



Accelerating Your Network Transformation

ABOUT TELENCE SOLUTIONS

Telence Solutions is a premier Network Consulting Services company founded by industry veteran Maneesh Gupta, who brings 27 years of deep expertise in network infrastructure design and implementation. We specialize in providing comprehensive, carrier-grade networking solutions to Enterprise customers including utilities, universities, hospitals, government agencies, and telecommunications companies of all sizes.



Our Mission

To deliver cutting-edge network consulting services that enable organizations to optimize their infrastructure, enhance performance, and achieve their business objectives through tailored, technology-driven solutions.

OUR DIFFERENTIATORS

Technical Excellence



Exclusive Nokia SRA Certified Team :
Less than ~1,500 Nokia Service Router Architects globally (compared to 68,000+ CCIEs)



Elite Certification Portfolio: Minimum of two vendor certifications per team member



Certified Instructor Credentials:
4 certified instructor certifications on our team



Multi-Vendor Platform Expertise :
Supporting 8 leading technology platforms

Vendor-Agnostic Approach

We are certified across industry-leading platforms:

Nokia® Cisco® Arista® Versa®
Juniper® Paloalto® AWS® Microsoft®

Global Delivery Excellence



Headquarters: Wyoming, US



Strategic Locations: Canada, Portugal and India



24/7 Service Capability: with distributed team model



Competitive Market Pricing: with global reach

People-First Philosophy



Technology success driven by exceptional talent



Team empowerment and sustainable partnership strategy



Average 15 years of experience per team member

COMPREHENSIVE SERVICE PORTFOLIO

1. Strategy & Consulting

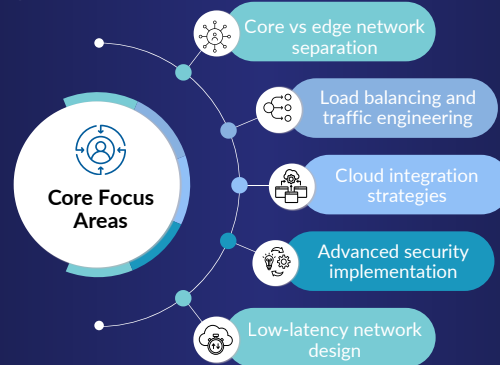
We begin with a deep-dive analysis of your business objectives, current network infrastructure, and regulatory requirements.

Key Deliverables

-  Current network architecture assessment and blueprints
-  ROI and TCO analysis
-  Strategic technology recommendations

2. Design & Architecture

Custom infrastructure designs optimized for performance, fault tolerance, and cost-efficiency.



3. Integration & Migration

Seamless network transitions with minimal operational disruption.

Service Components

-  OS and firmware configurations
-  System integration and data migration
-  Security hardening and implementation
-  Comprehensive testing and validation

4. Optimization & Automation

Intelligent network performance enhancement through advanced analytics and AI/ML.

Benefits

-  Optimized bandwidth usage
-  Reduced human error through automation
-  Improved response times
-  Predictive analytics for proactive management

5. Security & Compliance

Enterprise-grade security embedded throughout your network infrastructure.

Security Framework

- Network Access Control (NAC)
- Zero Trust Architecture implementation
- Advanced Persistent Threat (APT) defenses
- Automated compliance monitoring
- Penetration testing using industry-standard tools

6. Managed Services & 24/7 Support

Full-service management with proactive monitoring and strategic optimization.

Service Includes

- SLA monitoring and predictive analytics
- Incident management and resolution
- Asset lifecycle management
- Level 0-1-2 helpdesk support
- Regular patching and upgrades
- Strategic quarterly business reviews

APPLICATION-AWARE INTELLIGENCE

Adaptive Networking for Modern Workloads

In today's digital landscape, applications drive business value. Our Application-Aware Intelligence solutions ensure your network dynamically adapts to modern application requirements.

Key Capabilities

-  **Deep Packet Inspection**
Understanding application traffic patterns and content types
-  **Quality of Service (QoS)**
Intelligent traffic prioritization based on business importance
-  **Real-Time Telemetry**
Continuous performance monitoring with automated feedback loops
-  **AI/ML Optimization**
Predictive analytics for proactive network adjustments
-  **Application-Centric Infrastructure**
Policy-driven microsegmentation and automated compliance

Service Catalog

Advanced Technical Certifications Powering Enhanced Service Delivery

Arista®

- Arista EOS Essentials – Configuration, Troubleshooting
- EVPN-VXLAN Fabric Design & Deployment
- MLAG, BGP-EVPN, Leaf-Spine Topology Design
- CloudVision Automation – Config Drift, Telemetry
- Arista Ansible & eAPI Automation Lab
- SDWAN Security Design and Implementation
- SDWAN Audit/Refresh

