

improving 

Google Cloud

**Our Expertise & Solutions
on Google Cloud**



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CANADA

VANCOUVER
CALGARY
WINNIPEG
OTTAWA
TORONTO

UNITED STATES

MINNEAPOLIS
OMAHA
CHICAGO
COLUMBUS
CLEVELAND
ATLANTA
DALLAS
AUSTIN
HOUSTON

MEXICO

GUADALAJARA
AGUASCALIENTES

SOUTH AMERICA

SANTIAGO
BUENOS AIRES

INDIA

PUNE



Improving – Your Trusted Google Cloud Partner

Our key differentiators are:

1. A **data-focused** company
2. Deep **partner network**
3. Develop GCP **with Google**
4. Expertise in **training**
5. **Geography** - we are where our clients are

improving 

Google Cloud

CANADA

**Partner
of the Year**

Public Sector

2023

Google Cloud Partnership: Executive Summary

2025 Partnership Vision, Goals, Strategy



Vision:

Our vision is to establish Improving as a **premier Google Cloud System Integrator across North America** by leveraging our award-winning delivery, engineering culture, and a people-first approach. We aim to be one of Google's go-to partners for **modern cloud-native, data, and AI-driven solutions**.

By the end of FY25, Improving will have laid the foundation for deep co-sell integration with **dedicated Google-aligned sellers** and a **scalable, certified consulting base**. Looking beyond, we envision a practice that grows revenue and becomes an **embedded extension of Google's field and delivery teams** — co-building, co-selling, and co-delivering.

We will lead with industry credibility and scale responsibly — **breaking into underdeveloped U.S. markets**, building new client relationships, and becoming a recognized name in **cloud and data modernization** across verticals. Our **agility, trust, and technical depth** culture will position us as a service provider and a **true innovation partner** to Google and our shared clients.

Goals:

- Establish dedicated Google-aligned sellers by H2 FY25
- Grow U.S. Google Cloud revenue by 25%, focused on net new accounts and deeper expansion
- Secure 10+ new logos in high-potential, underpenetrated U.S. markets
- Expand Google certifications from 100 to 150+
- Deepen alignment with Google Public Sector, Build With Google and Data & AI teams

Strategy:

- **Co-Sell Excellence:** Drive structured, high-touch co-selling motions with Google sales leaders and PAs
- **Geo Expansion:** Prioritize growth in U.S. markets where Improving has delivery strength but limited Google footprint
- **Vertical Focus:** Leverage Canadian public sector success to replicate wins in US Public Sector, Healthcare, and E-Commerce
- **Talent Pipeline:** Accelerate certification and cross-training in data, AI, and cloud-native delivery
- **Marketing & GTM:** Launch Build With Google campaigns, data-driven case studies, and joint events to drive demand

