



Kîza solutions

Your Vision. We're In!



Customized Software Solutions ...

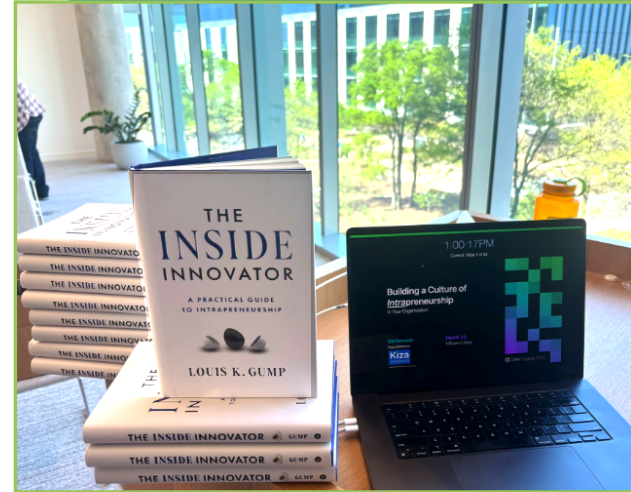
- ✓ Increasing Efficiency
- ✓ Bringing Clarity
- ✓ Unlocking Potential

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For Inside Innovators ...

- Empowered leaders who “create value through innovation & growth” — Louis Gump
- Also known as **intrapreneurs** or corporate explorers
- “Dreamers who do” — Gifford Pinchot III
- Directors or managers, often outside of IT



... Who Feel Held Back by Their Systems.

- ✗ Ad hoc **spreadsheets** and manual workarounds
- ✗ Multiple disconnected systems requiring double-entry
- ✗ Inaccurate, conflicting information
- ✗ Complex, error-prone processes



Welcome to the Era of Inside Innovation

1911: FW Taylor publishes "**Scientific Management**", the age of measuring efficiency.

1950s: W. Edwards Deming pioneers **systems thinking** and continuous improvement.

1991: IDEO codifies the "**Design Thinking**" process.

2001: The Agile Manifesto **prioritizes people** and iterations over rigid processes.

2022: OpenAI introduces ChatGPT, marking the dawn of **Generative AI**.

1931: Neil McElroy at P&G writes memo defining holistic **product ownership**.

1978: Gifford Pinchot III coins the term "**intrapreneur**", employees who act like entrepreneurs.

1985: Claris FileMaker empowers the **citizen developer** with custom database solutions.

2014: The Low-Code movement gains traction for **rapid application development**.

2025: Claude unlocks **vibe coding**, boosting software creation speed and quality.

Today: **empowered teams** create value through rapid innovation.

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Progressively Improve the Way Work Gets Done ...



Create
New Solutions



Modernize
Old Systems



Integrate
Multiple Systems



Improve
Current Tools



Analyze
Data &
Deliver Insights

In short, we eliminate spreadsheets.

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With Excellence ...

As **Platinum Partners** of Claris, an Apple Company, we work with many organizations across the world, often with small and medium-sized businesses (SMB).

We present regularly at **universities** and conferences, and bring in-depth expertise to a wide range of industries including printing, coffee, manufacturing, business services, education and non-profit.



... and Impact.



Angela, Director

"It was a huge success!
You make our ideas
work!"



Michael, Network Manager

"Above and beyond
our expectations."



Matt, Head of Specialty
Sales & Sourcing

"Top 3 reasons for
our success during
the acquisition."



Jean-Jacques, Managing
Director

"Outside expertise
with deep inside
insights."



Kate, Executive Director

"Fantastic team
players."



Laurie, Executive Director

"Intuitive — you
understand what we
are trying to do."



Aaron, CFO

"I'm always looking
for opportunities to
send clients their
way!"



Ali, Group CEO

"Gave us a
competitive edge.
Our system works
perfectly!"



Ashley, COO

"It has been
absolutely wonderful
software."



Timothy, Graphics Manager

"You've got one heck
of a team!"

