

TOP WENTY

Systems Integrators 2016

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**THE REGION'S LEADING
SYSTEMS INTEGRATORS**

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New game, new rules

In this age of cloud, mobility and IoT, large IT projects are becoming increasingly complex, both technologically and financially. It is very common to see the IT projects being routinely over budget, behind schedule, and have not met performance expectations. This is where a good system integrator comes handy; they can help you reduce the management overhead, infrastructure costs and overall complexity. Though many companies have cut IT budgets this year, many vertical industries are still spending on projects in priority areas such as security, mobility, business continuity and disaster recovery.

And they all need external service providers because their IT teams often lack the skills and expertise to build, implement and manage the integration of new systems. A successful integration project requires a deep understanding of the unique systems, processes, security needs and business rules. This is where a good SI comes handy.

Today, enterprises have the option of leveraging cloud-based integration solutions deliver as a service, providing not only complete outsourcing, but the additional economic and technical benefits the cloud can bring. Though we are not sure yet if cloud poses a threat or opportunity to the system integration market, what is for sure is that SIs will have to reinvent themselves as solution providers rather than just selling products and services.

CONTENTS

AGC NETWORKS	5
AL-FUTTAIM LOGISTICS	5
AL ROSTAMANI COMMUNICATIONS	5
ALMOAYYED INTERNATIONAL	5
ALPHA DATA	5
EMITAC ENTERPRISE SOLUTIONS	6
CNS	8
IXTEL	11
NANJGEL SOLUTIONS	12
TRANSSYS SOLUTIONS	14
DIMENSION DATA	16
FINESSE	16
GULF BUSINESS MACHINES (GBM)	16
HELP AG	16
INTERTEC	16
ITQAN	18
MDS UAE	18
SECURETECH	18
SEVEN SEAS COMPUTERS	18
STME	18

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AGC NETWORKS

www.agcnetworks.com

Founded more than 30 years ago, AGC Networks is global technology solutions provider. The company is a known solutions integrator providing a variety of solutions in the following four quadrants in the ICT domain – unified communications, cybersecurity, network infrastructure and data centre, and enterprise applications and services. With global presence in nine countries and a network of offices in India, AGC has 3000+ strong, diverse customer base spread across verticals like banking, financial services and insurance, government, PSUs and defence, healthcare, and travel and hospitality among others.



AL-FUTTAIM LOGISTICS

www.alfuttaimtechnologies.com

Al-Futtaim Technologies, a subsidiary of the Al-Futtaim Group, operates as a systems integrator and business solutions provider in the region. The company delivers a range of business solutions for large, medium and small customers. These include networking solutions, IP telephony, infrastructure, contact centre solutions, business applications, ELV systems, professional audio visual and broadcasting solutions, and managed services.



AL ROSTAMANI COMMUNICATIONS

www.arcuae.com

Al Rostamani Communications (ARC) is an IT and telecommunication solutions provider and systems integrator, offering integrated technology solutions and professional services to customers in UAE and other GCC countries. The company offer its solutions and services to various industry verticals including telecom service providers, government, oil and gas, utilities, financial sector, education, hospitality, healthcare, industries, transportation, retail, trading, real estate and construction.

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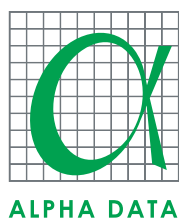


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ALMOAYYED INTERNATIONAL

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Almoayyed Computers (AC) offers systems, solutions and technical services. The company offers solutions for mission-critical problems through innovative applications of technology, products and expertise. As one of the pioneering Divisions of the Almoayyed International Group (AIG), ARC is among the leading ICT solutions company in Bahrain.



ALPHA DATA

www.alpha.ae

Alpha Data has a track record of 30 years as a systems integrator. The company's offerings are aimed at enabling its customers improve processes, reduce data centre and infrastructure costs, manage risk and governance and enhance top-line revenue. It previously achieved industry accreditation from HP, Juniper, Cisco, Belden and Microsoft Partner.