2025 Improving Team Overview

Partner Google Cloud Sales Team



Global Google Lead:
Thomas Cousens



Global Partnerships Director:
Ehren Seim



Global Google Marketing:
Sarthak Routh

Executive Sponsors



CRO/SVP: Matt Russell



FCTO: Kyle Porter

Google Cloud Pre-Sales & Practice



Head of Delivery:
Valentino Harricharran

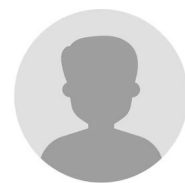


Google Technical Lead:
Sergey Vershinin

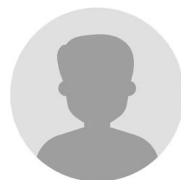


Google Technical Lead:
Jared LaRue

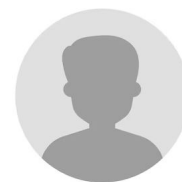
Google Sales Team



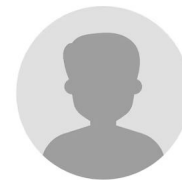
Partner Advisor:
Silvia Hernandez



Partner Engineer:
NA



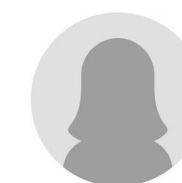
Partner AI Sales Specialist:
NA



Marketing Lead:
NA



Executive Sponsor:
John Cousens



Sales - PubSec:
John Cousens

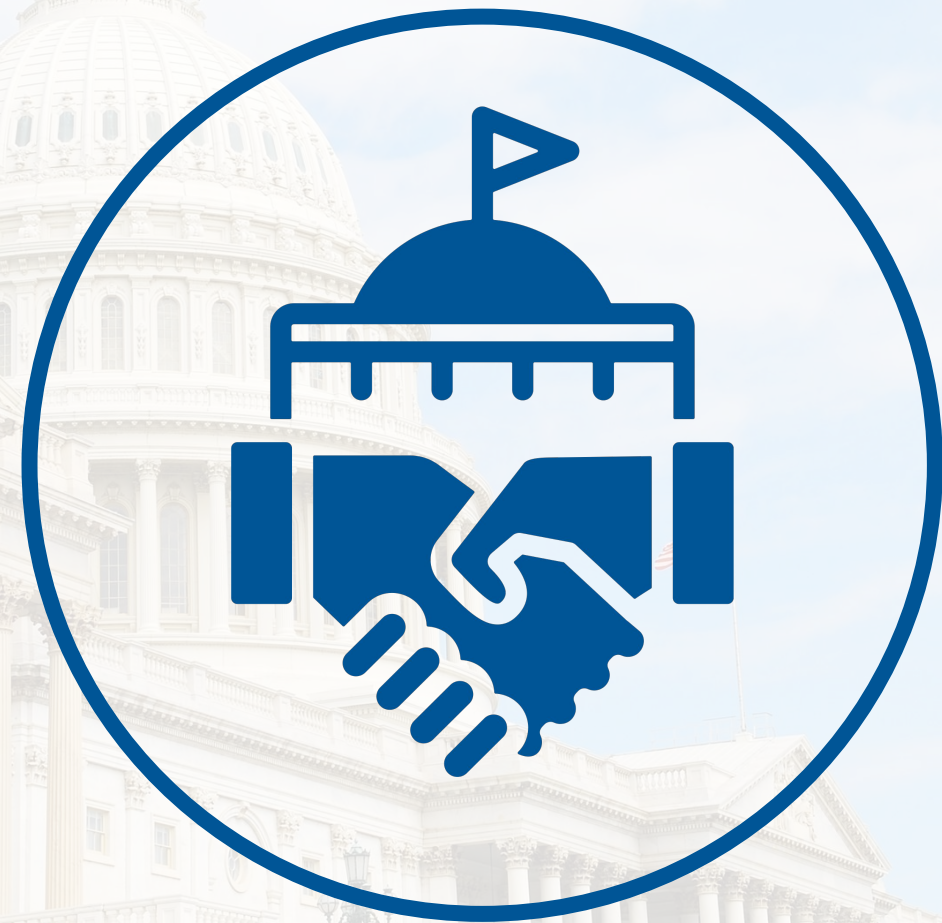


Google Architect

Our Vertical Expertise on Google Cloud



Public Sector



Healthcare



E-Commerce





Public Sector



Google Projects

ARTM **OTTAWA POLICE**

DRDC **Ontario**

RDDC

New Brunswick Canada **Québec**

DESTINATION CANADA **PATHFINDERS FOR UKRAINE**

LOUIS RIEL SCHOOL DIVISION

Other Clients

U.S. Department of Defense **CANADA POSTES CANADA**

CDSS CALIFORNIA DEPARTMENT OF SOCIAL SERVICES **DEPARTMENT OF HUMAN SERVICES**

NIET NATIONAL INSTITUTE FOR EXCELLENCE IN TEACHING **TEXAS TEACHERS**

RESURGENS ATLANTAGA **UNIVERSITY OF MANITOBA**

UTAH DEPARTMENT OF HEALTH



High-Performance Computing & AI/ML Portal

Accessible & Fully Managed Gateway To HPC On The Cloud

Problem

DRDC researchers often face long wait times to access on-premises high performance computing (HPC) resources, resulting in long delays to mission-critical research initiatives. While cloud-based compute can easily scale to accommodate the researchers' needs, bottlenecks, such as security controls, budget oversight, and scarcity of cloud engineering skills, continue to stand in the way implementing on-demand access to cloud-based HPC resources.

Solution

To meet the Customer's needs, Improving developed the HPC & AI/ML Portal, a solution that enables **automated provisioning of secure cloud-based scientific computing environments**, alongside project lifecycle management, and cost control features.



Benefits

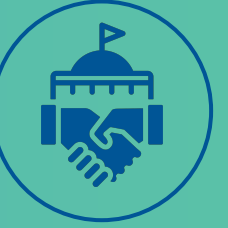
- Scientists can get access to cloud resources in **as little as 1 hour**, not weeks or months.
- FinOps features, including project budget alerts (25%, 50%, 75%, 90%, and 100%).
- Environments can be paused (retain data) or terminated (delete all).
- Easy collaboration via researchers/admin invites.
- Improves **oversight and cost control** for HPC & AI/ML access.
- Engineered to comply with **security standards** (NIST 800.53 / ITSG-33 PBMM).



