

Canadian Technical Profile

Keen Computer Solutions

The Engineering Company

Comprehensive Information Technology Solutions:

**Computers, Workstation & Server
Networking & Managed Service
Website & Database Software Development
E-Business & Cloud Computing**

5-1177 Fife Street
Winnipeg, MB R2X 2N6, Canada
Telephone:(204) 480-3393
info@keencomputer.com
www.keencomputer.com

June 10th , 20015

Keen Computer Solutions

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1. Company Overview

Keen Computer Solutions is a Comprehensive Source for Information Technology Solutions. We provide computer, networking, cloud and E-Business solutions to businesses. In addition, Keen Computer Solutions provides advanced Engineering solutions.

Keen Computer Solutions provides the following types of **Solutions**:

- ❖ Computer Solutions
- ❖ Network Solutions
- ❖ Cloud / E-Business Solutions
- ❖ Advanced Engineering Solutions

Keen supplies a wide variety of **Technology Products**:

- Personal Computer and Servers
- Network equipment
- Webservers, and Cloud access

Keen Computer Solutions offers the following **Services**:

- ✓ Technology Consulting & Engineering Service
- ✓ Custom Software Development
- ✓ System Development & Implementation
- ✓ System Support, On-Site Installation, Maintenance and Operation

Keen Computer Solutions provides Products and Services for each type of Technology Solution:

	Computers	Networks	E-Commerce / Cloud	Advanced Engineering
Supplier of Hardware & Software	X	X	X	X
Technology Consulting	X	X	X	X
Custom Software Development	X	X	X	X
System Development & Implementation	X	X	X	X
System Maintenance	X	X	X	X

2. Technology Solutions Offered

Keen Computer Solutions is in the business of applying technology to business needs to create highly effective business solutions. Keen Computer Solutions determines a company's business requirements, formulates an optimum solution, and then implements the solution. These business solutions can be divided into four general categories: Computer Solutions, Network Solutions, Cloud / E-Commerce Solutions, and Advanced Engineering Solutions.

2.1 Computer Solutions

Companies can benefit greatly when computers are used to automate business activities. Computer solutions can consist of computer equipment, system software, commercial software applications, custom software, or combination of these.

Computer equipment includes P.C.'s, Laptop, Workstations, Servers, and computer peripherals such as printers, scanners, large data storage devices.

System software refers to computer Operating System software such as Windows 10, Windows 2008 Server, Red Hat Enterprise Linux, and Solaris.

Commercial software refers to applications such as Microsoft Word, Adobe PageMaker and Oracle Database.

Custom software refers to specialized computer programs which are custom created by computer programmers.

2.2 Network Solutions

Network solutions interconnect computers, and other types of electronic devices. Network solutions can be categorized into four groups: Network access, Networks systems, and Network applications and functions such as network management.

2.2.1 Network Access

Network access refers to technology which enables one to electronically connect one's computer equipment to an existing network.

1. Cloud access

- a) Fiber Optics
- b) High speed Cloud access
 - Cable modem
 - DSL
 - Microwave Link

- c) Satellite Cloud access
- 2. Remote access to corporate networks
 - Virtual Private Networks
- 3. Wireless Internet access(WI-FI)
 - is a special type of network access for laptops, handheld devices, and cellphones to access the Cloud and its information and functions wirelessly.

2.2.2 Network Systems

- 1. L.A.N.'s
 - interconnect P.C.'s, file servers, and computer peripherals such as printers, all usually located in the same building, or multiple building using VPN.
- 2. W.A.N.'s / Corporate data networks
 - interconnect L.A.N.'s, computers, and other computer-based equipment, which are dispersed over a wide area. The W.A.N. trunk media can be: wire, microwave, satellite link, telephone-dial, cable, fibre-optic cable, or data packet network, or IP networks.
 - Consists of routers connected to data networks, such as: Frame Relay, ATM, SMDS, Datapac / Dataroute.
- 3. Private data circuits
 - are data connections which connect 2 data devices together. These connections are dedicated to these 2 devices.
- 4. High speed data links
 - Satellite data links
 - Microwave data links
- 5. Virtual Private Network (VPN)
 - a network which interconnects computers or computer systems located in a variety of locations. The VPN appears to be private to its users, but it actually operates over a public network. A VPN can be established over the Cloud using VPN tunneling.