About Kiza Solutions

Getting Started with Design Thinking

1. Your Vision



Tell us about your organization, and show us some of the challenges with your current tools. We'll guide you through an innovative design thinking process to generate and prioritize new ideas.

2. Prototype



We'll create a customized prototype for you so that you can validate the potential first-hand and share your vision with others.

3. Action Plan



We'll work together to create a roadmap, and write up an action plan to get started!

Innovation Stack



Apple's Claris **FileMaker** — secure database development for desktop, mobile and web solutions.



Amazon Web Services (**AWS**) — scalable hosting, document storage, and automation platform.



Artificial Intelligence (**AI**) — automate workflows, perform analyses, and leverage agentic engineering (vibe coding) for rapid application development.



Custom **Web** with MongoDB, React and Node.js — open-source web stack for responsive design.

NETSUITE

Oracle **NetSuite** — customized enterprise-grade cloud-native accounting and operations suite.

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Industry Expertise



Printing /
Packaging



Coffee / Tea



Manufacturing



Business
Services



Education



Non-Profit /
NGO

We bring insight to every
engagement, and enthusiasm
as we learn new industries.

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Over 100 Clients Worldwide



MASSACHUSETTS
MARITIME ACADEMY



PHOTOTYPE



American
Packaging
CORPORATION



FALCON
COFFEES



Baskin Clinic



THE
GARAGE
GROUP



JENSEN HUGHES



MILWAUKEE
PUBLIC SCHOOLS

Best-in-Class Ecosystem

HubSpot



SQUARESPACE



Lead Generation & Marketing (CRM) — Capture inbound leads, send email campaigns, and centralize sales pipelines.

Gemini



Google AI Studio

Intelligence & Automation — Visualize data, automate workflows, and leverage AI for rapid agentic engineering.



NETSUITE

stripe xero



intuit quickbooks.

Financial Management — Facilitate secure payment processing and automated accounting and reconciliation.



Clarifai FileMaker

Central Operations (ERP) — Optimize core business processes and own your own data in a centralized database.

Trello

harvest

Progress & Collaboration — Track task progress and monitor labor hours for project delivery.



Amazon EC2



Amazon S3

ZABBIX



OTTO

Infrastructure & Monitoring — Deploy scalable cloud hosting and document storage with proactive performance tracking and real-time alerts.

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Security by Design



Virtual cloud desktops via AWS Workspaces to isolate and secure the computing environment, accessed exclusively using Apple workstations.



Data stored on client-siloed infrastructure to ensure full ownership and control.



Encryption at rest for all databases, drives, and backup snapshots; encryption in transit via SSL for traffic.



Multi-factor authentication (MFA) and enforced complex passwords cycled every 90 days.



Hourly backups and automated snapshots stored in AWS S3 buckets.



Restoration processes to verify the integrity and speed of recovery processes.

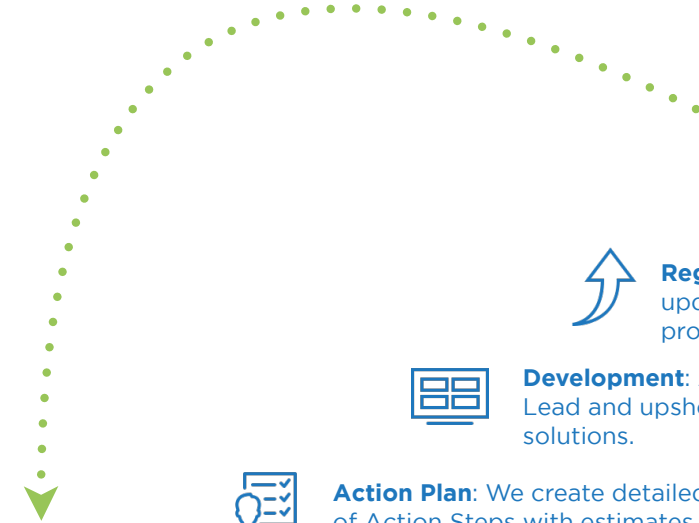


Penetration tests and vulnerability scans for audit.



