

Enterprise

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ENTERPRISE SOLUTIONS ADVISORY FOR CHANNEL PARTNERS

MOHAMMED ALI
MAHNASHI,
ICT ADVISOR, MINISTRY
OF FINANCE, KSA

Building a Digital Powerhouse

Aligned to Vision 2030, Saudi's MoF is working on advanced projects that are set to provide automated digital services... / 30



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ENTERPRISE SOLUTIONS ADVISORY FOR CHANNEL PARTNERS

'CALL' FOR TRANSFORMATION

If reports and studies stand true, the GCC and Africa region is all set to touch 100 million mobile subscribers by 2020. / 24



Harnessing the Synergies



ANUSHREE DIXIT
ASSISTANT EDITOR
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We are roughly 60 days away from 2018. Looking back, 2017 has been a very active year for the Gulf region. The region not only pushed some great achievements down the lanes of history, but also stood strong against outsider threats.

The IT Market, including the entire ecosystem of vendors and channel partners, has come back to a full circle from a giant roller coaster ride. Going against the contradictions of the market, we saw a great synergy amongst the fraternity that not only was successful in bringing tailor-made solutions to the market, but also playing the role of a good listener to the customer pain-points. GITEX 2017 was a great example of this. 70% of the exhibitors that we spoke to were of the opinion that they were there to listen to what the customer has to say, rather than pitch for their products. One exhibitor told me that they have spent enough on brochures, banners and promotional activities to spread across their message, hence they would like to spend the 5 days on ground to listen to customers rather than inviting them for a sales pitch.

'Synergies'— as we say— was visible not only across the fraternity, but across the sectors as well. The CIOs, CTOs, CDOs and CISOs were quite open to spread their wings of knowledge to go out of their respective domains and bring in the best practices from other sectors as well. Talking specifically about the UAE, we will soon see a rise of a CIO culture that would be the torchbearer of knowledge sharing.

This month our cover feature on the Ministry of Finance, KSA is a close look into how the ICT synergies are being brought together in creating a digital powerhouse that is all set to rule the roost by 2030. Briefly done but greatly rich. Other features of the issue will give you a glimpse into the highly transforming telecom sector, the game changing market of Africa, GITEX 2017, Gartner Security Symposium, GEC Open Tour so far... and much more.

Wishing you all an activity and planning-rich December! 🏹

Enterprise
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FOR CHANNEL PARTNERS

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COVER STORY

'CALL' FOR TRANSFORMATION

If reports and studies stand true, the GCC and Africa region is all set to touch 100 million mobile subscribers by 2020. What would it take to retain customer loyalty whilst going uncompromised on service? /24



MY VIEWS /22

USHERING A
SECURE DIGITAL
WORKFORCE

HANI NOFAL,
VP OF INS SECURITY AND
MOBILITY, GBM



MY VIEWS /29

SIMPLIFYING
THE CRITICAL IT
INFRASTRUCTURE
MOHANBABU MURUGESAN,
BUSINESS HEAD - MIDDLE
EAST, BITS SECURE I.T
INFRASTRUCTURE.



SERVICE NOW /64

'LIMITLESS IT'



INNOVATIONS /66

SIEMON LIGHTSTACK 8

Siemon expanded its line of LightHouse advanced fibre cabling solutions in the Middle East with LightStack 8. This new ultra-high-density plug and play system offers efficient and cost-effective support of current and future 8-fibre applications.



FEATURE STORY

BLOCKCHAIN - A TREASURE BOX HALF OPENED



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MOHAMMED AMIN,
SENIOR VICE PRESIDENT,
MIDDLE EAST, TURKEY &
AFRICA, DELL EMC

Dell Technologies Demonstrates the ‘Power of One’ at GITEX

“The Internet of Everything, or the next industrial revolution, is fundamentally transforming the way every business in every industry operates,” said Mohammed Amin, Senior Vice President, Middle East, Turkey & Africa, Dell EMC. “In the face of this operational challenge,

spurred by changing customer and employee preferences, businesses in the region are increasingly prioritizing Digital Transformation as an investment in the future.

Dell Technologies partners with these businesses on this journey, to enable them to optimize key busi-

ness processes, reduce security risks, uncover new revenue opportunities, and create a more compelling customer engagement.”

At GITEX Technology Week 2017 Dell Technologies had all seven members of its family of businesses present as one organization that is

able to uniquely meet Customer technology opportunities from the edge to the data center to the cloud. Dell Technologies, through its long and successful presence in the region, has longstanding customer and channel partner relationships across the region.

VEEAM ACHIEVES 37TH QUARTER OF RECORD BOOKINGS GROWTH

“This quarter, we surpassed the bookings in our cloud business, exceeding what we did in that business in all of 2016. With an increase of 72 percent year-over-year Cloud bookings for Q3 and more than 1 million VMs now protected with Veeam-powered cloud services from our Veeam Cloud & Service Provider partners, our momentum is clear – Veeam has now expanded its leadership position as the No. 1 Availability provider for any app, any data, on any cloud. As we persist on our high trajectory of growth and gain marketshare from legacy vendors, our commitment to partners and alliances is enabling us to scale to meet our goal of \$1.5 billion in bookings revenue by 2020” said Peter McKay, Co-CEO and President of Veeam.

PURE LAUNCHES COPY AUTOMATION TOOL FOR SAP

Pure Storage has made available a new Copy Automation Tool (CAT) for SAP systems. The tool allows customers to quickly and efficiently automate the entire SAP database copy, clone and refresh processes, which includes database, pre- and post-copy tasks – a process that typically takes several days. The unique CAT for SAP from Pure Storage can reduce database copy from days to hours, and cut SAP-related storage and management costs by up to 90 percent annually. Running directly on both FlashArray//M and FlashArray//X, CAT for SAP is included at no additional charge, provides deep functionality right out-of-the-box, and allows customers the flexibility to integrate additional tasks, customize and scale.

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THE MINISTRY OF ECONOMY, UAE

UNITED ARAB EMIRATES
MINISTRY OF ECONOMY



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ESAM ALFALASI,
Director IT, Ministry of
Economy



NAIF BADER ALHARBI,
Co-founder and Board Member at Saudi
Governance Center and VP Business
Development Portfolio at Lean Business
Solutions, Ministry Of Health, KSA



ABUBAKAR LATIF,
Cyber Security Advisor
at Telecom Reg.
Authority, Board member
ISACA Bahrain



**ABDULLAH HAMOOD AL
BARWANI,**
GM of Corporate Security,
Omantel



ANSHUL SRIVASTAV,
CIO, Union Insurance



MOHAMMED ALI MAHNASHI,
ICT Consultant – Ministry of
Finance (MOF Saudi Arabia)

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Etisalat to unveil their Cloudification Journey



HATEM BAMATRAF, CHIEF TECHNOLOGY OFFICER AT ETISALAT GROUP

Etisalat Group has launched a joint White Paper entitled "From Pipelines to Clouds – Etisalat's Playbook" with Deloitte and Huawei that intends to share our lessons learned and our point of view on the road towards a cloud-native Telco, ultimately making a contribution to the telecommunication industry, as well as to indicate how all these technologies combined can elevate a Telco's

capabilities to revamp their business. The launch of the White Paper "From Pipelines to Clouds – Etisalat's Playbook" is part of a collaboration made amongst the three companies for a joint innovation program focused around a playbook to how implement multiple exponential technologies that constitute a Digital Transformation journey through a technology perspective.

PALADION PARTICIPATES AT SAUDI'S DIGITAL TRANSFORMATION SHOW

Cyber security is key to generate the momentum towards digital transformation and to discuss the importance of security analytics for faster detection and response to cyber-attacks, . Amit Roy, Executive VP and Regional Head for EMEA at Paladion, said, "We are proud to be part of this show, and are totally committed to the digital transformation of Saudi Arabia. We extend our support to all the organizations in the country to counter the challenge posed by cyber security to them. Our Managed Detection and Response Service will enable Saudi enterprises to embark on a new journey of transformation by enhancing their cyber security with improved threat detection and response mechanism to threats like never before."

GARTNER SAYS GLOBAL IT SPENDING TO REACH \$3.7 TRILLION IN 2018

Worldwide IT spending is projected to total \$3.7 trillion in 2018, an increase of 4.3% from 2017 estimated spending of \$3.5 trillion, according to Gartner. Enterprise software and IT services continue to exhibit strong growth, with communications services continuing to drive the majority of spending. Software spending is projected to grow 8.5% in 2017, and it will grow another 9.4% in 2018 to total \$387 billion. IT services spending is on pace to grow 4% in 2017 to reach \$931 billion, and increase 5.3% in 2018 to reach \$980 billion.

The devices segment is expected to exhibit growth for the first time in two years with an increase of 5.3% in 2017 and 5% in 2018.

"Looking at market opportunity — how profitable a market is, how big it is and how fast it is growing today and for the next five years — we have identified the top markets that companies should be looking to be part of in 2018," said John-David Lovelock, Research VP at Gartner. "Global IT spending is showing little overall growth, as are traditional markets. These top 10 markets will be the key to remaining relevant and achieving growth in the future."

DAMAN DRIVES DIGITAL TRANSFORMATION WITH MICROSOFT CLOUD

Daman has adopted Microsoft cloud and productivity solutions to succeed in their journey of digital transformation. The move will enable Daman in its objective to further drive innovation through a combination of state-of-the-art technology and health insurance-

related expertise offered by a highly skilled and knowledgeable workforce. "Daman's efforts in concert with Microsoft's intelligent cloud and other innovations such as Surface hub, Office 365 and Power BI, have addressed their needs today and laid the founda-

tion for business success tomorrow" said Sayed Hashish, Regional General Manager, Microsoft Gulf. Through Azure, Daman implemented a Microsoft Office 365-based solution, combined with Power BI and the versatile Surface Hub, to transform how its

employees collaborate and innovate. Power BI empowers Daman's staff to build reports swiftly. And Microsoft collaboration tools keep the employees engaged and informed, as well as fostering a culture of open dialogue through use of Microsoft Forms.

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DELL EMC

Commvault GO Outlines Powerful Simplicity

60 SECONDS



COMMVAULT CHAIRMAN, PRESIDENT AND CEO, - N. ROBERT HAMMER

Commvault Chairman, President and CEO, Robert Hammer, will open the company's customer conference, Commvault GO 2017, outlining how "powerful simplicity" enables enterprises to achieve remarkable things with data. Together with COO Al Bunte, whose keynote will kick-off the second day of the conference, Hammer will describe how the rise of public, private and hybrid clouds, new data privacy regulations, the growing threat from cyberattacks, the need for analytics for business success, and other market forces have made traditional approaches to data obsolete. Hammer and Bunte will also highlight how Commvault delivers customers this power-

ful simplicity, both with its industry-leading Commvault Data Platform, as well as innovations that enhance the ease-of-use and functionality of this platform, including its new Commvault HyperScale Software, Commvault HyperScale Appliance and data analytics portfolio.

In his day-one keynote, Hammer will describe the fundamental shift that is taking place in the IT market, moving from an infrastructure-centric to a data-centric strategic approach. As public and private entities are shifting to become more "digital businesses," there is a requirement to shift from information technology to data technology.