EMITAC ENTERPRISE SOLUTIONS



Tony Alam, CEO, EES

Emitac Enterprise Solutions, a part of Emitac Group, has established itself as a systems integrator, delivers IT infrastructure services and solutions to clients in the UAE since 1976. The company's range of offerings include designing, building and providing solutions for business applications and core infrastructure including systems and storage, data centres and enterprise wide communication and networking. EES also has a comprehensive portfolio of implementation, support and consulting services solutions to help customers in various verticals.

Can you outline your company's major achievements over the last 12 months?

We made significant all-round progress last year by implementing many strategic and prestigious IT projects in the region. This has also seen an enhancement of our solution portfolio, especially in the areas of managed and cloud services, data centre solutions, enterprise software licensing and networking. We also launched our Network Operations Center (NOC) at our new offices to control and manage customer installations 24x7. Furthermore, we achieved certain niche certifications, such as the SAM Competency. We also inked a partnership with archive migration platform Archive 360, to optimise client adoption of cloud-based technology. Finally, we were awarded *System Integrator of the Year 2015* at the *GEC Awards*, amongst



In any project, the SI acts as the bridge between the customer, vendor and any other parties involved, and makes sure that all the customer requirements are properly identified, agreed upon, installed, implemented, deployed, project managed, supported and finally delivered on time.

wrong during the design, deployment and support of any project. At every stage, proper approval is taken to avoid any differences in the later stage. We do not believe in rip and replace, so an assessment is done of the customer infrastructure before a solution is proposed, considering the optimum use of their existing IT. We ensure to deploy qualified and experienced staff both in project and delivery teams. Furthermore, we train the customer in any new technologies implemented and keep supporting them until they are capable on their own.

other notable awards as recognition of our achievements.

What are the major technology trends you see impacting enterprise IT in the next five years?

There are five trends driving and influencing regional IT. Explosion of mobile devices both in number and in features; social networking as a radical way of communication; analytics as an absolute requirement for agility for making business decisions; cloud computing as the platform to provide utility like computing resources; and above all, security that keeps on being pushed to the edge by all of these massively adapted trends.

What are the important criteria end-users should consider when choosing an SI?

The customer should give more importance to the experience the SI has in terms of in delivering similar, complex projects, as well as looking at their expertise or certifications in the field, and the kind of (resources) project and delivery teams the SI has rather than the price competitiveness.

What are the most common mistakes customers should avoid when choosing an SI?

To ensure project success, selection of the right system integrator is very

crucial. Some of the common mistakes the customers should avoid when choosing an SI are:

- Do not choose an SI just because he is competitive on the price.
- Involve all the relevant project stakeholders internally and share the SI profile with them before you choose an SI.
- Do not underestimate and compare the value of the experience an SI brings with the price of the other.
- Certifications are equally important. Check for relevant certifications which are likely to be used in the project.

What role does an SI play in ensuring the success of an IT project in an enterprise?

The role of the systems integrators has evolved to provide a broad list of deliverables. In any project, the SI acts as the bridge between the customer, vendor and any other parties involved, and makes sure that all the customer requirements are properly identified, agreed upon, installed, implemented, deployed, project managed, supported and finally delivered on time.

How does your company ensure that your clients get the most out of their projects?

For EES, customers are the focus. Therefore, we set accurate and realistic expectations to ensure nothing goes

Do you address the cloud adoption needs of your customers?

Yes we do. We are one of the leading cloud and managed services providers in the region, and our cloud deployment saw a 60 percent increase y-o-y.

Define your company's strategy for the next 12 months?

We will focus on expanding different competencies around cloud, mobility and Big Data, covering different technologies (from data centre to software and mobility) and especially evolving the delivery models, where cloud and "as a service" takes more relevance. Owing to the growing customer demand of structured service offering, EES has also amplified its focus on growing its outsourcing and managed services unit. Our offshore development and support centre is getting ready and will be launched in October in Bangalore, India, to feed our service delivery teams to address the unique, urgent requirements of our customers.