- ✓ SOX implementations
- ✓ SOC-2 certifications
- ✓ HIPAA expertise
- ✓ GDPR compliance
- ✓ ISO standards
- ✓ FERPA compliance

Progressive Improvement



Discovery: Share your vision and challenges, we'll generate ideas and analyze options.



Action Plan: We create detailed lists of Action Steps with estimates.



Development: A dedicated Technical Lead and upshore team create your solutions.



Regular Releases: We test and release updates regularly, driving tangible progress.



Progress Meetings: We establish weekly or bi-weekly calls to demonstrate progress, validate our work, intake new ideas, and align on next priorities.



Progress Update Emails: Every two weeks, we send a summary of effort and progress to keep all stakeholders informed.



Quarterly Compass: Every three months, we zoom out with executive leadership to review success criteria and plan the long-term innovation roadmap.

Upshore Model

Owners Bill and Amanda Bennett started Kiza Solutions while living in Africa for several years. Inspired by the success of our first engagement with Rwanda Trading Company, we began hiring and training talented local software developers.

We call our hybrid, social-impact model “**upshore**.” Now headquartered in the U.S., Kiza Solutions continues to have an office of developers based in Rwanda while the team has expanded to include developers in Kenya, South Africa and UAE as well.

We frequently attend Conscious Capitalism events and find deep alignment in their mission to elevate humanity through business, as it mirrors our own commitment to social impact.



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Impact Studies

Harmonizing Business Operations at Baroque Violin Shop

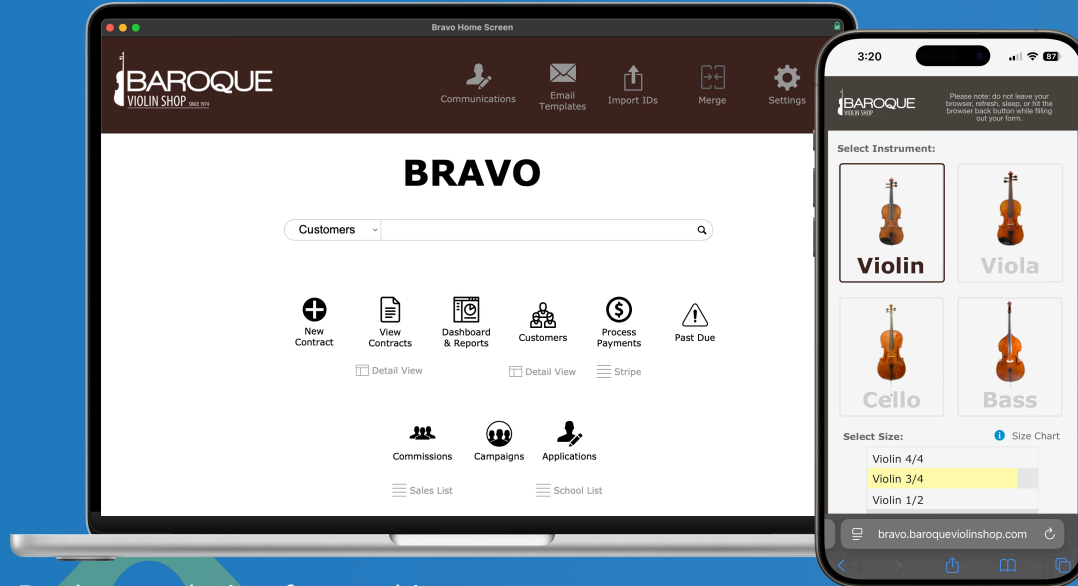
Leadership at Baroque Violin Shop brought a vision to replace their cumbersome legacy systems and paper forms with a custom platform we aptly named “Bravo.”

They envisioned a simple system that would preserve their ways of working, while also enabling expansion. Together, we created an **all-in-one system** with a robust Stripe integration and a real-time customer web portal.