SAP SUPPORTS WASL'S BLOCKCHAIN INNOVATIONS

SAP will be supporting wasl Asset Management Group's new blockchain technology, which will provide faster, easier, and more trusted real estate processes that will transform the sector. The "Live Real Estate on Blockchain" concept has been developed in partnership between wasl and the Co-Innovation Lab at SAP. "Live Real Estate on Blockchain" connects tenants, service contractors, and property building managers on the SAP Leonardo digital innovation system, with the potential to add additional public and private sector players. "Live Real Estate on Blockchain" can connect with the Internet of Things, artificial intelligence, and machine learning. The concept is custom-built for the SAP Cloud Platform SDK for Apple iOS.

BT COLLABORATES WITH AWS

BT collaborated with Amazon Web Services (AWS) in a move that reinforces its leadership position as a driving force in cloud services and will help customers fully reap the benefits of AWS in the UK and around the globe. The announcement represents a significant milestone in the evolution of BT's 'Cloud of Clouds' portfolio strategy, which connects customers easily and securely to the applications and data they need.

CISCO AND GOOGLE PARTNER ON NEW HYBRID CLOUD SOLUTION

Cisco and Google partner to deliver a hybrid cloud solution that helps customers maximize their investments across cloud and on-premises environments. The companies will provide a unique and open hybrid cloud offering that enables applications and services to be deployed, managed and secured across on-premises environments and Google Cloud Platform. The solution delivers cloud speed and scale, with enterprise-class security

ALLIED TELESIS AND EHY JOIN HANDS

Allied Telesis appointed Easa Husain Al-Yousifi & Sons Company as its value added Accredited Systems Integrator exclusively for Kuwait region. Easa Husain Al-Yousifi & Sons Company offers wide variety of solutions including security, network, surveillance, telecom, video conferencing, smart office and education solutions among others. EHY Company will be distributing the entire range of Allied Telesis products across the country as an exclusive partner.

LEVITON LIVE OPENS IN DUBAI

Leviton opened a state-of-the-art customer experience center, Leviton Live Dubai, located in Business Bay. The interactive venue is equipped with innovative technologies and solutions for a range of applications, including networking, structured cabling, Power over Ethernet (PoE), lighting controls, security, audio/visual, energy management, LED lighting, and more, presented to customers in a real-life, working environment. The new Leviton Live center includes a comprehensive training facility that will deliver on-site product and solution trainings and certification programs to Leviton Middle East customers, consultants, and partners.



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Security Architecture
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Cisco Launches Innovation and Experience Center



H.H. SHEIKH AHMED BIN SAEED AL MAKTOUM PRESIDENT OF DUBAI CIVIL AVIATION AUTHORITY AND CHUCK ROBBINS CEO CISCO INAUGURATE CISCO IXC CENTER IN DUBAI

Cisco launched a state-of-the-art Innovation and Experience Center (IXC) in Dubai. The center will serve as a hub for open innovation and showcase what is possible with digital transformation in sectors that range from retail and hospitality to healthcare, education, and financial services. The IXC is a first of its kind worldwide in that it combines innovation capability with a customer experience showcase to bring digitization to life for Cisco's customers and partners. Visitors will

have the opportunity to experience the latest Cisco solutions applied to real-world, real-time scenarios and get a 360-degree view of technologies that deliver tangible business outcomes. "Our new Innovation and Experience Center takes a unique approach that will help governments and businesses across the region develop solutions leading to greater opportunities for citizens and customers in the digital age" said Chuck Robbins, CEO, Cisco.

MIMECAST NAMED A LEADER IN MAGIC QUADRANT FOR ENTERPRISE INFORMATION ARCHIVING

Mimecast has been positioned by Gartner, in the Leaders quadrant of the 2017 Magic Quadrant for Enterprise Information Archiving for the third year in a row. The report provides a detailed overview of the enterprise information archiving market and evaluates vendors based on their completeness of vision and ability to execute. Among the vendors positioned in the Leaders quadrant, Mimecast has been positioned highest on the ability to execute axis. "We continue to see organizations leaning on cloud solutions to manage and preserve critical information for greater efficiency and scale," said Neil Murray, CTO at Mimecast. "This announcement comes on the heels of Mimecast's largest archive launch event in company history. We believe it's a validation from Gartner that can be attributed to the innovation, execution and service we provide by directly addressing our customers evolving challenges. Mimecast Cloud Archive is the market's leading multipurpose archive solution in the market delivering an all-in-one cloud service that integrates a highly secure data repository, built-in data recovery, storage management and eDiscovery/compliance capabilities. We've designed the Mimecast Cloud Archive to scale across thousands of customers, delivering the performance, fastest search speeds and advanced features needed to for compliance, eDiscovery and rapid recovery when systems go down."

Mimecast Cloud Archive is an all-in-one cloud service that is engineered to integrate: a secure data repository, built-in data recovery, storage management, e-discovery and compliance capabilities. Mimecast Cloud Archive is designed to enable customers to access their archive anywhere, anytime, and on any device.

METRA ACQUIRES A STAKE IN STORIT DISTRIBUTION

Metra Computer Group (METRA) acquired shares and entered into a strategic financing agreement with StorIT Distribution, the value-added distributor for Dell EMC and other major technology vendors in the UAE.

"We are excited to drive business jointly and deliver value added services for channel partners, enabling them to get ready for digital transformation by focusing on Dell EMC solutions portfolio. We are

anticipating tremendous growth translating into \$50M to our topline next year," Vice President Mohamed Eissa said. Partners can now leverage offering across the widespread range of solutions and vendor's portfolio for converged

infrastructure, cloud computing, virtualization, business continuity and disaster recovery, high performance computing, archiving, data analytics and data center solutions for Enterprise and SMB markets.



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RAKBANK Appoints Etisalat as Managed Service Partner

Etisalat and RAKBANK signed a Memorandum of Understanding (MoU) for Managed Point of Sale Services. As part of the strategic partnership, Etisalat shall provide RAKBANK with last-mile Point of Sale (PoS) operations as its outsourced and managed service partner, a first-of-its-kind approach in the UAE payments and banking industry.

The MoU was signed by Peter England, CEO, RAKBANK and Salvador Anglada, CBO, Etisalat,

along with other senior representatives from Etisalat and RAKBANK.

Salvador Anglada, CBO, Etisalat said: "Etisalat will work closely with RAKBANK during this implementation phase of its merchant acquiring business to make sure that critical Point of Sale operations and service deliveries are efficiently managed meeting the long-term objective of the bank to become a leading and innovative payment solution and services provider in the UAE."

TECH MAHINDRA, STC ALLIANCE TO INNOVATE FOR VISION 2030

The Saudi Telecom Company (STC) and Tech Mahindra signed a strategic alliance aimed at enabling the Kingdom of Saudi Arabia (KSA) in its Vision 2030 through innovations in digitalization targeting a broad spectrum of sectors. The alliance will leverage STC's cloud and IoT platforms, its expansive national backbone, and the reach and penetration of its fixed and mobile networks, matched to the experience of Tech Mahindra's across digital transformation backed by its deep expertise in newer technologies such as Internet of Things (IoT), Big Data & Analytics, Machine Learning and Robotic Process Automation (RPA) among others.

MOVEMENTS



Riverbed Promotes ELIE DIB to Regional VP for METNA



Juniper Appoints YAROB SAKHNINI as Head of META



STEPHEN MURPHY Appointed as the New CEO of Epicor

NUMBER GAME

\$174bn

Global Nanotechnology Market to Reach \$174 Bn by 2025



WEB CLIPS

CLOUD COMPUTING IS THE WAY FORWARD FOR VAT READINESS IN UAE

Sage hosted an exclusive forum in Dubai examining the role of business intelligence and the impact of value-added tax (VAT) on UAE businesses. The 'Embrace Your Digital Destiny with Sage Business Cloud' forum saw industry leaders from the ranks of enterprise clients' C-suite and senior executives come together for a series of thought-provoking conversations. During the event, the FTSE 100-listed company unveiled Sage Business Cloud.

AKAMAI INTRODUCES ENTERPRISE THREAT PROTECTOR CAPABILITIES

Akamai Technologies introduced its Enterprise Threat Protector capabilities in Dubai to provide improved DNS performance for customers' using the service in the region. Enterprise Threat Protector is designed to provide customers quick-to-deploy and easy-to-manage cloud-based protection against the impact of complex targeted threats such as malware, ransomware, and phishing. It is designed specifically to address the "intelligence gap" in DNS infrastructure.

INFOR INFUSES AI CAPABILITIES INTO HR APPLICATIONS

Infor has incorporated Coleman which is an enterprise-grade, industry-specific AI platform for Infor CloudSuite applications, into the company's Talent Science solutions. Coleman, a pervasive platform that operates below an application's surface, mines data and uses powerful machine learning to improve processes such as inventory management, transportation routing, and predictive maintenance, and now human capital management.

EVANSSION SIGNS DISTRIBUTION AGREEMENT WITH COHESITY

"Cohesity is pleased to have Evanssion as our VAD for this region. With proven expertise in the hyper converged solutions space with existing vendors such as Nutanix, Evanssion is well positioned to expand Cohesity's footprint across the region, and take our solutions to organisations that are struggling to manage secondary data storage and backup," said Vivek Agarwal, Head of Corporate & Business Development at Cohesity.



GOVERNANCE OVER EXTERNAL FILE SHARING



Extending Your Enterprise Content Securely



Security



Governance



Usability



Integration

Finesse partners with Image InfoSystems



Finesse, with a strategic vision to assist organizations in this transition, has tied-up with Image InfoSystems, providers of ExpressTXR, a high-performance transaction processing platform that enables collection, organization and management of transaction data, a dynamic rules engines to accurately and speedily process transactions with total reconciliation with all back-end source

systems, will provide the organizations in the region with the necessary capability to comply with the regulations. The impact of VAT regulations and the required regulatory compliance for the financial services industry is expected to impact almost every aspect of the organization's technology landscape.

NETAPP AND VEEAM TAKE RELATIONSHIP TO NEW LEVEL WITH RESELL AGREEMENT

Veeam Software revealed that NetApp will be adding Veeam Availability Solutions to the NetApp global price list. NetApp customers can purchase complete Veeam and NetApp solutions directly from NetApp and its resellers in a single transaction, enabling enterprises to leverage both 24.7.365 availability and IT simplicity. The combination of Veeam's Availability solutions with NetApp E-series, AltaVault, ONTAP, All-Flash FAS, and hybrid cloud solution offerings, help organizations simplify IT operational management, lower costs, and attain recovery point and recovery time objectives of seconds – not hours and days, per legacy solutions – for all applications and data. This agreement will equip 4,000 NetApp resellers globally to deliver NetApp/Veeam integrated Availability solutions.

CENTRA HUB PARTNERS WITH NGN INTERNATIONAL

Centra Hub has signed a regional partnership agreement with NGN International, a systems integrator and IT consultant, which was established in 2015 in Bahrain as a part of NGN Group. According to the agreement, Centra and NGN International will collaborate to leverage their technology and process integration strengths across the region.