Emitac Enterprise Solutions

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CNS

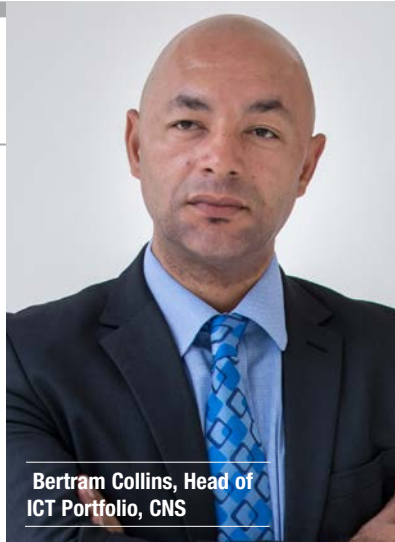
CNS (Computer Network Systems), a part of Aban Investment, is a UAE based systems integrator and solutions provider catering to enterprises across the UAE and Oman. The company offers business solutions, systems' integration and managed services to a variety of industry verticals including financial services, telecommunication, governments, education, energy and healthcare.

How has the role of systems integrators changed over the years?

An SI's role has moved from being a pure ICT infrastructure integrator to a fully-fledged end-to-end system integrator from business process to ICT. It has shifted towards having the depth and breadth of business and ICT capabilities to advise, design, provision and deploy complex business challenges and opportunities. As hardware infrastructure is commoditised, the SI will need to develop a deeper understanding of the software and application infrastructure.

Can you outline your company's major achievements over the last 12 months?

CNS has acquired new customers in transportation and government sectors, and has also been recognised by an existing government customer as the best service provider and SI for two years in a row. Our team strives to always provide exceptional service and value to our clients, and receiving such appreciation letter exemplifies our commitment.



Bertram Collins, Head of ICT Portfolio, CNS

What are the important criteria end-users should consider when choosing an SI?

Strong methodology; breadth and depth of skills and capabilities; business and industry knowledge; proven expertise; knowledge transfer; strong project management and cultural fit.

What are the most common mistakes customers should avoid when choosing an SI?

Avoid excluding the business owners and sponsor from the selection process, as no one knows better about the business and ICT transformation project than the sponsors. Secondly, don't ignore the cultural fit between SI's and the buying organisation.

What role does an SI play in ensuring the success of an IT project in an enterprise?

SI's ensure customer business and technical requirements are met, whilst driving strong and best practices using the SI methodology. They should also provide excellent project management capabilities.

How does your company ensure that your clients get the most out of their projects?

CNS has proven capabilities in SI, including strong project implementation and management, along with a good level of engagement with client business owners. The company also believes in being flexible when required, and going that extra mile to ensure full client satisfaction.

Do you address the cloud adoption needs of your customers?

CNS addresses the cloud adoption requirements of our customers by successfully integrating cloud based systems in the private cloud delivery model for customers. We have successfully designed, provisioned and deployed private cloud infrastructure for customers, including disaster recovery for cloud. Our client base was – and still is – very satisfied with the accuracy and speed at which we delivered projects.

Define your company's strategy for the next 12 months?

CNS will continue to drive the adoption of the private cloud business in the UAE and the region; our move toward the cybersecurity services and solutions will drive our future growth, and we are refining our managed services and Big Data solution offerings in the market.



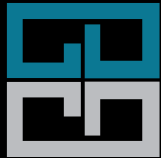
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GRANTEQ DISTRIBUTION



Girish Narayanan, Managing Director, Granteq

GRANTEQ

Granteq Distribution specialises in distributing integrated AV, control and IT technologies. With aims to bring unique and innovative offerings to the Middle East & Africa (MEA) region, the company promises to help their partners gain a competitive edge in the market.

How has the role of systems integrators changed over the years?

We are living in an era of transformation, and SI's are the vehicles bringing this transformation around.

Can you outline your company's major achievements over the last 12 months?