2.2.3 Network Applications and Functions

- 1. Corporate Intranets
 - used for such things as accessing a centrally stored online library of information, and for online collaboration.
- 2. Corporate e-mail systems
 - external
 - internal

3. Corporate network connection to the Cloud
 - enables corporate network users to access the Cloud
4. Corporate Firewalls & Unified Threat Management Solutions (UTM)
 - and other Internet security issues
5. Instant messaging / Chat
 - enables people to communicate in real time over the Cloud

2.2.4 Advanced Network Solutions

- Voice over IP (over the Cloud or a private network)
- Voice / data integration systems (CTI)
- IVR / Voice response
- Fax server
- Voice recognition (over the telephone)
- Video conferencing
- Electronic collaboration systems (eg., shared workspace, electronic whiteboard)- Alfresco Document Management

2.3 E-Commerce / Cloud Solutions

E-Commerce solutions refer to business systems which use the Cloud, and Cloud-related technologies, to provide business functionalities. These systems can be used for a variety of purposes: online catalog, selling over the Internet, offering unique online services, and many other applications.

An E-Commerce system consists of several major sections:

1. Website

A website consists of online information which can be viewed by any Cloud user in the world. A website can contain any type of information, including: company information, product and service information, and product pictures. The information can be in a wide variety of formats: text, graphics, audio, video, animation.

2. E-commerce capabilities

E-commerce refers to the ability to sell products or information over the Internet, and to receive payment for these products or information, especially over the Internet. Payment is usually by credit card and Paypal.

3. Integration with Existing Company Business Systems

A business may have an existing database which contains all their products, and another database of product prices. These existing databases could be integrated with the website. When product information is requested on the website, this information can be automatically extracted from the existing databases. This results in ERP Solutions.

4. Integration with existing company processes

For example, a business may run a mail order operation, which consists of an order processing, product warehouse, and order fulfillment. Online orders can be easily integrated into such an existing operation with relatively minimum effort.

Other E-Business solutions come in the form of: Intranets and B2B (business-to-business) systems.

Available advanced E-Business functionalities include: audio streaming, video streaming, video conferencing, voice communications, Cloud collaboration, e-signatures.

2.4 Advanced Engineering Solutions

Advanced Engineering Solutions are solutions which involve technologies that are quite specialized and complex.

Keen Computer Solutions has expertise in many types of advanced engineering technologies:

- Network simulation analysis
- Custom computer hardware board design
- Field programmable gate arrays
- ATM (cell relay) networks
- Software Architecture

Keen Computer Solutions has the expertise and capability to provide any, and all, of the Technology Solutions indicated above.

3. Company Products

3.1 Computer Equipment

3.1.1 P.C.'s and Workstations

3.1.1.1 Windows / Intel P.C.'s

- Consist of Tier 1 components

- a) Lenovo Computers
- b) HP Computers
- c) Acer Computers

3.1.1.2 HP Workstations

- a) Xeon with Windows
- b) Ubuntu with Xeon Workstation

3.1.1.3 Solaris / Intel Workstation

- a) Standard Model

Note: P.C.'s are custom configured to your specifications.

3.1.2 Servers

3.1.2.1 Windows / Intel Servers

- a) SMP / Multiple CPU System
- b) Cluster Server/Virtual server

3.1.2.2 REDHAT/Intel Xeon Server Lenovo

- a) SMP / Multiple CPU System/ Rack Mount
- b) Cluster Server/ Virtual server

3.1.2.3 REDHAT Linux Server/ HP Server

- a) Single CPU System
- b) SMP / Multiple CPU System
- c) Cluster Server/ Virtual Server

3.1.2.4 Redhat Linux Server- Supermicro

- Consist of brand-name components

- a) SMP / Multiple CPU System
- b) Cluster Server/ Virtual server

Note: Servers are custom configured to your specifications.