AWS®

- AWS Advanced Networking Specialty Prep
- VPC, Transit Gateway, Direct Connect, VPNs
- Hybrid Cloud Networking (Cisco/AWS Integration)
- EKS Networking, ALB/ELB Design
- Automation via CloudFormation, Terraform, Boto3

Cisco®

- SDWAN design and Implementation
- Service Provider Design and Implementation
- Data Center: VXLAN, EVPN, Clos Fabric, ACI Intro
- End to End Network Automation
- SDN Support
- Telemetry Design
- MPLS, MPLS-TE, Segment Routing, QoS Deep Dive
- Cisco SD-WAN Deployment & Design
- Cisco DevNet (Python, REST APIs, Ansible Labs)

Nokia®

- Datacentre design with SRLinux
- IP/MPLS Design with 7x0 routers - L2/L3 VPNs
- Advanced Troubleshooting for IP/MPLS Networks
- Segment Routing
- BNG, Metro Aggregation, Internet Peering, CGNAT
- Fixed Wired Access, Private LTE
- 5G Transport & Timing (with 1830 PSS / Sync)
- Cross-vendor Interop (Cisco/Juniper/Nokia MPLS/VPN)
- Nokia NSP Installs, Upgrades
- Nokia NSP Network Automation & Monitoring
- End to End Automation and Telemetry
- SR OS Automation with YANG/NETCONF, gNMI, CLI scripting

Juniper®

- Service Provider Design and Implementation
- Data Center Leaf & Spine design and implementation
- BRAS
- Enterprise Design
- Network Audit and Refresh
- Automation with PyEZ, NETCONF, Ansible
- vLabs & Custom Lab Building Services
- EVPN, L3VPN, L2VPN, Multicast in Junos
- Segment Routing & Seamless MPLS on MX Series

KUBERNETES®

- Kubernetes deployment service
- K8s Networking Deep Dive (CNI, Ingress, Services)
- Multitenant Networking, Network Policies
- Kubernetes + DevOps: GitOps, ArgoCD, Helm

Microsoft®

- Azure Solution Design & deployment
- Designing Hybrid Connectivity: VPNs, ExpressRoute
- NSGs, Firewalls, Load Balancing in Azure
- Azure Kubernetes Networking (CNI/Calico)
- IaC with Bicep, ARM, Terraform for Networking

Paloalto®

- Security Audit
- Data Center Security Design and Implementation
- Zero Touch Security Implementation
- Edge Security Design and Implementation

Versa®

- SDWAN Design
- SDWAN Implementation
- SDWAN Audit/Refresh
- SDWAN Security Design and Implementation
- SDWAN Automation using WEBHOOK

Juniper Certified Instructor
Palo Alto Certified Instructor
Versa Certified Instructor
Arista Certified Instructor

Arista®

- Arista CloudVision Portal Certified (CVP Certified)
- Arista Cloud Engineer Level 3 (ACE:L3)

AWS®

- AWS Certified Solutions Architect (AWS-SAA)

KUBERNETES® Certified Kubernetes Administrator (CKA)

Cisco®

- Cisco Certified Internetwork Expert (Data Centre) (CCIE-DC)
- Cisco Certified Internetwork Expert (Routing & Switching) (CCIE-R&S)
- Cisco Certified Internetwork Expert (Service Provider) (CCIE-SP)
- Cisco DevNet Professional (DevOps)

Juniper®

- Juniper Networks Certified Internet Expert (Service Provider) (JNCIE-SP)
- Juniper Networks Certified Professional (Service Provider) (JNCIP-SP)
- Juniper Networks Certified Professional (Enterprise) (JNCIP-ENT)
- Juniper Networks Certified Professional (Security) (JNCIP-SEC)

Microsoft®

- Microsoft Azure Solution Architect Expert (AZ-305)

Nokia®

- Nokia Service Router Architect (SRA)
- Nokia Data Center Fabric Network Expert (DCFNE)
- Nokia Data Center Fabric Automation Expert (DCFAE)

Paloalto®

- Palo Alto Networks Certified Network Security Administrator (PCNSA)
- Palo Alto Networks Certified Network Security Engineer (PCNSE)

Versa®

- Versa SDWAN Associate and Specialist

Training Catalog

Arista®

- Arista Level 1, 2 & 3 Certification preparation
- Arista CVP Certification preparation
- Arista CloudVision & Automation Essentials
- Arista EOS – Extensible Operating System Deep Dive
- EVPN-VXLAN with Arista
- Arista Automation using Python, Ansible & APIs
- Arista Data Center Fabrics (Clos + Spine-Leaf)