The last 12 months have brought in a lot of promising opportunities in terms of larger market reach in Africa, KSA and Qatar. We have incorporated a focused effort in our business model to closely collaborate with SI and IT resellers because we see a lot of 'value' that we can add together on key projects. We have already signed off partnerships with many new SI's and IT resellers in GCC, and we are confident to close rewarding opportunities together in the near future.

What are the major technology trends you see impacting enterprise IT in the next five years?

With a lot of new trends, there are also many new players in the market. This in turn is driving market players towards ensuring success in project delivery, which is a key factor in determining their future within the enterprise IT

segment. A lot of focus has been shifted towards applications, where BYOD and going mobile are the dominant areas. In terms of services, managed services and outsourcing are now the most talked about areas within enterprises, which will lead to a lot of movement within the SaaS domain.

What are the important criteria end-users should consider when choosing an SI?

End-users should have complete understanding of their existing IT framework versus what they need. I think challenges all begin with either lack of a clear objective or absence of complete education on the project being discussed. This education is required at all levels within the IT team, not just in terms of IT decision makers. If the SI does not encourage education, projects get more endangered.

What are the most common mistakes customers should avoid when choosing an SI?

End-users must be sure of their objectives and work on their education at grass-root levels in line with what they want to deploy and achieve. In fact, we believe in educating the customer before taking up any project and once the customer has a complete insight, in line with their existing set up and budget, we encourage them to decide what works best. Our vendors and channel partners join us for many meetings as we work as a team and ensure that they share their domain and region experience.

What role does an SI play in ensuring the success of an IT project in an enterprise?

The success of any project fully depends on the capabilities of the SI. Technical skills, project planning and execution, along with regular feedback being shared with customers, plays a key role in ensuring a project's success.

How does your company ensure that your clients get the most out of their projects?

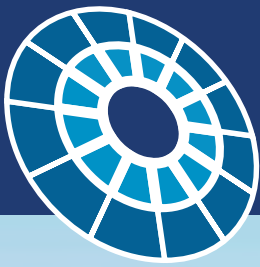
Our team understands the customer's objectives as well as the allocated budget. We spend quality time in understanding the complete project's design and scope, whilst also ensuring the client has complete clarity on what we will be deploying. Additionally, in line with the client budget our emphasis remains on not just fulfilling their objectives but also adding 'value'.

Do you address the cloud adoption needs of your customers?

Yes, cloud and mobility are key in today's world of collaboration. We have been successful in deploying these for projects such as innovative tele healthcare and retail applications.

Define your company's strategy for the next 12 months?

We will be following a clear strategy on acquiring a better market reach across Africa, Middle East and India, along with a lot of brand awareness campaigns. We bring specific industry focus and hence, our major focus will be to spread maximum awareness to our target areas, and we are sure what we have is worth making noise about.



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IXTEL

Ixtel is a managed IT and security service provider offering ICT services to customers across the UAE, KSA, Kuwait, Bahrain, Oman and Qatar markets. The company offers a broad range of services from IT strategy setting and consultancy through systems integration to comprehensive outsourcing of IT or business functions to transform service delivery and enhance customer experience. Among the key systems integration offerings ixtel has are network consulting, engineering, integration and optimisation.

Can you outline your company's major achievements over the last 12 months?

We have successfully evolved our business to address new growth opportunities. Now, we do much more than systems integration. We have become a true digital service provider by swiftly transitioning in the digital services industry towards new areas of digital growth, including Big Data, cloud, mobility and security. This has thereby created one of the most powerful brands in the process, through having a relentless focus on providing high-quality digital services that allow our customers to get the most out of an increasingly connected world.

What are the major technology trends you see impacting enterprise IT in the next five years?

I believe contextualised analytics will be a prevailing force in next five years. More context will allow enterprises to create a more integrated and valuable information experience for clients, employees, partners and citizens. Secondly, enterprises have discovered the power of APIs and will continue to build on them. APIs are no longer just a development tool. Finally, if there's anything that's certain about the future, it's that some new innovative technology or application will surface that will change our thinking, again.



Mehdi Quraishi, CEO, ixtel Technologies

What are the important criteria end-users should consider when choosing an SI?