With Bravo, Baroque Violin Shop has grown the business by over 20% without expanding headcount — freeing up time and energy to focus on what matters most: supporting musicians and educators as they have since 1974.



Impact Study: Baroque Violin Shop



Desktop solution for tracking contracts

Mobile application form

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Impact Study: Baroque Violin Shop



Efficiency: Contracts backlog reduced from 1 month behind to 1 day.



Speed: Payment processing 75% improvement via Stripe integration.



Scale: Managing 7,000 active contracts.



Throughput: Processing 2,000+ rentals / month during peak seasons.



Productivity: Nationwide operations managed by a lean staff of 20.



Centralizing Real-Time Updates with Klein Schools

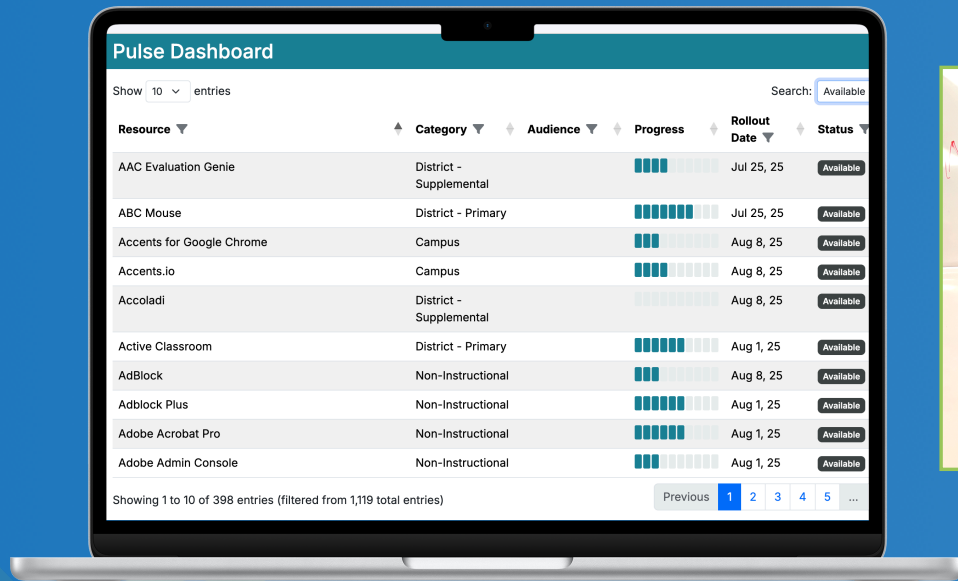
Inside innovators at Klein Independent School District (Klein, TX) recognized that their annual rollout of 100s of technology resources for over 3,500 faculty members had become a complex, time-intensive bottleneck. Relying on a set of spreadsheets, the process often led to "fire-drill" escalations and reactive support.

Through a three-day Claris Design Lab, the Klein team reimaged this workflow entirely. Together, we defined a solution to replace sprawling spreadsheets with a centralized system featuring dynamic setup forms, intuitive data entry, and AI vibe-coded web dashboard for **real-time stakeholder visibility**.

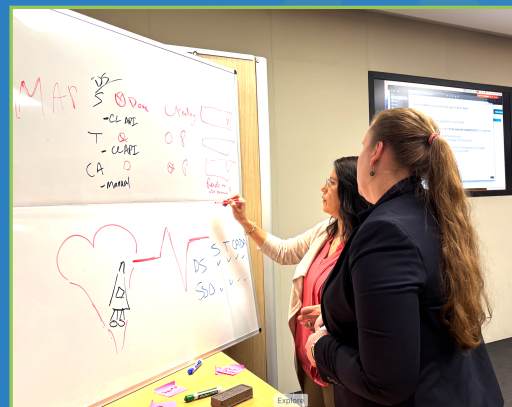
Klein ISD transformed their digital resource rollout into a repeatable, consistent process. This new approach eliminates manual efforts and ensures that 50,000+ students have the resources they need the moment school starts!



