Networking:

Cloud and Managed Service Provider

Premier Certified

IT Solutions:

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DUNS Number:

For your financial protection, Conestra-IT has the following Duns number:

D-U-N-S® 812831155

Branches:

We have the following Branches to give attention to the entire North of Mexico & USA:

1. Ciudad Juarez
2. Chihuahua, CHIHUAHUA
3. Durango
4. Saltillo
5. Monterrey. NL
6. Ciudad Obregon SONORA
7. Culiacan SINALOA
8. EL PASO Tx

Clients & References

Main Clients & Projects of the last 6 months according to @CRM Conestra-IT:

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Some Projects

Customer	Project
Supergas	**Supergas: Gas y Energetic Corporation** Cisco Meraki Unified Network, Corporate offices & 56 Branch, LAN Management, Panduit structured Cabling, UPS APC, Cloud managed Switches, Routers, Security, SDWAN, Mobility Device Management, NOC-SOC, WIFI, IP Telephony, CCTV, Wifi site surveys. Network assessment Contact: Francisco Villa Email: fvilla@super-gas.com
WINDSTAR	**Windstar: Texas Gas Corporate** Cisco Meraki Unified Network, USA Corporate & 8 Branch, Panduit structured Cabling, UPS APC, Cloud managed Switches, Routers, Security, SDWAN, Mobility Device Management, NOC-SOC, WIFI, IP Telephony, CCTV, Contact: Richard Tsale Email: Rtsale@windstarlpg.com
flex	**Flextronics: Electronics Manufacturer** Cisco Lan Switches, SYSTIMAX Structured Cabling, wifi site survey, Pivot 3 storage Server, milestone VMS video surveillance system Axis camera systems, video storage servers, Lenel S2 access systems, Contact: Timothy M Carter Email: tim.carter@flex.com
wistron	**Wistron: Electronics Manufacturer** EXTREME NETWORKS 40GB Server Backbone, APC Datacenter, SYSTIMAX Structured Cabling and fiber backbone Fortinet Switches & Fortinet AP WIFI, Pulse Secure Remote Access. Cisco Switches, CCTV video & Access Control Contact: Ana Velia Orona, Email: Anavelia_Orona@wistron.com
DATAMARK INCORPORATED	**Datamark: BPO & Callcenters** DELL Computers & Servers, VMware, Cisco LAN Switches, Panduit Structured Cabling and fiber backbone Video Surveillance, access controls, APC UPS Contact: DANIEL SUAREZ Daniel.Suarez@datamark.net
CONDUENT	**Conduent: BPO & Callcenters** Panduit Structured Cabling, Access Control, Fire detection System Contact: Fermin Araiza Fermin.Ariza@conduent.com
GRUPO BAFAR	**Grupo Bafar: Corporate** Cisco Systems, Structured Cabling, Cloud PBX, Support Contract, NOC. Salvador Zamora
YAZAKI	**Yazaki: Electronics Manufacturer** Structured Cabling, Scanners, UPS
KUFFERATH Testing Technology GROUP	**Kufferath: Electronics Manufacturer** Cisco Unified Network, Meraki, LAN Management, Panduit structured Cabling, UPS APC, Lan cisco switches, WIFI, Security, IP Telephony, CCTV, Speakers paging system. Contact: Christian Enríquez Email: ch.enriquez@kufferath-group.com
El Canal de las Noticias HD	**Canal 44 Intermedia De Juárez** Fortinet Unified Communications, Cisco Unified, LAN & Routing Panduit structured Cabling, UPS APC Contact: Luis Guzmán Email: lguzman@canal44.com
SOLVAY asking more from chemistry®	**SOLVAY: Chemistry Industrial** Cisco Industrial Unified LAN, Support contract, Helpdesk, Printers 2km Fiber Backbone and Cisco Lan Backbone Core Switching, Tablets, Dell Computers
seisa	**Seisa.** Cisco Meraki MX Security & Wan Migration Contact: Damián Victorio Email: damian.victorio@seisa.com
MAHLE Driven by performance BEHR	**Mahle.** More than 1000 structured cabling workstation areas and 2KM fiber backbone, cisco switches Contact: Ing. Carlos Chávez Email: Carlos.chavez@mx.mahle.com
TEC DE JUÁREZ Forjando el futuro...	**ITCJ** Cisco Unified Networks Cisco ASA Security Panduit Structured Cabling and fiber backbone 10Gb OM4
	Hansuh. HPE Lan Networking switches & WIFI, 380 Workstations structured cabling nodes and 10Gb fiber backbone Contact: Christian Enríquez
ruba Llegaste a casa	Grupo Ruba LAN cisco Switching, APC Hvac precision air cooling system cat 6 structures cabling system Contact: Hernández Urbina Edgar Manuel Email: edgarm.hernandez@ruba.com.mx
fibra inn.	**Holiday Inn/ fibra Inn** Access Control Systems, video CCTV Systems, Structured cabling, RFID system Contact: Ing. Abraham Lumbrera Email: abraham.lumbreras@fibrainn.mx
EMERSON.	**Emerson.** IPTV, IP CCTV, Structured cabling, Consumibles & Accesorios, Contact: Javier García Email: Javier.F.Garcia@emerson.com