Methodology, and considering whether a proven approach or process to successfully implement a complex system in a complex environment has taken place. Secondly, end-users should look for proven expertise from people who have engaged in the project and possess experience, which has been obtained through performing similar tasks on multiple occasions under various situations. Finally, the tools – the systems, programmes, templates, manuals, and other tangibles which have been used to carry out the methodology should be given some thought.

What are the most common mistakes customers should avoid when choosing an SI?

The partner you choose will likely have a significant influence on your project and its success. It pays to get it right. The first mistake is to avoid the IT team, as whilst the internal IT team may be the IT implementation experts, nobody knows what the project's sponsors want more than the sponsors themselves. Make the selection process competitive; be sure to engage all the internal stakeholders, and don't let the selection team favour partners early in the process. Finally, getting an SI that really knows how to deliver technology solutions is critical. But be aware; you also need to pay attention to their capabilities

in programme management, change management, and business process design. These are all just as essential to the success of your planned initiative as the partner's technology expertise.

What role does an SI play in ensuring the success of an IT project in an enterprise?

SIs play a key role in ensuring the success of a project, so they need to deploy a proven, repeatable framework to directly connect the strategy and business outcomes to IT projects, capabilities and deliverables. We at ixtel use our considerable knowledge and problem-solving experience; we developed a structured yet flexible end-to-end methodology for consistently delivering predictable outcomes for our clients successfully.

How does your company ensure that your clients get the most out of their projects?

Ensure governance measures are put in place and well documented, as well as having a strong project and programme management function. It is also important for us to ensure alignment with stakeholder expectations before we commence with the work, and then continue to assess this throughout the duration of the project

Define your company's strategy for the next 12 months?

The customer is at the heart of what we do, and our business model starts with the things that set us apart from our competitors. We have a unique combination of people, technology and services which we bring together to create and deliver our products and services. The three foundations of our strategy – customer service delivery, cost transformation and investing for the future – are central to our business model.

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NANJGEL SOLUTIONS

Nanjgel Solutions focuses on delivering IT security for businesses across the region. The company delivers end-to-end information security services while practicing an approach that gives customers more solutions that are tailored to their specific needs. Nanjgel also offers information technology solutions that enable business to be conducted securely and privately on the Internet.

How has the role of systems integrators changed over the years?

The role of the SI has been pushed to its limits where both the customers and vendors expect the SI's to be experienced and competent with all of the technologies they handle. We have to act as security advisors, consultants, design architects, and implementers, as well as fully supporting the client post-implementation with stringent SLA's.

Can you outline your company's major achievements over the last 12 months?

The stand-out achievement is the Cyber Security Threat Management Solution that we are implementing for a leading telco in the Middle East, which we won against leading SI's in the market. Nearly 80 percent of all the systems are non IP based platforms, and we needed to integrate with them to be able to understand the threat levels for each of these devices, and report on how vulnerable they were, how we can secure them and finally, how we could have detailed visibility-control-management of the same.

What are the major technology trends you see impacting enterprise IT in the next five years?

Now, it's all about 'how' data will float faster, rather than 'what' data, which in

turn calls for more invasions in the field of security. Data security will thus be a major area of concern. At the same time, there is a lot of focus on IT service management and consultancy at the enterprise level. All of these trends are paving the way for enterprise IT to become a highly collaborated and secure world.

What are the important criteria end-users should consider when choosing an SI?

End-users must surely understand their existing set up and their bandwidth to accommodate the new trends. Over here, they must look at SI's or solution architects giving them A to Z knowledge before diving in to deployment. Nanjgel possesses well equipped security specialists who do not push solutions, but instead encourage best practices as per the customer and their set up.

What are the most common mistakes customers should avoid when choosing an SI?

Stop considering only the cheapest. There's that famous old saying: "You pay peanuts and you get monkeys." We have found ourselves losing out on pricing on a couple of important deals, only to find that after some months we are called back in to clear the mess at half the cost. Customers should also certainly look into the variation of skills within the team, and make sure all resources are on board and not outsourced.