Impact Study: Klein Schools



Real-time, web-based dashboard



Design sessions

Impact Study: Klein Schools



Visibility: 100% dashboard engagement rate among pilot users.



Coordination: 80% reduction in "fire-drill" escalations.



Efficiency: 25% reduction in manual data entry time.



Reliability: 10% fewer missed steps during technical setup.



Readiness: 95% of readiness checks completed before the first bell.



Modernizing Construction Workforce Logistics with Euro Emirates

Innovative leaders at Euro Emirates recognized that managing a construction workforce of over **1,400 personnel** had become a complex administrative challenge. Relying on traditional spreadsheets and paper processes to track worker certifications, daily transport schedules for their 50+ vehicle fleet, and housing logistics for thousands of beds often led to coordination bottlenecks and accuracy issues.

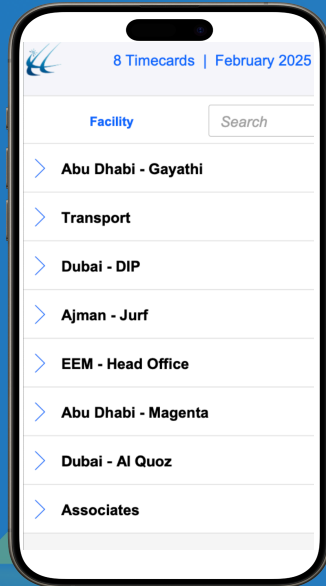
Collaborating to modernize their core operations, we transitioned their workflow from ad hoc logs to a secure, centralized, automated system. This bespoke solution provides a **unified platform** for tracking ethical recruitment data, real-time vehicle deployment, and accommodation capacity.

Euro Emirates has transformed their labor and logistics management into a proactive, scalable operation. This streamlined approach eliminates manual data duplication and mobilizes audit-compliant teams the moment a project begins!



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Impact Study: Euro Emirates



Simple inputs

The laptop screen displays a detailed time allocation checklist. At the top, there are tabs for "Leave", "Canceled", "Part", and "Locked". Below these is a date range from 16/02 to 28/02. The main table has columns for days of the week and dates. The rows represent different facilities or projects, with columns for "Total Present Days", "Completed", and "Cancel". The data shows various statuses like "H", "P", "AL", and "AS" for each day.

16/02	17/02	18/02	19/02	20/02	21/02	22/02	23/02	24/02	25/02	26/02	27/02	28/02	Total Present Days	Completed	Cancel
Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri		✓ All × All	✓ All × All
H	P	P	P	P	P	H	H	P	P	P	P	P	28	✓	
H	P	P	P	P	P	H	H	P	P	P	P	P	28	✓	
H	P	P	P	P	P	H	H	AL	AL	AL	AL	AL	23	✓	
H	P	P	P	P	P	H	H	P	P	P	P	P	28	✓	
H	P	P	P	P	P	H	H	P	P	P	P	P	28	✓	
H	P	P	P	P	P	H	H	P	P	P	P	P	21	✓	
H	P	P	P	P	P	H	H	P	P	P	P	P	28	✓	
H	P	P	P	P	P	H	H	P	P	P	P	P	28	✓	
H	P	P	P	P	P	H	H	P	P	P	P	P	28	✓	
H	P	P	P	P	P	H	H	P	P	AS	P	P	28	✓	

Detailed time allocation checklist

Impact Study: Euro Emirates



Scale: 1,400 staff managing four housing facilities with a combined total capacity of 2,500 beds.



Recruitment Throughput: High-volume international onboarding capacity increased to 100 workers/month.



Mobilization Speed: ~70% increased efficiency onboarding new hires.



Payroll Processing: 60 - 80% reduction in timesheet entry and payroll processing.



Invoicing Efficiency: 15 minutes time savings per invoice.



Systems Integration: 4 critical systems integrated seamlessly (FileMaker, Xero, Asana, Dropbox).



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Empower Your Team!



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Outside of our first
office in Kigali,
Rwanda in 2013.

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