Speaking on the partnership, Nisith Naik, CEO of Centra Hub said, "Regional system integrators like NGN International are invaluable for software vendors like Centra Hub for their trusted relationships with end users and their deep understanding of the local challenges faced by their regional markets. We are confident that NGN International will enable their clients with Centra Hub applications and enhance their offerings portfolio, while simultaneously delivering exceptional value to their customers."

NGN creates business solutions for complex information, computing, telecom, and engineering systems with the focus on data centers and cloud solutions, call centers and networking infrastructure, IT infrastructure services, information and network security, advanced analytics and reporting, Big Data, application development, business and ITSM processes, building information modeling and smart cities, Internet of Things and Blockchain technologies.

"NGN International partners with best-of-breed hardware and software vendors to deliver state-of-the-art solutions to our customers. We are excited with the possibilities that the Centra Hub product portfolio can offer to drive down operating costs and enable cloud driven digital transformation," added Mr. Yaqoob Al Awadhi, CEO of NGN International.

JUNIPER DEMOCRATIZES TELCO CLOUD WITH CONTRAIL CLOUD ENHANCEMENTS

Juniper Networks enhanced its Contrail Cloud to help service providers mitigate the challenges in building and operating distributed and scalable clouds. These updates, including integration of OpenStack

Platform and Ceph Storage from Red Hat, built-in AppFormix automation and visibility, pre-validated virtual network functions (VNFs) and new end-to-end support services, give carriers a far simpler path to delivering

business, IoT and mobile services in the cloud. Contrail Cloud makes deploying the telco cloud far easier through simplifying the underlying Linux distribution with Red Hat, seamlessly glean network insight

with AppFormix, clearing the traditionally difficult task of validating VNFs by pre-qualifying, and adding end-to-end support services to smooth implementation. Companies – from telcos to mobile operators and

cable providers – can use this integrated solution to easily navigate the complexities of cloud deployments and operations with improved performance and scale, and service SLAs.

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Sophos Unveils XG Firewall



DAN SCHIAPPA, SVP AND GM OF END-USER AND NETWORK SECURITY GROUPS, SOPHOS

Sophos unveiled the latest version of its next-generation Sophos XG Firewall that delivers a breakthrough in network traffic visibility. Using Synchronized Security to obtain information from the endpoint, XG Firewall can identify, classify and allow the control of all previously unknown applications active on the network, such as those which don't have signatures or are using generic HTTP or HTTPS connections. Synchronized App Control on XG Firewall is an industry first and can reduce the security risks associated with unidentified traffic by allowing administrators to see exactly what is on their network.

"Sophos can identify this traffic because the endpoint knows exactly what applications are running and it can share this data with the firewall through the Sophos Security Heartbeat. Synchronized App Control has improved visibility and increased the IT administrators' ability to proactively manage network traffic. This

new technology is a game changer for the IT professional who is no longer prepared to accept the gaps and blind spots that stand-alone firewall and endpoint solutions have created in their environments" commented Dan Schiappa, SVP and GM of End-user and Network Security Groups, Sophos. "The XG Firewall can be installed inline or in 'discover mode' with an existing firewall.

Synchronized App Control will automatically associate discovered applications with appropriate categories where possible and administrators can assign unknown apps to categories that will block or prioritize them as desired. Interactive application reporting provides deep insight into daily traffic activity.

Additionally, Sophos Intercept X can be installed on the endpoint next to any existing endpoint protection, adding next-generation threat protection into any traditional environment" commented Dan Russell, CIO at Pine Cove Consulting, a certified Sophos Partner

NEW STUDY REVEALS EPICOR ERP CUSTOMERS CAN ACHIEVE 264% ROI

Epicor Software Corporation made available a new Total Economic Impact (TEI) study that examines the potential return on investment (ROI) companies can achieve with the Epicor enterprise resource planning (ERP) suite. The August 2017 commissioned study conducted by Forrester Consulting on behalf of Epicor is titled, "The Total Economic Impact of Epicor ERP: Driving Efficiency, Customer Responsiveness, And Cost Savings Through Epicor ERP."

The study is based on detailed interviews conducted with a number of Epicor customers. Their combined attributes and experiences form a composite organization from which Forrester developed a framework to measure the potential financial impact and investment return of Epicor ERP to an organization. Based on the analysis, Epicor ERP enabled the composite organization to achieve risk-adjusted inventory savings of \$4.4 million, with a risk-adjusted ROI of 264% and a pay-back period of 13 months, in addition to over \$3.4 million in enterprise efficiency savings bringing the total economic benefit to more than \$9 million. "The returns and benefits are even more compelling when you consider the rapid return on investment and low total cost of ownership.

DEWA Appoints Honeywell to Deliver Smart Energy to Dubai

Dubai Electricity and Water Authority (DEWA) has appointed Honeywell to help deliver a first-of-its-kind smart energy project in the Middle East, which will see Honeywell provide a further 150,000 smart meters in addition to the 250,000 it has

already deployed across Dubai. The multi-million-dollar initiative will enable Dubai to manage electricity use more effectively within the residential sector across the city.

Honeywell's smart meters support DEWA's commitment to sustainability

and energy efficiency. Unlike traditional meters, smart meters give customers access to detailed and automatic readings of both their current and historical energy usage, allowing them to better understand and control their consumption.

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DarkMatter Stands Strong Against Terrorism at C4I

DarkMatter further established its role in security at the second installment of the International Conference on C4I Solutions that took place in Riyadh, Kingdom of Saudi Arabia from 17-19 October, 2017.

Pegasus, a DarkMatter company, was highly visible during the conference, with the company's Chief Executive Officer, Peng Xiao, making key-note address on the Role of Artificial Intelligence in Fighting Terrorism during the Cybersecurity Resilience, Intelligence and Critical Infrastructures plenary session on 18 October.

DarkMatter showcased the deep learning capabilities of its Big Data Analytics tools and Intelligence Systems as well as highlighted its ultra-secure KATIM smartphone and secure communications suite, which premiered at Mobile World Congress in Barcelona earlier this year.

The firm also demonstrated its Cyber Risk Scorecard, a tool that offers a board-level reporting and risk monitoring option, whether the requirement is to achieve a target security

baseline, meet compliance standards, or to simply monitor an organisation's cyber security posture.

The theme of this year's International Conference on C4I Solutions was Alliance against Terrorism, Strategies and Capabilities, and was held under the patronage of HRH Prince Mohammad Bin Salman Bin Abdulaziz Al Saud, Crown Prince, Deputy Prime Minister, and Minister of Defence.

The event shed light on the role of command & control centres in combating conventional and unconventional terrorism, with a special focus on advanced integration systems for complex operations and command, control, communications, and cyber security. Approximately 700 participants attended the event, drawn from senior military officers from the Saudi Armed Forces; members of the International Alliance against Terrorism; global and regional C4I solutions and systems developers and providers; IT, telecom and energy companies; academic and research institutions; and other armed forces representatives.

MICROSOFT 365 BUSINESS TO SUPERCHARGE UAE'S SME'S

Microsoft introduced the UAE's SME segment to Microsoft 365 Business, a multifaceted solution that ushers them into the modern workplace era by covering all of their productivity, admin and security needs.

Combining Windows 10 Pro and Office 365 with Enterprise Mobility and Security, Microsoft 365 Business is a new solution designed for SMEs bringing together the productivity and collaboration capabilities with device management and security solutions to safeguard business data.

"SMEs in this country have a prime opportunity to capitalise on projected growth, through the digitally transformative power of Microsoft 365 Business. The solution is purpose-built for growing small and medium businesses to help them to empower their people, safeguard their data and simplify IT management, leaving them with more time and resources to innovate and focus on their core business" said Mohammed Arif, Regional Director, Microsoft 365 Business Group, Microsoft Gulf.

Microsoft 365 Business is an integrated security, management and productivity solution that allows businesses to protect mission-critical operations while empowering employees to be mobile and collaborative.

FUJITSU AND SILVER PEAK ACCELERATE DELIVERY OF SD-WAN SERVICES

Fujitsu Network Communications launched its SD-WAN-as-a-Service developed for service providers to offer to their enterprise customers. The comprehensive solution combines the Fujitsu SDN/NFV Consulting Service and Managed Network Service with the Silver Peak Unity EdgeConnect SD-WAN solution. Instead of spending months designing and implementing their own solution, the Fujitsu offering allows service providers

to quickly deliver SD-WAN-as-a-Service to their enterprise customers. The net result is that service providers can now focus on acquiring customers and generating revenue using the benefits of this disruptive technology. The Fujitsu service uses a subscription based, pay-as-you-grow model minimizing the service provider's investment and operational costs. It is managed by the Fujitsu Network Operations Center (NOC) and complies with

service provider's requirements for security, reliability, availability and scalability.

SD-WAN-as-a-Service is delivered using Silver Peak Unity EdgeConnect SD-WAN appliances which interconnect subscriber locations, data centers and cloud applications and is defined by MEF Forum as an SD-WAN Edge. The service also supports WAN optimization as well as zero-touch provisioning of physical or virtual

SD-WAN Edges, eliminating service provider truck rolls.

"Time to market is critical in today's highly competitive market. The Fujitsu SD-WAN-as-a-Service enables service providers to focus their efforts on winning customers now with the ability to integrate the service into their operations and support methodologies later." – Greg Manganello, SVP & Head of Services, Fujitsu Network Communications.