3.1.3 Computer peripherals

- a) P.C. printers
- b) Network printers
- c) Scanners
- d) NAS and SAN

3.1.4 Commercial Software

- a) Microsoft Office – Small Business Edition
- b) Microsoft Office – Professional
- c) Symantec ACT ! Contact Management
- d) Accounting Software

3.1.5 Network Storage Servers

- a) NAS and SAN

3.1.6 Raid Arrays / Storage Array Networks

- a) Linux Raid Controller
- e) Windows Raid Controller

3.1.7 Databases

- a) Oracle
- b) Microsoft SQL Server
- c) Postgress SQL
- d) Microsoft Access
- e) MYSQL

3.2 Network Equipment

3.2.1 L.A.N. equipment

- a) Ethernet L.A.N. cards
- b) Switches / Hubs
- c) Routers
- d) Microwave LAN
- e) L.A.N. wiring

3.2.2 W.A.N. Equipment

- a) Managed routers (Cisco)
- b) Unmanaged routers (Bay Corp.)
- c) Microwave transceivers
- e) High-speed W.A.N. cable
- f) Fibre-optic cable

3.2.3 Satellite equipment

- a) Satellite dish antennas
- b) Satellite transceivers
- c) VSAT satellite transceivers (Hughes – HNS)

3.2.4 Wireless Internet equipment

- a) Outdoor/Indoor Wireless Access Point

3.2.5 Network access services

- a) Fiber Optics
- b) High speed Cloud access
 - Cable modem
 - DSL
 - T1
 - ISDN

3.3 E-Business / Cloud Products

3.3.1 Web Server Software

- a) Apache/NGIX Web server
- b) Amazon AWS
- c) Collaboration Server

3.3.2 Web Server Hardware

- a) Rackmount Blade server
- b) Supermicro Server
- c) HP Server
- d) Lenovo Server

3.3.3 Webpage/Website CMS Solutions

- a) Joomla CMS
- b) Wordpress CMS
- d) Liferay CMS
- e) DNN CMS

3.3.4 Webserver Applications

- a) Web application servers- Jboss
- b) RealNetworks Video server
- c) RealNetworks Audio server

3.3.5 Website Functionalities & Service

- a) Corporate Presence Website
- b) E-commerce Solutions
- c) Website Migration
- d) Website Maintenance
- e) Content Strategy Website Marketing
- f) Website SEO

4.0 Company Services

4.1 Technology Consulting & Engineering Service

Running a business is difficult; trying to stay on top of technology developments and determining which technologies are of true value to one's company is even more difficult.

Staying on top of technology developments and how these technologies can be used effectively in the real world is our job.

Keen Computer Solutions has the expertise to provide quality, professional technology consulting. We can provide consulting services in a wide variety of business technologies:

- a) Computers & Servers
- b) Networks and Internet
- c) Cloud / E-Business- Website and E-commerce
- d) Network Management

Upon your request, Keen Computer Solutions will analyze your business requirements, and propose technology-based business solutions which satisfy your needs and which are optimized to your business.

4.2 Custom Application Software Development

4.2.1 Computer Applications

Keen Computer Solutions can create software applications in a variety of programming languages:

- a) C++/C
- b) PHP/LAMP
- c) J2EE
- d) ASP.NET

Also, Keen Computer Solutions can create applications which utilize any SQL (ODBC) compatible database- Mysql-Postgress-Oracle, MS SQL.

Keen Computer Solutions uses object-oriented design and the UML methodology for software development. Keen Computer Solutions uses MS Visual Studio/eclipse/Netbeans as its main software development environment.

4.2.2 Website / eBusiness Development

4.2.2.1 Website and eBusiness Creation

Keen Computer Solutions can create eBusiness websites and custom software applications in a variety of programming languages:

- a) LAMP Solutions
- b) J2EE Solutions
- c) ASP.NET solutions
- d) Database - Mysql/Postgress/Oracle/MSSQL.