How does your company ensure that your clients get the most out of their projects?

At Nanjgel, we work on a "value" based model, where we spend relentless hours educating clients on the scope and need of the project. It is ongoing engagement and feedback; a two-way communication throughout the project, that ends up resulting in delivering what is expected and



Jude Pereira, Managing Director, Nanjgel Solutions

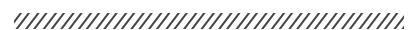
eventually exceeding these expectations too. Our aim is not just winning customer satisfaction but also "delight".

Do you address the cloud adoption needs of your customers?

We certainly have a good spread of solutions that can not only address on premise, but also can be equally efficient with the adoption of cloud based solutions. So, in other words, we have a hybrid architecture so the customer can enjoy the luxury of a single tool or solution to manage both environments.

Define your company's strategy for the next 12 months?

With so much being talked about in terms of 'Smart' initiatives and collaboration at the enterprise level, data security has a lot of potential. Our aim is to get in to untapped accounts who are willing to invest in such initiatives, and also educate our existing customers on the need for relevant changes to be on par with these trends.



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TRANSSYS SOLUTIONS

TransSys Solutions (TransSys) is an information technology consulting firm focused on providing functional and technical expertise across industries and business functions including human capital management, finance, manufacturing, supply chain, and customer relationship management. With an extensive knowledge and experience in the Middle East and Africa's IT market, TransSys offers a variety of enterprise IT solutions to key verticals including telecom, aviation, retail, banking and finance, oil and gas, public sector, real estate and professional services.

How has the role of systems integrators changed over the years?

SIs have definitely shifted their go-to-market approach and evolved into strategic solutions providers. To offer a high value proposition to their clients, they are collaborating across various stakeholders. They are partnering with Managed Service Providers as well as Cloud Providers. Interestingly, in the new collaboration model size does not matter, it is the proven expertise and industry knowledge that each party brings to the table. Smaller consulting companies and solution providers offer deep industry domain and niche technology to the consortium.

Companies demand value to their business from their service providers and vendors. Forward-looking companies will continue to invest after taking a strategic view of the markets. They will invest in low cost high impact initiatives driven by mobility and analytics. Companies have embarked on their digital journey, mandated by their customers as well as their competitors.

In the digital era, both the business and IT leaders of an organisation collaborate to define their business requirements and ensure that the SI can innovate to deliver

business value. They look for a SI that can support their IT and ensure availability 24 hours a day.

Can you outline your company's major achievements over the last 12 months?

TransSys Solutions is an Oracle Platinum Cloud Select Partner with a vision and deep understanding of the industry, technology and market that have a real-world impact on business operations. At TransSys, we believe that innovation and transformation is critical to the success of any business. As a renowned Oracle Solution and Service Provider, we combine the power of Oracle's best-of-breed products along with our proven experience and deep expertise to design solutions aimed at transforming and delivering measurable business value to our client

- Established a new India Development Center in Hyderabad.
- Winner of Network World Middle East "Best Return on Investment Award" - 2016
- Awarded Best Cloud Solution Provider by Reseller Middle East - 2015.
- Company of the Month – CIO Review Magazine - 2015.
- Approximately 400+ digitally connected employees.
- Leadership team brings wealth of past experience working for global system integrators.
- Delivered projects in 24+ countries across various regions.
- Our Innovations and IP – TransMobile and Embedded Vertical Solutions: Car Rental, Leasing, Airlines and Banking

Over the last year, TransSys has been actively involved in several digital transformation projects, helping companies to gain in-depth understanding of their customers, respond quickly to their needs, improve collaboration across teams and create a competitive differentiation. This



Stephen Fernandes, EVP
Transsys Solutions

has resulted TransSys as a leading partner for Oracle Fusion and SaaS projects in the region. Moreover, we have achieved the Oracle Cloud Select designation in recognition of our success in delivering cloud projects through competency development, committed staffing, business results around Oracle Cloud Services.