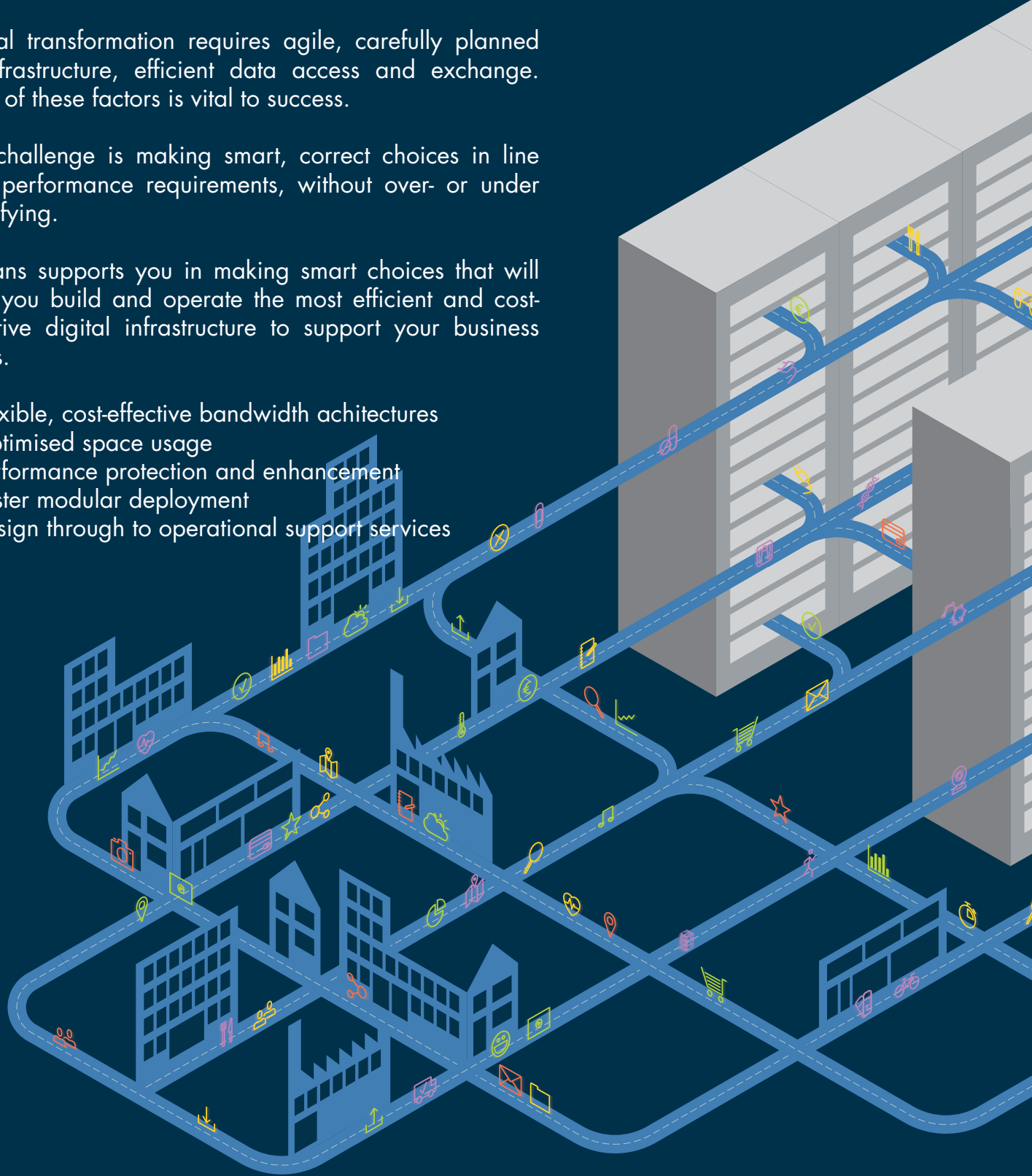
Smart Choices for Digital Infrastructure

Digital transformation requires agile, carefully planned IT infrastructure, efficient data access and exchange. Each of these factors is vital to success.

The challenge is making smart, correct choices in line with performance requirements, without over- or under specifying.

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ENTERPRISE CHANNELS MEA SAT DOWN WITH HANI NOFAL, VP OF INTELLIGENT NETWORK SOLUTIONS, SECURITY AND MOBILITY AT GBM TO LEARN MORE ABOUT HOW THE SI IS USHERING IN A NEW REALITY OF SECURITY THROUGH ITS STUDY OF 3 GENERATIONS— X, Y AND Z AND HOW THEIR BEHAVIOR WILL RE-WRITE THE WAY WORKPLACE SETS THE STAGE FOR THE DIGITAL NATIVES.

■ BY: ANUSHREE DIXIT <ANUSHREE@GECMEDIAGROUP.COM>



HANI NOFAL,
VP OF INTELLIGENT NETWORK
SOLUTIONS, SECURITY AND
MOBILITY AT GBM

? What is the relevance of GBM's new whitepaper in today's security market? Tell us more about it.

We, at GBM, has always delved into the impact that any emerging technology has on security; Be it the cloud, virtualization, data center consolidation, big data analytics etc. Through the 6th Annual security survey, we have attempted to look into security from a different angle. The whitepaper, titled The Evolution of GCC Enterprises: Are they ready for the next generation?, was based on the survey that polled over 1400 people based in the Gulf Region. The survey individually targeted Generations X, Y and Z to understand the varying digital behavior among these generations and subsequently, the capabilities of today's companies to provide a secured and mobile work environment.

We tried to reflect on how this would impact modern enterprises and what it would mean to companies who are planning to retain the millennials. We found some good things as well as worrying things.

? If you have to highlight any one aspect of the survey that was completely unexpected, what would that be?

Many of the findings were in line with what we expected; but the most striking result was the confidence level of gen X and Y in their organization's ability to detect and prevent threats. The answers were completely extreme. Gen X had more confidence in their organization's security infrastructure. This maybe due to the fact that they are the key enforcers of the policy, hence in a much more confident position. The millennials were less confident and they demanded that there should be more awareness and training for users. This is a huge area where the organizations need to evolve.

? What is the basic security awareness message that the whitepaper sends across?

We have to realize one thing that there is nothing like zero compromise. The compromise could be small or big but there is no way that it can be prevented. It is not about prevention anymore, but more about moving the budgets and resources towards detection and response techniques. It has to be a cycle. Organizations need to make higher investments in security threat intelligence. We are also emphasizing on the need to prioritize. In the past, organizations used to spend enormously on protecting everything. But organizations need to realize that it is ok to be compromised on some areas but you cannot be compromised on some critical data or applications.

? How will GBM go to market with its partners in 2018?

There will not be any change in our go to market strategy, but there will be evolutions, especially around cloud security. We are evolving our framework and technology to serve the customers who are planning to move their data and workload from public to private cloud and vice versa. Other focus area would be application development. We are not app developers, but sometimes the compromise comes from the way an application was written. There is a lot of work that we are doing to come up with technologies to audit applications and suggest recommendations.

We would also be heavily focusing on SOC. There is a growing interest among enterprises to have security operation center to make sure that they have an end-to-end visibility and full control of their infrastructure. Our newly launched go to market program with IBM is also strongly making its way into the organizations and we have started some great implementations and we are going to build on this. ➤

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'CALL' FOR TRANSFORMATION

If reports and studies stand true, the GCC and Africa region is all set to touch 100 million mobile subscribers by 2020. What would it take to retain customer loyalty whilst going uncompromised on service?

■ BY: ANUSHREE DIXIT <ANUSHREE@GECMEDIAGROUP.COM> ■ PHOTO: SHUTTERSTOCK

Gone are the days when subscribers just expected seamless connectivity from service providers. The service providers are under tremendous pressure to rise up to the age of transformation. Apart from connectivity, users wish for a great buffet of services like VPN, WAN, security and IoT from the service providers that not only leverages the existing models of communication and networking technologies, but also puts it parallel with the digitization models. If reports





“A rigorous and holistic approach to cyber security is critical for service providers, because trust is at the heart of their business.”

-ALI AMER,
MANAGING DIRECTOR, GLOBAL
SERVICE PROVIDER SALES, CISCO
MIDDLE EAST AND AFRICA



“With Trusted Security Circles, telcos will be better positioned to identify and respond to threats faster and more efficiently.”

-MARK ACKERMAN,
SALES DIRECTOR, MIDDLE EAST,
SERVICENOW



“The future initiatives driven by software defined networks, digital twins and artificial intelligence can provide great many opportunities for innovative and efficient services”

-ABUBAKAR ARSHAD,
CISSP, PMP, CISM, CRISC, CYBER
SECURITY ADVISOR, TELECOM-
MUNICATIONS REGULATORY
AUTHORITY

and studies stand true, the GCC and Africa region is all set to touch 100 million mobile subscribers by 2020. What would it take to retain customer loyalty whilst going uncompromised on service?

THE WAKE UP CALL

As the day-to-day life of consumers become digitized, the opportunities have widened for the service providers. It is a wake-up call for the telecom service providers to take the services to the next level by bringing in the best of all the world that includes IoT solutions, digital services, VR and AI. Consumerization of business has changed the way customers demanded and behaved. As Mark Ackerman, Sales Director, Middle East, ServiceNow remarks, “Younger generation will be expecting the same levels of service within the workplace and will continue to push the boundaries where they can. This pressure for “instant gratification” combined with a “new normal” for the economies struggling to adapt to the lower oil prices will ultimately force the enterprises in the GCC to look to enable business faster, to modernize systems and ultimately to look for opportunities for automation.”

A NEW CONSUMER

REALITY

Of course, understanding the customer is the first step towards understanding the digital journey. Cloud is undoubtedly the new reality for sectors across the spectrum, so is it for telecom. Recently, Etisalat Group, in association with Deloitte and Huawei, announced the launch of a joint White Paper entitled “From Pipelines to Clouds – Etisalat’s Playbook”. This White paper intends to share the lessons learned and the point of view on the road towards a cloud-native Telco, ultimately making a contribution to the telecommunication industry.

This White Paper will also indicate how all these technologies combined can elevate a Telco’s capabilities to revamp their business.

The challenge that service providers are facing at present is beyond the likes of what they have faced before. Service providers by default leverage the latest communication and networking technologies to generate growing services for their consumption target markets. However, the challenges of today require large scale business and organizational changes in addition to adopting the latest digital technologies,” says Ali Amer, Managing Director, Global Service Provider Sales, Cisco Middle East and Africa.

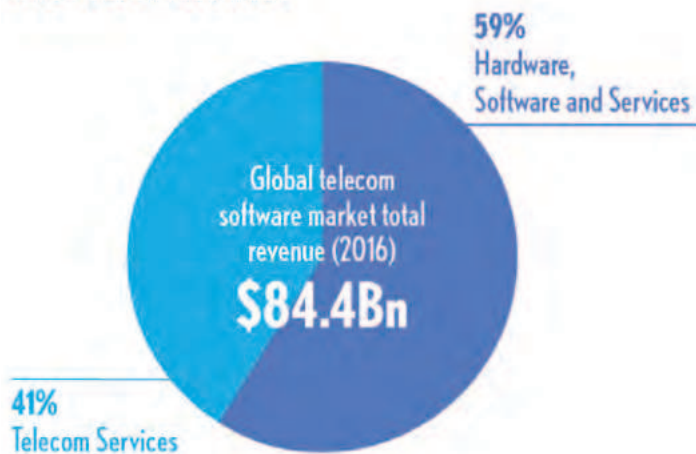
EMERGING TECHNOLOGIES SETS THE STAGE

According to an EY study, Smart services are firmly in focus for the telecom sector. In the survey, every telecommunications player in the region sees customer experience as a top-three agenda item while three in four also cite cost control compared with one in two participants globally. Thirty-eight percent of Middle East respondents cite developing new services as a top three strategic priority, compared with 29% of total respondents. Digital transformation is playing a vital role in not only improving the overall efficiency of the Telecom Sector but also truly redefining the Telecommunication services. In Bahrain, digitization is at the top of the agenda for the Telecom companies, especially driven by the policy initiatives of the Government.