We can also use various specialized software tools to create advanced effects and functions:

- a) Bootstrap UX Design Frameworks
- b) Ux Design
- c) Information Architecture for Web

4.2.2.2 Website / eBusiness Functionalities

Keen Computer Solutions can include any or all of the following features / functions in a website or eBusiness presence:

- a) E-commerce solutions
- b) Commercial websites- wordpress/Joomla/Liferay
- c) Database-driven website / database integration
- d) Content management by user
- e) Discussion group integration
- f) Website security- Captcha/SSL

4.2.2.3 Cloud Applications

Keen can develop the following Cloud applications:

- a) Custom E-commerce extension
- b) Custom website extension
- c) Shipment and Payment Integration
- d) Credit card authorization and processing
- e) Inventory Management

4.2.2.4 Website Establishment Activities

- a) Domain Name registration
- b) Search Engine registration
- c) Web Hosting (done on a partner's commercial web hosting service)
- d) Business Class Email Hosting

4.3 System Development & Implementation

Keen Computer Solutions has the expertise to provide complete, professional business system development and implementation. This includes: Business Analysis, Full Solution Design, and Solution Implementation.

Keen Computer Solutions can develop and implement a wide variety of technology-based business solutions:

1. Computer Systems
2. Computer Applications
3. Computer Networks
4. Network Applications
5. eBusiness Systems
6. Wireless Cloud Systems
7. Advanced Engineering Solutions

Business Analysis

Keen Computer Solutions will first determine a company's business needs, in detail. We will provide suggestions on ways to help improve the business processes in your company.

Full Solution Design

Keen Computer Solutions will design a custom technology-based business solution for you the customer. Depending on the requirements, the solution would contain one or more of the following components: computers, networks, Cloud / eBusiness. (See the previous section for an overview of the Solutions that Keen Computer Solutions is capable of providing.)

Solution Implementation

Keen Computer Solutions will implement the business solution for the customer. The solution will be of high quality and reliability. Implemented solutions could range from a few custom configured P.C.'s, all the way to a full, enterprise-wide system consisting of P.C.'s, servers, L.A.N.'s, a satellite-based W.A.N., a corporate webserver with a sophisticated website, having Cloud capabilities.

Project Management

Keen Computer Solutions carries out project management on all its work. This is to ensure that resources are utilized in an optimum fashion, and that projects are finished on schedule.

System Integration

Keen Computer Solutions also provides system integration services. Keen Computer Solutions will physically and functionally interconnect existing customer systems with newly provided computer systems. We use X-Window terminal emulation software from Hummingbird and Morningstar to interface to mainframes and other legacy systems.

4.4 System Support, Maintenance & Operation

Keen Computer Solutions can provide various system support, maintenance, and / or operation services for systems which we implement for customers, as well as for systems which were created by others. This includes computer systems, computer networks, and websites and other eBusiness systems. Network Management is our one key activity

We have quality technicians who react quickly to client requests and trouble calls.

In addition we utilize sophisticated remote monitoring and troubleshooting (MT) systems. These MT systems allow our technicians to monitor a company's business system remotely from our offices. Our technicians can also use the MT systems to perform remote system analysis, control and troubleshooting. Advanced Network Management is utilized in all these cases.

5.0 Company Profile

5.1 Company Qualifications and Experience

Keen Computer Solutions has been in business for over 7 years. During this time, Keen Computer Solutions has provided quality hi-tech solutions to hundreds of customers, of various sizes and in a wide variety of industry fields. These solutions include: computer solutions (P.C.'s, servers, peripherals), networks (LAN's, WAN's, satellite links), software development, and Cloud / eBusiness (websites, Cloud access).

Keen Computer Solutions had revenues of over \$1.4 million last year, and is very stable financially, with no debts or encumbrances.

The company's annual growth rate is presently at 25%. Our corporate strategy is to have stable, controlled growth.

Keen Computer Solutions has the qualifications and experience to provide you with a quality hi-tech solution.

5.2 Employee Qualifications and Experience

Keen Computer Solutions consists of a core group of full time and part time employees, plus a number of Project Partners. The following describes the qualifications and experience of the core employees.

Tapas Shome

Tapas is the President of Keen Computer Solutions, as well as its technology guru.