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CAPACITACION EN IT Y NEGOCIOS

CONSULTORIA EN IT Y NEGOCIOS

Solutions Catalog

Tecnologías Para Gestión Administrativa: (ERP & Facturación)

- Finanzas
- Administración
- Contabilidad
- Facturación
- Recursos Humanos RH
- Inventario & Almacén
- Ventas & Mercadotecnia CRM
- Administración De La Cadena De Suministro SCM
- Mesas De Ayuda Y Soporte Técnico
- Call Center
- Compras

Tecnologías Para Productividad De Fuerza De Ventas Y Aumentar Las Ventas (CRM & Digital Marketing), Orientación Al Cliente

- CRM (Customer Relationship Manager)
- Marketing Digital
- Mesas De Ayuda Para Clientes
- Call Centers

Tecnologías De Colaboración Productividad Y Comunicaciones

- Conmutadores
- Videoconferencias
- Colaboración Web
- Office 365
- Movilidad BYOD

Tecnologías Para Aumentar El Conocimiento Y La Inteligencia De La Empresa.

- Bigdata
- BI Business Intelligence
- Bases De Datos & Datawarehouse
- Dashboards Empresarials

Tecnologías De IT, Cloud , Datacenter & Virtualización

- Cloud (Servidores Virtuales, Escritorios Virtuales, Storage Virtual)
- Saas, Iaas, Paas, Xaas
- Aplicaciones Y Bases De Datos En La Nube
- Microsoft Azure
- Vmware
- Citrix
- Aws
- Google
- Servidores, Storage, Balanceadores E Infraestructura Física Para Data Center

Tecnologías En Infraestructura De Networking

- Enlaces & Internet
- SD-WAN
- Routing & Switching
- WIFI, Movility, BYOD

Seguridad Informática

- Firewalls NGFW, UTM
- IPS, IDS
- Analisis De Seguridad
- Antivirus
- Antispam
- Antimalware

Seguridad Física

- Controles De Acceso
- Video Vigilancia Y Sensores
- Video Analítica

Infraestructura Física De Telecomunicaciones

- Cableado Estructurado
- Datacenters
- Cuartos De Computo
- Equipos De Computo
- Impresión
- Consumibles
- Calidad De Energía, Tierras y Enfriamiento

Servicios Profesionales:

- Noc
- Mesas De Ayuda
- Soporte, Ingeniería Y Configuraciones
- Desarrollo De Software, Apps Y Móviles.
- Auditorías De Seguridad
- Outsoursing E Infraestructura Como Servicio.
- Auditorías De Procesos Y De Red
- Capacitación Y cursos de certificación

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