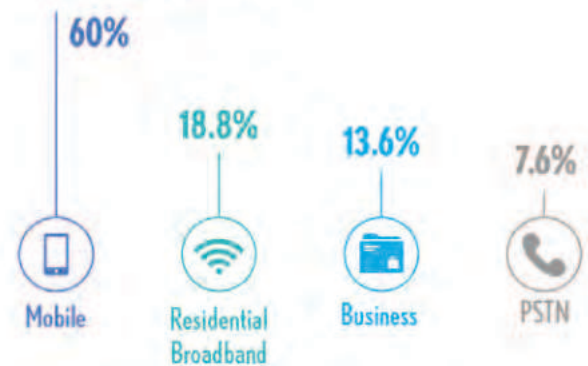
According to Cisco, in another area of transformation, most service providers by now recognize the need for network function virtualization. But the reality is also that most service providers are still at a very early stage of its adoption. Service providers expect network function virtualization to deliver cost savings and bring agility into their business. Amongst the early inhibitors are the

TELECOM INDUSTRY OVERVIEW

GLOBAL IT MARKET



GLOBAL TELECOM SOFTWARE MARKET SHARE BY SEGMENT IN 2013 (IN BILLION U.S. DOLLARS)



4G AVAILABILITY ACROSS THE WORLD

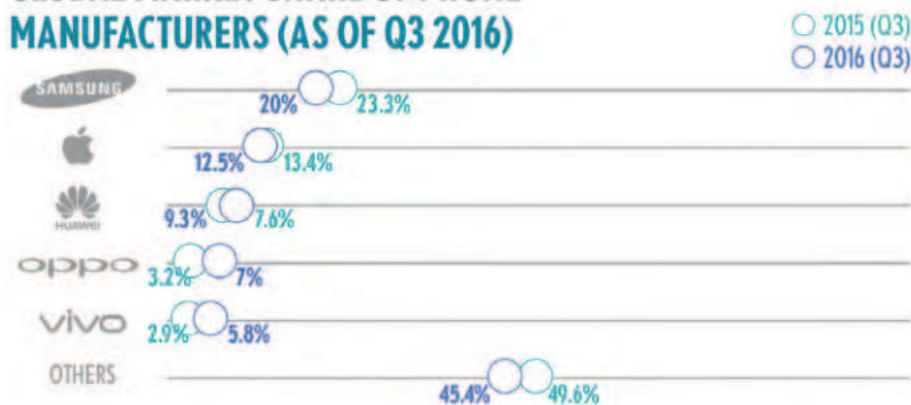


inability to build an internal business case for adoption of virtualization, lack of ownership on who will drive the project, lack of software skills to provide sustainability, inability to build an agile organizational structure to justify the migration to an SDN, NFV, DevOps environment, amongst others.

Bahrain's Batelco is seeing a growth of its own. The telecommunications market has changed dramatically over recent years with a major shift from Telcos providing traditional telecom products and services to the provision of a growing number of in-demand end to end solutions. Such change is driven by both the needs of customers and also

the need for telecommunications companies to find new revenue streams in the value chain in order to drive customer loyalty in very competitive market places. Among Batelco's service oriented initiatives is its Cloud based IPTV service, providing dynamic content blended with a world class high definition TV experience.

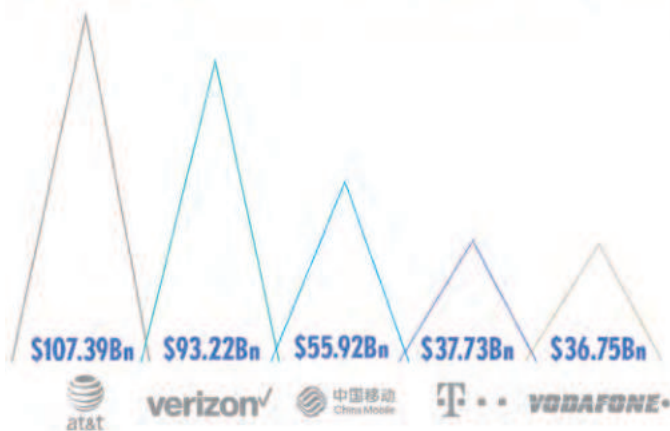
GLOBAL MARKET SHARE OF PHONE MANUFACTURERS (AS OF Q3 2016)



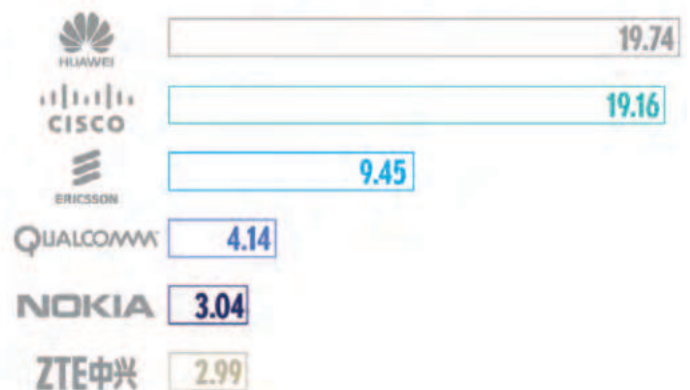
1.91 BILLION SMARTPHONE USERS IN THE WORLD AS OF 2015 AND 2.6BN IN 2016

Emerging markets are the main drivers of growth: Mobile is cheaper, convenient, and more useful, even when landline connectivity is an option.

TOP 5 MOST VALUABLE TELECOM BRANDS



MOST VALUABLE TELECOM INFRASTRUCTURE BRANDS (IN BILLION U.S. DOLLARS)



USHERING IN THE ERA OF CHANGE

2017 has been a great year of transformation for the telecom sector. We saw many regional telecom service providers changing the game by taking different roads enroute digitization. For example, Etisalat and RAKBANK signed a Memorandum of Understanding (MoU) for Managed Point of Sale Services. As part of the strategic partnership, Etisalat shall provide RAKBANK with last-mile Point of Sale (PoS) operations as its outsourced and managed service partner, a first-of-its-kind approach in the UAE payments and banking industry. On the other hand, Batelco became the first provider from Bahrain to enable customers around the region to connect directly to AWS infrastructure using the AWS Direct Connect service.

According to Abubakar Arshad, CISSP,PMPCISM,CRISC,Cyber Security Advisor, Telecommunications Regulatory Authority

"Digital transformation is playing a vital role in not only improving the overall efficiency of the Telecom Sector but also truly redefining the Telecommunication services. In Bahrain, digitization is at the top of the agenda for the Telecom companies, especially driven by the policy initiatives of the Government. The future initiatives driven by software defined networks, digital twins and artificial intelligence can provide great many opportunities for innovative and efficient services."

Meanwhile du has announced that it is the first provider in the Middle East to trial SDAN technology on NG-PON and establish an intelligent network capable of supporting future needs. Helping to facilitate UAE's future ambitions, the trial demonstrates how du can use SDAN to build intelligent networks that can adapt to the changing needs of the consumers. During GITEX 2017, du and Darkmatter also reaffirmed their commitment towards cyber security and offered

their respective perspectives on the critical role that cyber security plays for smart and hyper-connected digital environments to reach their full potential.

FINALLY

The telecommunications industry will continue to evolve in a number of new directions. Operators will continue to seek differentiation through network quality and breadth of service portfolio, underpinned by further industry consolidation and the appearance of new technologies to support data needs in the gigabit era. In an increasingly diverse market landscape, EY expects operator strategies to diverge on the basis of differences in geographic scale, level of digital ambition, and contrasting prioritizations of growth and efficiency within their strategic agenda. Yet higher levels of agility, more collaborative mindsets and a recasting of customer relationships will be vital to all. ➔

SIMPLIFYING THE CRITICAL IT INFRASTRUCTURE

WITH CONTINUOUS FOCUS TOWARDS MORE INNOVATIVE PRODUCTS AND SOLUTIONS BITS SECURE STANDS OUT IN TERMS OF SCALABILITY, RELIABILITY AND MANAGEABILITY.



MOHANBABU MURUGESAN,
BUSINESS HEAD - MIDDLE EAST, BITS SECURE I.T INFRASTRUCTURE.

? How would you define your solutions portfolio as of 2017?

Bits Secure I.T Infrastructure LLC, offers Unified IT management, Data center infrastructure management, Networking, Server, Storage, Unified communications and cyber security.

To enable our customers to succeed, Bits Secure provide a wide spectrum of on-premises or cloud hosted services, spanning across Unified communications, Cloud based Disaster Recovery, big data, virtualization, security and enterprise mobility which are highly scalable and robust.

Bits Secure I.T team is highly trained and certified with extensive experience across all product /solutions and continuously proving our ability by delivering project with Complete customer satisfaction. Our Maintenance team manage business critical I.T infrastructure round the clock to ensure maximum stability, performance and availability.

? Who are your key Vendors/ Partners in the region

3CX, Amazon AWS, Microsoft, Cyberoam, HP, Fortinet, Bitdefender, Ucopia, McAfee

? What is the competitiveness of your solutions against other players in the market?

Significant growth and changes in the technologies helps to shape the future of our industry. We believe, mixed reality will be a key player in transforming the way we do business today. We are constantly improving and deploying innovative solutions to enhance our services through technology in line with the industry and to provide better experiences for our customers.

? Which have been your major recognitions and achievements of 2017?

1. Bits Secure announced partnership with 3CX.

2. Bits Secure completed implementation of unified communication with wireless solution phones for NFPC at their Corporate office, Manufacturing Units and all branches across UAE bringing centralized management.
3. Awarded as Best Channel Reseller for Fanvil IP Phones.
4. Bits Secure expanded its operation to Oman.
5. Bits Secure successfully completed HP wireless & Networking Projects with 4 major Schools in Middle East.
6. Major cloud Disaster Recovery and risk management implementation completed across various industry verticals clients.


? Your market verdict

Data security and hacker's attack in this region brings more attention for organizations to invest and focus on security. Preventive approach towards cybersecurity is the right way to battle against these threats. Industry expert pegged IoT as next revolution however Hackers will continue to use IoT devices to facilitate DDoS attacks. We are looking at it from a consumer perspective rather than a developer perspective, it's not just about implementing a bunch of random devices that can talk to each other, we're intending to build real intelligence within this network with standard security. Its about bringing artificial intelligence into play, instigating blockchain for security reasons and then packaging all the smart services together in to one key for the advantage of our clients.

Major customer wins

- BINGHATTI GROUP
- RUBAIYAT
- NFPC
- DAMAC

DISTINCT FEATURE

We design and deliver tailor made infrastructure for each customer to accommodate their business needs with redundant and Secured Solutions. 



MOHAMMED ALI MAHNASHI,
ICT CONSULTANT –
MINISTRY OF FINANCE (MOF
SAUDI ARABIA)

Profile: Mr. Mohammed Mahnashi serves as ICT Consultant at Ministry of Finance, with focus on Strategic Planning, Quality Assurance and PMO. He also the Business Owner of the Data Assessment Initiative at MOF. Mr. Mahnashi is the IT consultant of the Digital Strategy Initiative and Purchase Orders Initiative. Prior to his time with MOF, Mohammed served as CIO at Saudi Digital Library at Ministry of Higher Education.

Organization Profile: Ministry of Finance (MOF) is responsible for regulating, managing and securing the collection of funds, and their expenditures, and became the general authority for financial matters in Saudi Arabia.

Building a Digital Powerhouse

As the country takes great strides towards achieving the goals of the ambitious blueprint, the Ministry of Finance is re-inventing its initiatives, directions and team work with more than 60 projects in hand to be materialized. All towards one common goal— Vision 2030.

An up-close interview with Mohammed Ali Mahnashi, ICT Advisor, Ministry of Finance, KSA.