He is highly educated in the technology field:

- Bachelor of Technology Degree (Electrical & Computer Engineering); India Institute of Technology (1976-81)
- Master of Science Degree (Electrical & Computer Engineering); University of Manitoba (1986-87)
- PhD in Electrical & Computer Engineering; University of Manitoba (1992-2000)

He has over 20 years work experience in hi-tech, computer-based jobs:

- Scientific Officer; Atomic Energy Establishment of India; Trombay, Bombay (1981-1985)
- Software Developer; Siemens Corp.; Germany (1985)
- Electrical Engineer; Siemens Corporate Research Centre; Erlangdon, Germany (1987-1992)
- Computer Engineer; Keen Computer Solutions; Winnipeg (1993-Present)

Tapas has a very diverse knowledge and experience base: computer hardware, software development, computer system implementation, Cloud applications, L.A.N.'s, W.A.N.'s, satellite links, advanced computer and engineering work (network simulation and analysis, custom computer board design).

With Tapas, Keen Computer Solutions can handle any technology-related business need, whether it deals with computers, networks, the Cloud, eBusiness, or any combination of these, and for any size company, be it small, medium or large.

Dennis Koverzin

Dennis is Keen Computer Solutions' Vice-President of Sales & Marketing.

He has a technology-based education:

- Bachelor Degree in Science (Electrical Engineering); University of Manitoba

He has over 18 years of experience in a variety of hi-tech jobs:

- Various jobs; Manitoba Telephone System; Winnipeg, Manitoba (1982-98) (Technology Specialist, L.A.N. Specialist, Data Engineer, Senior Business Analyst, IT Project Manager)
- Various jobs / Founding Member; Commerce Design Inc.; Winnipeg, Manitoba (1998-2000) (Web Project Manager, Salesperson, Web Technician)
- Technology Consultant; KDS Inc.; San Jose, California / Silicon Valley (2000)
- President; KDS Canada Inc.; Winnipeg, Manitoba (2000)
- Sales & Marketing; Keen Computer Solutions; Winnipeg, Man. (2000)

Dennis has diverse experience in the hi-tech field. His strengths are: hi-tech consulting, eBusiness consulting, project management, team leadership, hi-tech marketing, business development.

Gerry Kozakewich

Gerry is a highly skilled computer engineer, and computer programmer. He is responsible for assembling, troubleshooting, and maintaining computer systems. He is also responsible for custom software development.

Education:

- Bachelor of Computer Science Degree; University of Manitoba (2000)

Ronnie Lu

Ronnie is a skilled computer technician and an excellent software programmer (part-time).

Education:

He is a second-year, part-time Computer Science student at the University of Manitoba. He also took 2 years of Electrical Engineering at the University of Manitoba. He has almost completed the Microsoft A+ Technician Program and the Microsoft Certified Systems Engineers Program.

5.3 Examples of Completed Projects

The following are several examples of past projects:

Example #1: City of Selkirk

Location: Accounting & Finance Department
 - City of Selkirk
 Selkirk, Manitoba

Contact: John Livingstone, Accountant Controller & Network Administrator
 (204) 785-4917

Project Value: \$80,000

Project Overview:

Keen Computer Solutions provided this Department with a new computer network.

Keen Computer Solutions provided the following equipment:

- 7 new P.C.'s
- 11 P.C.'s – upgraded
- 1 File Server (Unix/SCO operating system)
- 100 Mbit L.A.N.
- Jeticom hi-speed printer (1000 line/min.)
- RAID array (data storage) – 36 Gbytes
- 10 Mbps wireless LAN link

Keen Computer Solutions carried out the following work:

- Upgraded the 11 P.C.'s
- Installed the new P.C.'s, file server, hi-speed printer, and RAID array
- Loaded the server with a General Ledger program, and the MapInfo mapping program and associated database
- Connected the above equipment, plus several other peripherals, to the L.A.N.
- Established a 10 Mbps wireless L.A.N. data link between two buildings.