Louis Riel School District

Predictive Analytics Solution for K-12 on Google Cloud

Transformative Insights Improving Educational Outcomes



Problem

The Louis Riel School Division (LRSD) in Winnipeg, Manitoba, struggled to predict student performance during key academic transitions—particularly from middle to high school. Poor outcomes in Grade 9 math and English were shown to negatively impact long-term academic and career success. Although LRSD had a strong data analytics foundation, it lacked the advanced tools and expertise to implement machine learning and predictive analytics.

Solution

Improving, in collaboration with Google, developed a predictive analytics solution on Google Cloud. Key components included:

- Use of anonymized student data
- Google Cloud SQL and BigQuery for data handling
- Logistic regression models to forecast Grade 9 English and math performance
- An interactive dashboard built on Looker for real-time insights



Benefits





- Accuracy: Testing indicates **accuracy of 83% for math and 75% English grades.**
- Early Identification: Enabled earlier detection of at-risk students for timely intervention.
- Data-Driven Decisions: Improved resource allocation and intervention strategies.
- Educator Empowerment: Provided actionable insights through a user-friendly dashboard.
- Scalability: Designed to support future student cohorts and integrate with Google Classroom.



HPC & AI/ML Portal for Public Sector



Our **HPC & AI/ML Portal** is a Google Cloud solution that allows researchers in public sector departments and agencies to easily request and provision templated cloud environments with the following benefits & features:

-  Managers are empowered to review project requests, and have visibility on project expenditures
-  The Portal enables single-click provisioning of a variety of scientific computing environments, including: HPC, genomics, geomatics, AI/ML, and VMs with cloud storage
-  Modular architecture enables rapid development of new environment types to suit customer requirements
-  Secure by design, using Identity-Aware Proxy (IAP) and least-privilege access control model



Terraform





Legacy Code Explorer for Public Sector



Code Explorer, an Improving service accelerator, empowers your public sector department or agency teams to **rapidly analyze, document, and extract actionable insights** from any codebase— combining decades of application modernization expertise with the latest in Generative AI technologies and innovations on Google Cloud.

Whether you're **planning a migration**, seeking to **improve maintainability**, or **striving for higher development efficiency**, Code Explorer delivers a comprehensive, AI-driven approach to code understanding and transformation.

Why Code Explorer?



Faster Time-to-Insight: Rapidly surface technical and business-critical information from complex codebases.



Reduce Risk: Identify refactoring opportunities and anti-patterns before they become costly issues.

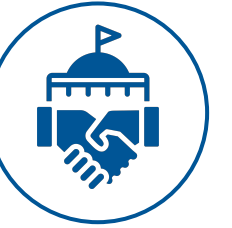


Boost Productivity: Generate human-readable documentation and knowledge graphs to onboard teams faster and support informed decision-making.



Drive Modernization: Lay the groundwork for migration, integration, and continuous improvement initiatives.






Gemini Google Cloud



Echo for Public Sector

Echo is an enterprise-grade AI cloud-native solution that transforms how public sector departments and agencies **manage and access institutional knowledge** by using retrieval-augmented generation (RAG), large language models (LLMs), and cloud-native tools to deliver a chat-like experience. It centralizes scattered documents, files, and insights into a conversational interface, enabling faster discovery, better collaboration, and smarter decision-making.

Why Echo?

-  Speeds up access to internal knowledge with AI-powered search.
-  Enhances collaboration by surfacing expertise across teams.
-  Reduces time spent searching documents and resources.
-  Integrates securely with cloud environments on GCP
-  Uses RAG and LLMs to deliver grounded, accurate responses.

Gemini Google Cloud



Google Cloud
Partner



Improving's Public Sector Demos



HPC & AI/ML Portal

Frictionless deployment of HPC and AI/ML research environments on GCP



Virtual Immigration Advisor

Bilingual Generative AI chatbot trained on IRCC website data



Record of Proceedings

Bilingual semantic search demo using House of Commons Hansard PDFs



Legislation Analysis Tool

Gemini-powered legislation summarization & analysis



Forms Processing

Form data ingestion using Document AI and Vertex AI AutoML



Available As A Demo

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Healthcare



Google Cloud Partner

Google Projects



Other Clients





Problem

Health Canada's Health Products and Food Branch (HPFB) faced inefficiencies and potential health risks due to the manual processing of non-standardized medical device reporting forms.