We have delivered the first end to end Cloud ERP (Oracle Fusion ERP) and Cloud CRM (Oracle Fusion CxM) in the region. We have delivered the fastest end to end Cloud ERP and HCM (Oracle Fusion ERP and Fusion HCM) for an airline in the Middle East region.

What are the major technology trends you see impacting enterprise IT in the next five years?

New innovations in technology are taking place as we speak. However, some of the major trends that are affecting global and regional industry IT environments include cloud computing, Big Data and analytics, IT security, mobility, IoT. Next few years, will be a big tipping point for cloud computing, with strong gains in hybrid cloud as a result of significant investment made



over the years in the on-premise models. The growth in data generated will drive analytics across predictive, prescriptive and cognitive. Security will continue to be a significant ongoing concern, but the push toward an OPEX model, cloud computing and existence of a hybrid environment will force organisations to spend on strengthening their security system, while safe guarding their data and privacy. Mobility will continue to accelerate digitalisation and will take businesses beyond the present digital channels. The Internet of Things (IoT) will generate unimaginable quantum of data, providing data related growth opportunities thereby driving digitalisation.

The key trends over the next couple of years are:

- Transformation in application portfolios where old applications will be sunset, current non-core applications will move to the cloud and new applications will be built on the cloud. Core applications will continue to be onsite.
- SaaS as a model is gaining in maturity within the region closely followed by PaaS
- Advance analytics will gain in high importance driven by the need to take quick and smarter decisions
- Mobility will continue to drive the growth for omnichannel in banking and retail
- Customer experience will play a pivotal role driven by the need for personalisation
- Strengthening security across boundaries including maintaining data confidentiality.

What are the important criteria end-users should consider when choosing an SI?

End-users should consider if the SI has the proven experience and deep domain experience, proven track record of meeting project commitments and timelines while delivering value.

There is a major shift in the way companies procure today, and going forward, this will continue to spiral towards a consumption based model. An upward trend towards IT outsourcing has called for SIs to adapt to best processes in service

delivery. Financial modelling, innovation and a continuous evolution in solutions to address business outcomes is now a key factor for the clients.

What role does an SI play in ensuring the success of an IT project in an enterprise?

With several new and disruptive technologies in the market today, a systems integrator's role has become more relevant in today's business. System integrators need to have a good understanding of the customer's strategy, business and their IT requirements. Customers are keen to engage in a partnership model where the SI on-boards the best practices, proven technology and innovates to deliver value to their stakeholders.

SIs are taking a holistic view of their solution offerings, keeping in mind price sensitivity and market demands. Organisations need to integrate their on-premise solutions with their cloud solutions. Direct investments in infrastructure and software licenses will slow down and shift towards Infrastructure-as-a-service, Platform-as-a-service and Software-as-a-service.

How does your company ensure that your clients get the most out of their projects?

The market has become commoditised. SIs now have to focus on delivering value added services that will enable their customers to compete, in a market, led by digitalisation. Innovation and differentiation with higher service levels will remain top of mind for system integrators to remain relevant.

Attracting and retaining key IT talent and skills has always been an uphill task in the SI industry. To this end, TransSys trains its staff and enables skill development across all disciplines. These investments into our employee's development helps us to retain the best talent with industry standard skill sets.

TransSys takes a consultative approach to its client engagements. This has been a win-win approach as clients are able to relate and appreciate our proposed solutions and time lines. We take into consideration the business impact while

delivering our solution and work towards mitigating and managing risks during the transformation SI programme.

Do you address the cloud adoption needs of your customers?

We offer our cloud advisory services to our clients who intend to embark on a cloud transformation journey. We help them understand cloud journey while managing stake holder expectations.

To ensure successful and quick cloud adoption, we have launched preconfigured comprehensive solution - RADICS (Rapidly Delivered Industry Cloud Solution) for industries viz. airlines, banking, real estate, and telecom. RADICS provides everything that customers need to run better and faster by bringing together preconfigured solution and TransSys best practices, user enablement, and fixed-scope implementation service.

Define your company's strategy for the next 12 months?