Example #2: Montreal Lake School

Location: Montreal Lake, Saskatchewan

Contact: Abraham Amponsah, Principal
(306) 663-5602

Project Value: \$175,000

Project Overview:

Montreal Lake School has about 450 students and 35 teachers. They wanted computers, servers, peripherals, and high speed Cloud access for the school's computer lab, its administration department and its the library.

The following was provided:

- 50 workstations (Windows 98)
- 2 servers (Windows NT)
- LAN (100 BaseT)
- several peripherals (printers, mass storage)
- Cloud access through a satellite link

Example #3: Integrated Engineering Software

Location: Winnipeg, Manitoba

Contact: Bulint Yilder, President
(204) 632-5636

Project Value: \$80,000

Project Overview:

Keen Computer Solutions provided this company with 4 Windows NT Terminal Servers and 30 workstations.

A large fibre optic RAID array (mass storage) was also provided.

5.4 References

- a) Mr. John Livingstone,
Accountant Comptroller & Network Administrator
- City of Selkirk
200 Eaton Avenue
Selkirk, Manitoba
R1A 0W6
(204) 785-4917

- b) Bulint Yilder
President
Integrated Engineering Software
300 Cree Street
Winnipeg, Manitoba
(204) 632-5636

- c) Herb Singer
President
G III Limited
278 Jarvis Street
Winnipeg, Manitoba
(204) 586-8461

- d) Wayne Omichinski
Chief Administrative Office
R.M. of Brokenhead
Beausejour, Manitoba
(204) 268-6700

- e) Abraham Amponsah
Principal
Montreal Lake School
Montreal Lake, Saskatchewan
(306) 663-5602

6.0 Why Do Business With Us ?

There are many computer companies who can supply you with computer equipment. Why should you do business with us?

Because we do more than just sell computers to customers; we work closely with each client to ensure that they are provided with the best computer solution for their requirements.

Specifically, we provide the following:

6.1 One-Stop Source For Technology Solutions

Keen Computer Solutions has the expertise to provide you with just about any type of technology that will meet your company's business needs.

This includes: computers, networking, Cloud, e-business, and advanced technologies.

Regardless of what your technology needs are, we have a solution for you.

6.2 Highly Qualified, Professional People

Keen Computer Solutions is built on a solid foundation of highly qualified people. We have university degrees in computer engineering or computer science. We also have extensive experience in a wide variety of technology-based industries.

This knowledge and experience ensures that we are qualified to provide you with effective, successful technology-based business solutions.

6.3 Optimized Business Solutions

We work closely with our clients to understand their business, and to fully understand their computer and communication requirements.

Then we develop a customized solution which identifies the equipment, and work, that is needed to provide what the client requires.

Finally, we install and set-up the equipment and software. We test it all out to ensure that it works properly.

What is delivered to the client is an customized, optimized, cost-effective solution.

6.4 Quality, Cost-effective Equipment & Service

We supply only quality computer equipment. All of our equipment have a three year warranty on parts and labor.

6.5 Maximum Return on Investment

Computer equipment is a big investment. Every organization is concerned that they get a good return on their computer investment.

We provide computer systems which maximize your return on investment:

a) Upgradeability

Computer equipment that meets your requirements today, may not be sufficient 4 months from now. Our computer equipment is upgradeable. For example, if you need a more powerful P.C. in the future, we can easily upgrade the power of the P.C. that we provided you.

b) Scalability

Our computer networks are scalable. This means that if you need to increase the number of P.C.'s on your network in the future, we can scale up the capability of the Server. We just have to add a component or two to the Server, that we provided to you, to enable it to support the addition P.C.'s.

(Some systems are not scalable, and so they need to be replaced when the number of P.C.'s exceed a certain level.)

6.6 Independent Technology Supplier

Keen Computer Solutions does not have any exclusive deals with any technology suppliers.

This means that we will provide your company with the products and services which are best for you; we do not push certain suppliers.

6.7 Keen Customer Service

Our employees are **keen** to be of assistance to you. They are friendly and courteous.

Our employees pride themselves in providing superior customer service. They work closely with our clients, they answer all their questions, and they are there when our clients need us.

**Choose us for your technology needs.
Keen Computer- The engineering Company**