Solution

Improving developed an Automated Medical Device Reporting Solution using machine learning and AI to streamline and automate the data ingestion and processing workflow.

 Google Cloud  Cloud AutoML

 BigQuery  Document AI

Benefits

Speed: Significantly reduced processing time, clearing a 10 year backlog in just under 8 hours.

Improved Accuracy: Machine learning models ensured high accuracy in data extraction, reducing human error.

Scalability: The solution is scalable, enabling Health Canada to handle increasing volumes of data without a proportionate increase in manual labour.

AI-Powered Patient Records System

Modern Patient Records System with AI-Powered Search

Problem

PHSA faced significant challenges with their existing Care Connect system, which was outdated and inefficient in managing large volumes of patient data. Clinicians experienced disruptive and frequent delays in retrieving relevant patient records, affecting the timeliness and quality of healthcare services.

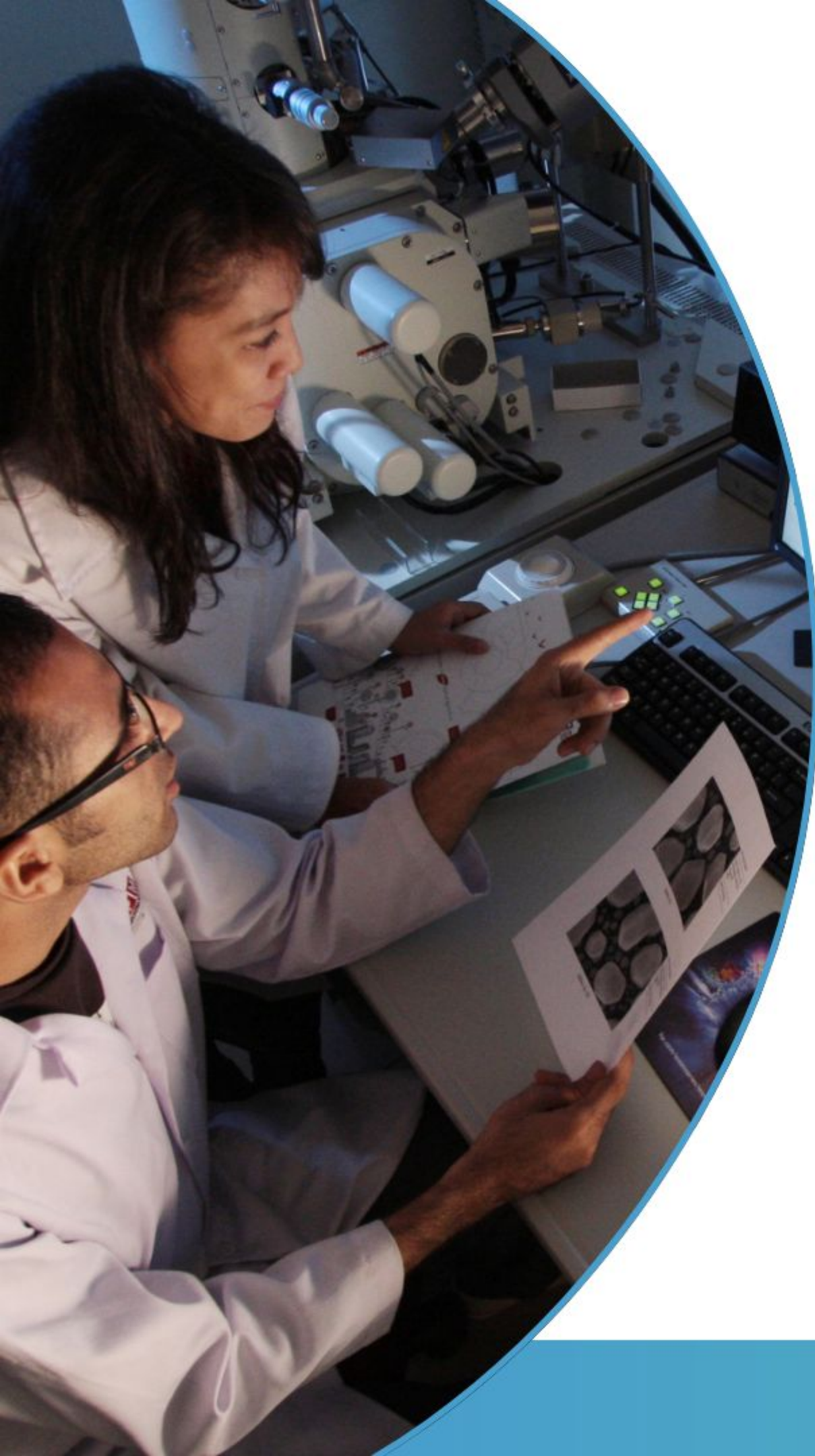
Solution

We designed and implemented a new AI-powered patient record system with a user interface similar to the existing Care Connect system for ease of adoption while integrating advanced functionalities such as semantic search and record summarization. Our team's approach included rigorous testing and feedback loops with end users.