■ WORDS: ANUSHREE DIXIT <ANUSHREE@GECMEDIAGROUP.COM>

When it comes to initiating a conversation on Digitization and the key role Saudi is playing in igniting the same, Mohammed Mahnashi is just a ring away— Regardless of the fact that it is a laid-back Friday après-midi. While the clock ticks away every day, without anybody's notice, in the busy office of the Ministry of Finance, Mr. Mahnashi is busy curating the right kind of services that goes into the building of a digital country— a country that is opening doors to a magnanimous vision.

Transparent and automated digital services are now a tangible reality for the customers of the Saudi Ministry of Finance. Right from reducing time and efforts in providing services to preparing a knowledgeable human workforce that adapts to the emerging technology, the Ministry of Finance is on a 'Refresh' mode.

"The Ministry of Finance is currently working on several programs and projects in the framework of activating the National Transformation

Program NTP2020 and the Saudi Vision 2030. All initiatives, directions and work teams within the Ministry have been redesigned to conform to the plans and objectives of the National Transition 2020 Program. The number of projects to be implemented during this period is more than 60 projects," says Mahnashi. The Vision is determined to reinforce and diversify the capabilities of the country's economy, turning the key strengths into enabling tools for a fully diversified future.

The Ministry is also working on advanced projects that are aligned to provide automated digital services to the customers that are at par with the highest recognized standards in information security, which will contribute to make the Kingdom of Saudi Arabia one of the world's largest user of applications of e-Government transactions. Talking about the shared services infrastructure of the Ministry, Mahnashi says, "The efforts are on the ground with teams to draw the plan for the shared service infrastructure (Government cloud). Discussions are between many government bodies as the e-Government Program (Yesser) and National Digitalization Unit (NDU) with MOF, CITC participation to put together a plan for the shared service infrastructure."

The Ministry is working on three important stages— Data center, Disaster recovery (Business Continuity) and the e-Government cloud to ensure the maintenance and establishment of a scalable ICT infrastructure in the Ministry. "We work on new Data Center to host the new financial services and platforms within MOF, we also work on Disaster Recovery project to ensure of the business continuity. MOF and other related government parties are working to establish an e-cloud to host the shared services between

Government Ministries. We believe that having those three stages will give us scalable and easy maintain infrastructure in KSA. For sure the private sector will be there to operate and work closely with us on those three stages."

"Most of our current financial services are going to be paperless. If you have a look at our top projects now, they are all about automation which lead to going paperless," adds Mahnashi.

GFMIS : General Financial Management System is also one of the unique services that the Ministry has built. Quoting the Ministry's website, "The aim of this initiative is to find a comprehensive solutions to the management and governance of digital identity, to provide a unified electronic access services at the national level, and to provide the needed mechanism and tools that are necessary to solve the problem, which faces many governmental and private agencies. This problem is represented in obstructing the provision of many important services which benefit the citizen and resident due to the fact that level of credibility and trust are low, in the digital identity, and the possibility of being stolen or hacked."

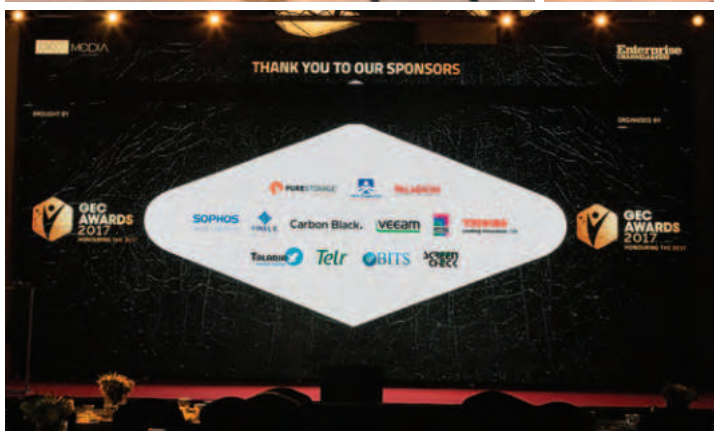
The Ministry of Finance joins a list of government agencies that are linked to SADAD payments system. The payment system of the Ministry have been linked to SADAD payments system since August 23, 2009. The Ministry aims to raise the level of services, and to make the payment of fees easy, across all banking channels available in various parts of the Kingdom.

FINALLY

The journey has just begun and there are miles to go. Join him at The Critical Infrastructure Forum 2017 Keynote to know more about the Ministry's roadmap for the future. 

Talking about some of the recent projects that the Ministry has embarked upon, Mr. Mahnashi says, "To list down, the following are the projects that we are heavily focused on, which is not at all an exhaustive list."

- a. Cash to Accrual
- b. Payments Orders Automation
- c. Budget Automation
- d. Digital Strategy
- e. Financial Portal
- f. Mawared + (HRM)
- g. Collaboration and Correspondence System (MOAMALAT)











BLOCKCHAIN

A TREASURE BOX HALF OPENED

The numerous ways in which the 'digital ledger' would redefine the way organizations looked into secure transactions and storage would be worth the wait. Though many countries have claimed to have initiated the implementation or use of Blockchain, we all know that the box is just half opened. If studies are true, innovation and excellence is in the making in the form of blockchain.

■ BY: ANUSHREE DIXIT <ANUSHREE@GECMEDIAGROUP.COM> ■ PHOTO: SHUTTERSTOCK

Blockchain technology has real-world applicability across industries—healthcare to automotive, to finance—and governments can extract and leverage tangible value from the vast amounts of data at their fingertips. It is rapidly being recognized as a potentially game-changing approach to cybersecurity, and its applicability to the smart city context

is profound.

The Blockchain Middle East Forum (BMEF) has revealed a plan to advance the adoption of blockchain technology, with opportunities across various sectors in the region.

THE GENESIS AND THE CONTINUATION

Blockchain is an enabler for the region

BLOCKCHAIN JOURNEY SO FAR

1. Dubai Blockchain Strategy 2020 announced by Sheikh Hamdan bin Mohammed bin Rashid Al Maktoum, Crown Prince of Dubai and Chairman of the Dubai Executive Council in October 2016.
2. Dubai hosts graduation of Ethereum Blockchain Developers
3. Dubai Land Department (DLD) has become the world's first government agency to adopt blockchain technology for all of its transactions
4. Tristar Group deploys blockchain technology revolutionising its logistics business
5. WEF gathers experts in the UAE to brainstorm on building a vision for 2030
6. Abu Dhabi Admits 4 Blockchain Startups to Fintech Sandbox
7. DEWA is promoting smart home energy monitoring and blockchain and piloting two initiatives using the distributed ledger technology



“Dimension Data is spending much time to craft solutions that drive suitable use-cases that can accelerate blockchain adoption in the UAE.”

-MECHELLE BUYS DU PLESSIS,
MANAGING DIRECTOR - MIDDLE
EAST, DIMENSION DATA



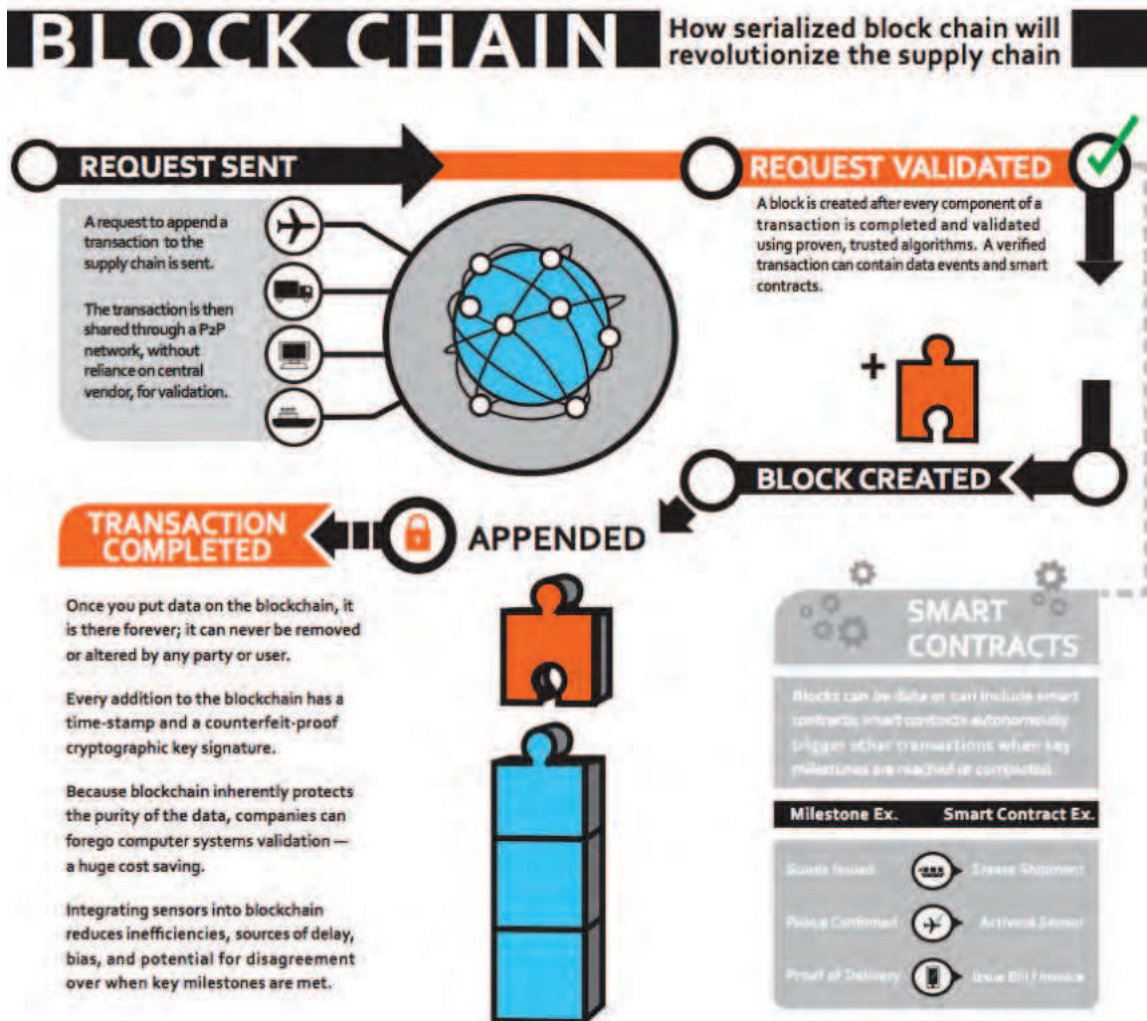
“Finesse is helping organization to start their paperless journey with Finesse powered smart contracts as well execute POCs for different use cases with the help of the Bankchain Consortium.”

-ARTI SOGANI,
MANAGER - BUSINESS
DEVELOPMENT & PRESALES,
FINESSE



“We have recently introduced the open, hyper-compatible Coco Framework for enterprise blockchain networks to the Gulf region.”

-RAMEZ DANDAN,
REGIONAL TECHNOLOGY OFFI-
CER, MICROSOFT GULF





“OMA Emirates is exploring the combined effects that Blockchain has for faster remittances while also being able to reduce the remittance cost.”