TransSys continuously focuses on remaining relevant to its clients. In 2016, we will continue to invest in innovation and transformation solutions, thereby helping our clients increase their revenues and market share while improving their profitability. We have invested in building our industry knowledge and this has helped us in successfully delivering multiple solutions across various industry segments

With a focus on consumption based and quick to provision models, TransSys has evolved over the years to offer its customers cloud-based solutions and services. We have helped our customers in their digital transformation journey by deploying SaaS, PaaS and IaaS based cloud solutions.

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DIMENSION DATA

www.dimensiondata.com

Founded in 1983, Dimension Data is an ICT services and solutions provider that uses its technology expertise, global service delivery capability, and entrepreneurial know-how to accelerate the business ambitions of its clients. As a member of the NTT Group, the company aims to accelerate the growth of by helping them enable their digital infrastructure, hybrid cloud, future workspaces and cybersecurity.



MENA | APAC | AMERICAS

FINESSE

www.finesse.ae

Finesse provides technology solutions and services to banking, education, hospitality, energy, healthcare and retail sectors. The SI's services include supply, installation and integration of hardware and software support services.



GULF BUSINESS MACHINES (GBM)

www.gbme.com

Established in 1990 in partnership with IBM, Gulf Business Machines (GBM) leverages the latest technologies to bring IT solutions to its customers. GBM's 1,200 industry experts work across a broad range of market sectors, including e-Government, banking and finance, telecommunications, retail and oil and gas. The company has operations across the Middle East region covering countries like the UAE (Abu Dhabi, Dubai and Sharjah), Bahrain, Kuwait, Oman and Qatar, as well as in Pakistan.



HELP AG

www.helpag.com

Help AG provides strategic consultancy combined with tailored information security to enterprise businesses across the Middle East region. The company delivers security solutions and services, and consultancy for critical online portals, applications, networks, and back-end data centres to private and public sector organisations across the region.



INTERTEC

www.intertecsystems.com

Intertec is an IT solutions and services provider headquartered in Dubai, working with businesses on initiatives around applications, managed services, ISO consulting, contact centres, IT infrastructure and security. With over 1000 customers across the Middle East, India and UK, the firm delivers services to its customers in the government, large enterprise, BFSI, healthcare, pharmaceutical, hospitality, education, SME, and oil and gas sectors.

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ITQAN

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ITQAN is known for providing enterprise clients with technology solutions addressing their local business needs. The company's portfolio covers infrastructure solutions, which include software, hardware, networking, data security, computing, storage, audio/video, firewall protection, cloud and virtualisation, aviation and defense solutions, and facilities asset management solutions. ITQAN also provides solutions for applications and integrated security



MDS UAE

www.mds.ae

MDS UAE is a conglomerate of Midis Group, "one of the largest technology companies in the Middle East." The group is known for its advanced offering of ICT services, distribution, systems integration, software and hardware products along with data centre consultancy, infrastructure and standby power solutions.



SECURETECH

www.securetech.ae

Headquartered in Abu Dhabi, UAE, SecureTech is a solutions provider specialising in the physical security and ICT domain. The company offers a variety of IT, security and consulting solutions across industry verticals like technology, government, finance and industrial sectors.



SEVEN SEAS COMPUTERS

www.sscmp.ae

Seven Seas a systems integrator and an ICT solution provider based in the UAE. It is an ISO 9001:2008 certified company since 1983 and a tiered partner to a variety of technology vendors including HP, IBM, Microsoft, CA, Cisco, VMware, Veeam, Avaya and Citrix among others. The SI delivers ICT solutions and services such as cloud, data networking and information security, unified communications, Microsoft Licensing and Solutions, BCP and DR, cabling, audio/visual, access control, CCTV and outsourcing services.



STME

www.stme.com

STME has, over the years, established strategic partnerships with a broad range of IT system manufacturers, to enable the delivery of solutions of any scale or complexity. Operating since 1982, the company was built on a solid foundation of storage provision to provide turnkey integrated system solutions for some of the Middle East's business-critical data.



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