Benefits

- **Enhanced efficiency** in accessing relevant patient records.
- **Cost savings** through improved operational efficiency.
- **Innovative healthcare delivery** with GenAI.
- **Improved user experience** with a familiar UI and enhanced features.
- **Better decision-making** with quick access to summarized information.
- **Scalable** cloud-based solution for future demands



HPC & AI/ML Portal

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The Portal enables single-click provisioning of a variety of scientific computing environments, including: HPC, genomics, geomatics, AI/ML, and VMs with cloud storage



Modular architecture enables rapid development of new environment types to suit customer requirements



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Gemini Google Cloud



Google Cloud
Partner



Improving's Healthcare Demos



Scientific Computing Portal

Frictionless deployment of HPC and AI/ML healthcare research environments on GCP



AI-Powered Patient Records Search

Demonstration of Vertex AI Search for Healthcare and Healthcare API with a custom UI



Healthcare Forms Processing

Healthcare form data ingestion using Document AI and Vertex AI AutoML



Available As A Demo

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E-commerce



Google Cloud
Partner

Google Projects



Other Clients





Costco

Google Retail Search Solution

AI-Powered Search For E-Commerce



Problem

Costco had expressed concerns regarding the relevance and ordering of search results on their B2B and B2C e-commerce websites. This issue impacts user experience and could potentially affect sales and customer satisfaction.

Solution

Improving integrated Google's Vertex AI Search for Retail into Costco's e-commerce platform, delivering a scalable, AI-powered search experience. GRS is engineered to rank results in a manner that optimizes revenue potential while delivering them at exceptional speeds. The system is powered by a self-improving AI model that continuously improves its performance based on new data and user interactions.



Benefits

Costco's AI-powered search solution delivered the following benefits:

- Improved search accuracy with AI-driven relevance
- Personalized results to boost revenue
- Lowered costs by replacing legacy systems
- Scalable design for growing e-commerce needs
- Flexible architecture for future tech changes
- Enhanced customer experience with faster, intuitive search





Propelled Brands

AI Applications, Data Migration, & Application Modernization

AI-Powered & Data Enabled Transformation On Google Cloud



Problem

Propelled Brands, managing multiple retail brands and franchises, faced significant challenges in aggregating and analyzing data across their brands and locations. The existing systems were fragmented, making it difficult to gain comprehensive insights into sales, customer behavior, and forecasting.

Their legacy applications were outdated, impacting their operational efficiency and scalability. They needed a robust and scalable solution to centralize their data, enhance reporting capabilities, and modernize their applications to meet the evolving demands of the retail market.

Solution

AI-Powered Application for Retail: Developed custom AI solutions using Vertex AI and Gemini to enhance procurement and vendor search, enabling smarter decision-making.

Data Migration & Integration: Centralized data from multiple sources into Google Cloud using BigQuery, Firestore, and Cloud SQL. Automated ETL processes with Cloud Run and Pub/Sub for real-time data flow.

Application Modernization & Development: Re-architected legacy monolithic apps into scalable microservices using React, Node.js, and Kubernetes. Improved performance, maintainability, and scalability

Benefits

Propelled Brands AI-powered and data-enabled transformation provided the following benefits:

- **Centralized data** for unified insights
- **Real-time reporting and forecasting** with Looker & BigQuery
- **AI-driven procurement and vendor search**
- **Scalable, modern** web applications
- **Automated ETL processes** for efficiency
- **Reliable, high-performance** infrastructure



Available As A Demo

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Code Explorer for E-Commerce



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Drive Modernization: Lay the groundwork for migration, integration, and continuous improvement initiatives.

Gemini Google Cloud



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Improving's E-Commerce Demos

AI-Powered Products Search

Demonstration of Vertex AI Search for Commerce, showcasing semantic search over a retail products catalog

Vendor Registration Forms Processing

Vendor forms data ingestion using Document AI and Vertex AI AutoML



Available As A Demo

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Thank you

Contact Us To Kickstart
Your Cloud Journey!

Google Cloud **improving** 
It's what we do.™

