

Capability statement

Architect-led technology and services advisory. Headquartered in Detroit since 2009.

Who we are

NETVarista brings the right technology and delivery providers to each client, then holds every provider accountable after go-live. Engagements are run by solution architects, not account managers, and backed by a global bench of specialists.

Core capabilities

- **Cloud and hosting:** migration to AWS, Azure, Google Cloud or Oracle Cloud; landing zones; compute and storage; disaster recovery; FinOps.
- **Security and compliance:** managed detection and response with a 24/7 SOC; Zero Trust and identity; NIST, HIPAA, PCI and CMMC readiness.
- **Workplace:** virtual desktops, device management, Microsoft 365 and Copilot adoption, service desk.
- **SAP and Oracle:** SAP S/4HANA paths and application management; Oracle E-Business Suite, JD Edwards, PeopleSoft and Fusion Cloud.
- **Network and voice:** SD-WAN, SASE, UCaaS and contact center, carrier sourcing across 1,000+ suppliers.
- **AI, data and development:** AI readiness, governed agents for workflow automation, data platforms, custom apps.
- **Web and full-stack development:** headless websites and online stores, portals and web apps, APIs, managed hosting.
- **Enterprise advisory:** independent program assurance, sourcing and RFP advisory, M&A technology due diligence, fractional chief architect.
- **Staff augmentation:** architects, engineers and project managers embedded in client teams.

Leadership

Lai Long, founder and principal architect. More than 20 years in enterprise technology across presales leadership, solution architecture and strategic selling, including roles as security solutions director and global presales senior solutions director at NTT. Michigan State University.

NETVarista capability statement, October 2026

Architects, not a sales team.

Free to talk. Billed only when our architects do the work.

Differentiators

- **Independent by policy.** Any provider fee is disclosed in writing. On sourcing, assurance and due diligence work, the client is our only source of payment.
- **Accountable after go-live.** Day-two scorecards track every provider's SLAs, OLAs and cloud spend, with quarterly reviews.
- **Architect-led.** Senior architects own each engagement from discovery through day two.
- **Reach without bias.** A vetted ecosystem with access to more than 1,000 technology suppliers, chosen per pursuit.

Engagement models

Advisory

Discovery calls and introductions at no cost

Projects

Time and materials with a cap, or fixed fee

Staff augmentation

Billed for actual work

Day two

Essentials at no cost; Visibility by subscription

Industries

Automotive and manufacturing

Financial services and insurance

Healthcare

Retail

Logistics