-NIRANJ SANGAL,
GROUP CEO, OMA EMIRATES
GROUP



“We are building a novel blockchain-based and blockchain-regulated Airspace Ecosystem that intends to provide Urban Air Mobility programs

-KIRILL NIKOLAEV,
VIMANA ICO ADVISER

to deliver secure, digitized services across all verticals. We have seen a leading uptake of Blockchain with Smart Dubai, as it sets out on a journey of adopting Blockchain to provide simpler and secure services across multiple government agencies to better serve citizens, residence and tourists. With ambitious growth figures forecasted for tourism, Smart Dubai is gearing up to provide seamless services to allow for simple, secure transactions,” says Mechelle Buys Du Plessis, Managing Director – Middle East, Dimension Data

The potential applications for blockchain technology are almost without limit. With more money being poured into blockchain-based startups, consumers should not be surprised to see DLT services and products becoming more mainstream in the near future. Finesse as a trusted system integrator has partnered with some amazing startups in the Blockchain solution space.

Arti Sogani – Manager – Business Development & Presales at Finesse says, “Finesse started the Blockchain Practice by enabling organizations with well-orchestrated Blockchain Training Programs. These training programs are designed as per the nature of the audience and the industry

vertical. Finesse provides different training for business as well as IT.”

BUILDING A CITY ON BLOCKCHAIN

Government and enterprises in the Middle East, and particularly the UAE, are really on the forefront when it comes to harnessing the potential of the latest technologies. Between the continued push towards smart cities, initiatives like the Dubai Future Accelerators and investment in autonomous vehicles (reference the recent RTA recent autonomous flying-taxi trial), in my personal opinion, I believe that in the next 3-4 years, blockchain will be a mainstream technology in enterprises across the region, particularly in the government and transportation sectors.

Ramez Dandan, Regional Technology Officer, Microsoft Gulf says, “Microsoft was a founding member of the Global Blockchain Council because we believe strongly in the security of the technology’s auditing capabilities. Blockchain can achieve so much more for enterprises of all scales and walks of life, allowing them to more efficiently share business processes with suppliers, customers and partners, leading to new

opportunities for multi-party collaboration and, eventually, exciting new business models.”

BLOCKING THE CHAIN OF COSTS

As a payment solution provider, largely for the financial sector and with the increasing interest in Blockchain by these organizations, OMA Emirates is exploring the combined effects that Blockchain has for faster remittances while also being able to reduce the remittance cost. We also aim to explore the possibilities of using the technology for our P2P transfers. The opportunities are endless for us and we have already begun working towards them,” says Niranj Sangal, Group CEO, OMA Emirates Group.

TRANSFORMING THE MIDDLE EAST ORGANIZATIONS

According to Eamonn Maguire, global lead in the blockchain practice at KPMG, the financial services sector in the Middle East was the first major adopter of blockchain technologies, primarily because blockchain could help cut operating and capital costs, which is a growing burden for financial services companies after years of increasing regulatory overheads.

But the banking sector is not the only vertical trying out blockchain technology in the Middle East. The travel and aviation are examples of industries that rely on data collection and sharing between different stakeholders, making blockchain an obvious technology for IT teams in these sectors to investigate.

Kirill Nikolaev, VIMANA ICO Adviser says, “At VIMANA, we are building a novel blockchain-based and blockchain-regulated Airspace Ecosystem. The Ecosystem intends to provide Urban Air Mobility programs in smart cities like Dubai, New York and Tokyo with daily network aerial commuting based on fly-by-wire operating Vertical Take-Off and Landing Autonomous Aerial Vehicles (VTOL AAVs). We are targeting an early Q1 2018 launch in Dubai so that is extremely exciting.”

FINALLY

Fintech, Bitcoin and Blockchain etc are all in their very early yet fundamental years in the region and the best is yet to come. If the regional organizations successfully harness the power of blockchain then we are just a few steps away from being digitally supreme in the way transactions are recorded, maintained and archived. UAE is the first country to actively take the next step and encourage use of the Blockchain. 

PURE STORAGE

"At GITEX, we showcased our flasharray//x, the company's first all-nvme, enterprise-class, all-flash array for high performance structured data workloads and flashblade that enables our customers to be more efficient. We are really focused on leveraging the position of our customers to leverage their data in the day to day environment not just in the classic way of doing business

but going beyond that to derive maximum value for the data that they have collected. This is in sync with the digital models and our prime aim is to help the customers' transition journey smooth and seamless," says Christian Putz, Director, EEMEA at Pure Storage. Pure is doing this by delivering the data platform for the cloud era – a well-integrated set of software-defined

data services (block, file, object, and vm/container), delivered by its flash systems, software, and cloud-based management that enables the customers to run all operations with cloud agility, improve the economics of data analytics at high velocity and scale, and ultimately derive new insights to deliver data-driven customer results never before possible."



GBM

At the GITEX 2017, GBM had a very meaningful participation together with Etisalat. Speaking to Vittorio Brini, Director Strategy & Business Development - Intelligent Network Solutions & Mobility at GBM, he says "Together we are delivering a new experience around education, especially how to deliver the next generation education experience for schools. We are leveraging our unique partnership with Apple, of who we are the leading authorized system integrator in the region. Together with Apple we are delivering an educational experience that enables you to make the most out of the technology. We want the kids and teachers to take advantage of this. We are taking the next step in Education. We are simplifying this experience as much as we can," says Vittorio.



MIMECAST

"Cyber resilience has been one of our key messages during GITEX 2017 that focuses on the critical stages of before, during and after an attack. Channel or partner enablement plays a very massive role in the sales process. We are a 100% channel driven company and at the end it all culminates to enabling or empowering the

customer," says Jason Roos, Channel and Alliances Director at Mimecast. Mimecast also discussed how organizations can build a comprehensive cyber resilience strategy for email. Experts performed a live email hack, and demonstrated how organizations can protect themselves against advanced

cyberattacks, like spear-phishing and impersonation fraud with Mimecast's range of services. "According to a recent survey Mimecast commissioned from Vanson Bourne, only 30% of respondents say they have adopted a complete cyber resilience strategy, with about one-third still in the early stages of development or planning.

This low rate of adoption – and ultimately, preparedness – has consequences: 64% think they will suffer a negative business impact from cybercriminal activity this year. To achieve a comprehensive cyber resilience strategy, organizations need to first assess the actual capabilities of their current email security service."

NEXANS

"Nexans has been in this region for the past 20 years and this gives us a clear vision of where the market and the region is heading towards. Every customer has a different requirement and a different growth map, hence we have a very strong team in Nexans that evolves as per the requirement in various

phases like designing, pre-designing, implementing etc to give customer the best experience. So every solution that we give to the customer is tailored to meet his present as well as future demand," says Tarek Helmy, Regional Director Gulf and Middle East, South & East Africa, Nexans Cabling

Solutions. Nexans also put the spotlight on its Data Centre Innovations and Fibre-to-the-Office (FTTO) solutions at GITEX Technology Week 2017. In addition to showcasing its LAN cabling solutions, experts from the company held product demonstrations for customers and partners.



CARBON BLACK

We are not new to the market, but a major transformation for us in 2017 was because of Westcon. They have been on board and helping us drive the right solutions to the target audience. Later in the year I have also come on board to take it ahead and together we have been driving the channel strong and efficient. One of the big realities in the market today is the failure of the traditional anti virus solutions. We are helping people reimagine today's reality by helping them solve some of the ever evolving business problems," says Christian Hewitt, Channel Development Manager, UAE.



DARKMATTER

Faisal Al Bannai, Founder and CEO of DarkMatter, and Osman Sultan, CEO of du came together to offer their respective perspectives on the critical role that cyber security plays for smart and hyper-connected digital environments to reach their full potential. Given the rise of Smart Cities, which leverage billions of

intelligent, instrumented and interconnected devices and sensors, the requirement to add immunity to the ecosystem is paramount to its continued operation and sustainability. There are already estimated to be 2.1 billion smartphones in use globally today, with 2.2 billion people connected to the web and tens of billions of

connected devices forecast to be in use in the coming years. Faisal Al Bannai commented, "The gains from digital transformation are enormous and obvious. However, we will not enjoy the benefits of a Smart City without the foundation of security. As the threat landscape expands to include billions of connected

devices, we need to raise the bar for the security of that environment. We spend billions on security every year, and yet the cyber incidents continue to rise, and we believe there is a requirement for public-private partnerships to ensure cyber resilience is established across all government and commercial digital ecosystems."

SONICWALL

"SonicWall is back as a strong and independent company in the market—this is one of our strongest messages to the market at GITEX 2017. Being independent has brought back the focus, being focused helps us bring back the innovations, and being innovative makes us stand a league apart in the market. We launched 6 new products and some feature enhancements including our first

multigate firewall, Wave 2 wireless and also as a first time in the history of Sonicwall, we also launched the outdoor WiFi solution," says Shahnawaz Sheikh, Sales and Channel Director – SonicWall [META, CEE]. SonicWall launched its unprecedented range of advanced network security products and services at GITEX. The range of products works to accelerate

speed thresholds for its Automated Real-Time Breach Detection and Prevention Platform across wired, wireless and mobile networks. This automated, real-time breach detection and prevention platform ensures organisations can build smart, consistent and sound security postures while meeting the speed, performance and cost-of-ownership demands of today's businesses and their users.



EPICOR

"We have expanded our presence in GITEX this year. We have a bigger stand space and we are present directly and also through our partners. We also invited some of our key customers to be a part of the event. 2017 was a good year for us. Customers are keen to have ERP that suits their industry specific need and our specifically built modules comes across as the perfect fit for some of the key industries that we are closely working with like; manufacturing, services, hospitality, distribution etc.

The company used GITEX as a platform to showcase its range of global enterprise resource planning (ERP) solutions including the latest version of Epicor ERP, Epicor iScala, Epicor iScala for Hospitality, and Epicor Human Capital Management (HCM).

"We can make a resounding business case that investment in IT systems is critical to a business's ability to compete in today's worldwide market, expand in to new regions, and grow their bottom line," Tohme said. "With Epicor ERP, organisations in the region can eliminate inefficiencies, improve decision making, increase agility and responsiveness to market trends, and deliver better customer service—critical success factors for navigating the challenges of growth" said Monzer Tohme, Regional VP, Middle East and Africa for Epicor Software.