AUTOMATION ORCHESTRATION®

- Python Basic
- Python Intermediate
- Python Advanced
- Ansible
- gNMI

Cisco®

- CCNA (R&S, Service Provider, Security, Enterprise) Bootcamp
- CCNP (Security, Service Provider, Enterprise) Bootcamp
- CCIE (R&S, Service Provider, Security, Enterprise) Bootcamp
- Cisco DevNet Associate / Professional (Python, APIs, NetDevOps)
- MPLS and Segment Routing Bootcamp
- SD-WAN Implementation and Design
- Data Center Fabric (VXLAN, EVPN, Clos)
- Network Automation using Ansible & Python

Juniper®

- JNCIA (ENT/SP/DC/SEC)
- JNCIS (ENT/SP/DC/SEC)
- JNCIP (ENT/DC/ENT/SP)
- JNCIE (SP/DC/ENT)
- DEVOPS
- Advanced Routing with BGP, IS-IS, OSPF
- EVPN/VXLAN on Junos
- Junos Automation with Python, Jinja2, Netconf, Yang
- Junos SDN & Contrail Deep Dive
- High-Availability & Traffic Engineering in Junos

KUBERNETES®

- CKA, CKAD Bootcamp & Labs
- Kubernetes Fundamentals & Architecture
- CKA – Certified Kubernetes Administrator
- Kubernetes Networking Masterclass
- Kubernetes for Network Engineers
- DevOps with Kubernetes, Ansible & GitOps
- K8s Networking Deep Dive (CNI, Ingress, Services)
- Multitenant Networking, Network Policies
- Kubernetes + DevOps: GitOps, ArgoCD, Helm

Microsoft®

- Azure Network Engineer Associate (AZ-700) Bootcamp
- Hybrid Networking with Azure VPN, ExpressRoute
- Azure Infrastructure as Code (IaC) using Bicep/Terraform
- Cloud Networking for AI/ML and HPC with Azure

Nokia®

- NRS I, NRS II, SRA, DC Certification Bootcamps
- BNG (Broadband Network Gateway)
- IP/MPLS Architecture & Troubleshooting
- Data Center Implementation and EVPN/VXLAN
- Quality of Service
- VPN Deployment
- Segment Routing in SR OS
- Nokia NSP (Network Services Platform) Essentials
- EVPN/VXLAN DC Fabric with/without Controller EDA
- Next-Gen Multicast in Nokia
- CGNAT

Paloalto®

- EDU 210 Bootcamp
- EDU 220 Bootcamp
- EDU 330 Bootcamp

Versa®

- SDCA (Versa Secure SDWAN Configuration and Administration)
- A-SERV(Advance Services)
- V-SASE (Advance Services Security)

OUR PROVEN EXPERIENCE

Foundation of Excellence



200+ Years of combined industry leadership across our leadership team



Global Delivery Experience across North America, Europe, Middle East, and Asia Pacific



Strong Industry Foundation with comprehensive customer support experience

Target Markets

Utilities and Energy Companies

Healthcare Organizations and Hospitals

Government Agencies (Federal, State, Local)

1

2

3

4

5

6

Universities and Educational Institutions

Transportation and Mining Companies

Telecommunications Providers

TECHNOLOGY PLATFORMS & TOOLS

Cloud & Networking

- Amazon Web Services (AWS) and Microsoft Azure
- Networking from Nokia, Cisco, Juniper, and other leading vendors
- Datacenter and SDN Solutions from Arista and Versa

Monitoring & Analytics

- Prometheus and Grafana for performance monitoring
- Splunk and Elastic Stack (ELK) for log analysis
- ServiceNow and BMC for ITSM platforms
- ThousandEyes for end-to-end path visibility

Security & Compliance

- Palo Alto Networks firewalls
- Advanced cybersecurity and threat management tools
- Automated compliance monitoring solutions

MANAGEMENT TEAM

Maneesh Gupta

Founder & President

27 years of industry experience driving overall strategy and operations

Arin Bhowmick

Co-Founder & VP Operations EMEA

Leading global team coordination and service delivery in Europe, Middle East, and Africa

Anubhav Gupta

Co-Founder & VP Operations APAC

Managing operations and service delivery across Asia Pacific region

Aniket Pathak

Co-Founder & VP Solutions

Spearheading technical direction and innovative solution development

Pankaj Handoo

Co-founder, VP Operations - Americas

Leading team coordination, service delivery and finance for all of Americas

WHY CHOOSE TELENCE SOLUTIONS?

Competitive Advantages



Specialized Focus on network consulting with rare certifications



Vendor-Agnostic Expertise ensuring unbiased recommendations



Global Delivery Model with local execution capabilities



Application-Aware Intelligence for modern workload optimization



Proven Track Record with 27+ years of industry leadership



Customer-Centric Approach with personalized solution development

Our Value Proposition



Carrier-Grade Solutions without the need for large in-house teams



Startup Agility combined with deep technical expertise



Cost-Effective Global Delivery with competitive market pricing



Technology ROI Maximization through intelligent design and optimization



Long-Term Partnership with ongoing support and strategic guidance



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