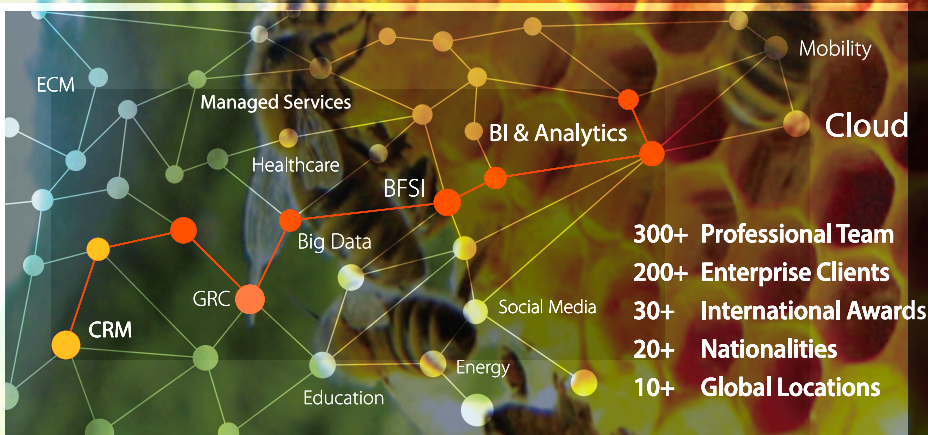
SCREENCHECK

"The partner ecosystem has changed a lot today in their concept. They are looking at interruptive technologies. There are certain solutions line that we are carrying like RFID, which can be a significant component on an IoT platform and IoT is a very great component of a smart city. We are launching many new products

in line of visual identification, large sized card printer, robotics and video surveillance etc." ScreenCheck showcased the innovative large format card printing solutions from Zebra first time in the region - at the GITEX Technology Week in Dubai. Zebra ZC10L ID Card printer which can print on large sized cards with edge

to edge printing capability. "It is the right time Zebra launched the new printer" says Faisal Mohamed, General Manager, ScreenCheck Middle East. "Dubai Expo 2020 and other major events nearing the event ID market is going to grow fast. With Zebra's brand name and its unique features we are confident that it will be a game changer"

Winning Together



300+ Professional Team
200+ Enterprise Clients
30+ International Awards
20+ Nationalities
10+ Global Locations



MENA | APAC | AMERICAS

ENABLING DIGITAL TRANSFORMATION

Charbel Khneisser, Regional Presales Director, METNA at Riverbed says, "For Riverbed, 2017 has been a great year where we had some amazing customer conversations." According to Charbel they saw an increased relevance for their solutions in the market and an equally sound reception. "The CIOs are evolving like never before

and adopting technology that are meaningful to their organization. We are further propelling this move by providing the customers with a value added service oriented model." As a heavily channel driven company, Riverbed is investing significantly in its partner ecosystem. Charbel adds, "We believe that channel plays a very important role. Our partners are

always shadowing us and vice versa. We are not here to sell solutions, but process and tools. For us, people are at the center of everything. We have a huge understanding of the ecosystem and we believe that we are ideally positioned to cater to the need of the customers; right from storage, server, virtualizations and all the way to the emerging technologies."



STARLINK

StarLink's theme for GITEX 2017 was Unify people, process and product by automating incident response with orchestration and machine learning. A cross-section of StarLink's key vendors showcased best-of-breed technologies that are embedded into the fabric of SDDC Security. "We don't go to the market with a vendor or product centric view. We go with a solution centric view. The theme of our GITEX stand this year is 'How to accelerate incident response' using automation and orchestration that is based on machine learning technology. The more you can take the human out of the security problem, the more is the chance of protecting against breaches. Equifax for example, though having a patch management, they did not manage it well, due to human error. The solution to the problem is deploying proactive security, making sure you have proper tools in place to help combat the threat," says Avinash Advani, SVP Strategic Alliances & International Markets at StarLink.



VEEAM

"2017 has been a huge year for Veeam in terms of new products in what we are launching. We are encouraging customers to come down and see what's available in Veeam version 10. We also released the second version of Office 365 backup. We want people to come to us and speak about their application availability," says Gregg Petersen, Regional Sales Vice President,

MEA, Veeam Software. Veeam has seen a lot of success in the region already. In the new leadership, Gregg, wants to continue to drive their channel business, grow it and continue to invest in their channel with regards to their partners and alliances. He also suggests that if the customer wants to back up his infrastructure, they should first choose a vendor

who understands the modern data centre or a local company whom they can trust to do the implementation. Also look for who can provide ongoing support. Finally, Gregg feels that reimagining backup is not something to imagine. Backup is always about recoverability. Choose a vendor who guarantees recoverability an application availability.



DATA MANAGEMENT

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Tintri

ARROW

Arrow Electronics showcased a range of modern data center technologies and cloud security solutions from leading technology vendors at Gitex Technology Week. "IT professionals in both public and commercial sectors are under increasing pressure to demonstrate if they have the optimal data center technologies and cloud security solutions in place to support digital transformation and deliver

values for their business or organization," said Vimal Kocher, managing director for the Middle East region of Arrow's enterprise computing solutions business. "We are working closely with our solution providers to help them acquire the critical consultative expertise and equip them with the practical solution portfolio to help end-customers better understand what it takes to capture transformative

benefits delivered by these technologies in addressing current IT challenges." We are putting a lot of efforts in the software solutions. From Arrow perspective we have created a lot of solutions of which we are basically the resellers that goes to the end customer and talk about the solutions rather than having a specific product. We have put a lot of emphasis on training and certified programs for most of our vendors.



SOPHOS

We have to realize that data is the new goal of every hacker and everybody wants to steal data. Security market has changed dramatically over the couple of years. The bad guys are getting very intelligent. If you are not prepared to fight this with Intelligent systems, then your organization is definitely at risk." The way that Sophos looks into synchronized security is; Imagine a robber breaking into your house. He will definitely not knock at the main door. He will look for the first window, then go for the second... and then so on and so forth. The same happens with an organization. A hacker will first attack your network, then hover around to the endpoint and then somewhere else until he reaches the vulnerability point. Karl adds, "Business today needs a more cleverer approach. As long as we do not have the right intelligent systems, it is like going to a gun fight with a knife." Says Karl Heinz Warrum, Regional Vice President of Sales, CEEMEA, Sophos.



POLYCOM

"As businesses look to streamline operations, increase productivity, enable speedier and more effective decision making, deploying collaboration solutions that enable effective internal and external communications is becoming a worthwhile investment for organisations in the region," said Glynn Jones, Vice President

EMEA Channels and Advanced Technology Group, Polycom. "At GITEX we demonstrated significant advancements in team collaboration solutions that the benefits of content, video and messaging enhancements into intuitive, easy to use and deploy solutions." Dedicated to enabling the workplace of the future,

Polycom showcased the power of human collaboration through its latest portfolio of video, voice and content sharing collaboration solutions that promote flexible working and create collaborative workplaces for businesses. Polycom exhibited at GITEX in partnership with FVC, Microsoft, Sitec and Mindware.

SECUREWORKS

As a part of Dell Technology family, Secureworks showcased their solutions for the first time under a single platform in GITEX. Secureworks provides an early warning for evolving cyber threats, and prevents, detects and responds to cyber-attacks. Being in the Middle East region for 11 years, Gopan Sivasankaran, Senior Security Architect at Secureworks believes that the region has massive security skill shortage. He

says, according to global statistics, for every 20 jobs in security, there is only 1 candidate. "We help organizations to detect threats very early in the kill chain, help them to address skill shortage and provide incident response as required. If attacked by ransomwares, people don't know what action to take and that is why we are here to help them. Our goal is to help organizations better protect themselves from the current and emerging

threats." He talks about the four dimensions to what organizations must focus on – Technology, people, process and intelligence. "In this part of the world, I've seen the majority of organizations invest in technology, but there is lack of people, processes and intelligence. Organizations should look at where they stand in these areas and look for ways to improve and find the right balance" he adds.



RED HAT

Red Hat demonstrated open source technology innovations for digital transformation at GITEX. They also showcased container solutions that give enterprises everything they need to implement containers in the enterprise. Adrian Pickering, Regional General Manager – MENA, Red Hat, says "We are the world's leader in open source. Through a process of certification testing, security validation, we make opensource software consumable by the enterprises." The organization also focuses on hybrid cloud. Red Hat's entire cloud portfolio is built around open hybrid cloud management approach. The other key focus of the company at GITEX was training, certifications and academies. "Training goes around alongside everything that we do. We provide training and certification for individuals for all our technologies. But in terms of programs, we are focusing particularly in this region on working with universities and higher colleges of technology in education" adds Adrian. The company has already signed educational institutions like American University of Sharjah in UAE and Dammam University and King Abdulaziz University in Saudi Arabia.

CENTRA HUB

Centra Hub at GITEX this year to showcased 3 new things - Centra Books, Centra Studio and revamped Centra Alliance and Partnership program. The company as a software developer works exclusively through the channel. Rohan Tejura, Asst. VP – CRM – MEA said "We only work through

channel markets in the entire global regions and territories that we operate in. From the license provisioning to the implementation of our solutions and services to support is exclusively done through channel. This year we have revamped and reintroduced CAP program which is

universal, versatile and territory agnostic." "On the product portfolio side, Centra studio allows their partner network to benefit from vertical specific business process automation tools in which they can build their own IP's. Centra Books which is VAT enabled, on

cloud SaaS solution provides financial inventory as well as procurement and CRM capabilities on an incline solution" added Rohan. In addition to the, the company also promoted the upgraded version of its solutions like CRM, HCM.

EDGECORE NETWORKS

Powered by Accton Technology Corporation and headquartered in Taiwan, Edgecore Networks is primarily a network company and delivers wired and wireless networking products and solutions through channel partners and system integrators around the world for data centre, enterprise, service providers. Participating in GITEX for the third consecutive year, George Tchapanian, CEO & GM

Open Networking, Accton Group is intrigued by the number of technologies and people coming under one roof. He says "I am surprised in a positive way as how GITEX is growing huge each passing year with different technologies coming in."

Primarily a networking company, Edgecore brings out two different types of businesses – legacy products for networking and switching and open networking. "We have end

to end solutions from data centre, carrier, enterprises, managed services, etc."

adds George. Edgecore switches are deployed at Facebook which is open networking for example.

The company does not have a local office in the region for now, and goes to market with distributors, resellers. "The great number of responses has given me hope to come back next year at GITEX" concludes George.



F5 NETWORKS

F5 Networks at GITEX showcased their cloud solutions. The new F5 cloud services include public cloud solutions that help deploy applications faster in any cloud. Tabrez Surve, Regional Head – Security Sales, META for F5 Networks says – "This year, our focus has been specifically on the cloud solutions.

Over the last one year almost, we have moved a lot of our solutions to cloud. We have partnered with AWS, Azure, Google, IBM, Oracle. We are making sure that our products are available on all the public clouds." Commenting on the Middle East Region adopting cloud he says – "Middle East has lagged in cloud adoption compared to other regions.

But the good thing now is, people are strategically looking at investing in the region. So, with AWS, Alibaba Cloud coming in, Azure building its own data centres, in another 12 months, we shall witness the adoption and education of end customers increase drastically. GITEX becomes a medium for us to connect with our customers & partners at a central location. Additionally, its becomes a platform to showcase our roadmap" concludes Tabrez.



RITTAL MIDDLE EAST

The digital transformation in the industry has been opening up a lot of opportunities but at the same time, it becomes a bit challenging to choose the right infrastructure to handle the big amount of data. So, under the theme of 'Discover IT', Rittal Middle East showcased at GITEX some innovative IT solutions

that can facilitate a better digital transformation for small, medium and large enterprises. Rajesh N.R., Sales Manager – IT Infrastructure for Rittal Middle East says – "There is no better platform than GITEX to display and demonstrate our product lines. We have solutions which are unique, and we are not here

to challenge others. We want people to come and experience our solutions and make out the difference for themselves." The company also discussed a few trending new technologies and products for the new generation IT infrastructure and intelligent industrialization of data centres.

BICSI

BICSI provides information, education and knowledge assessment for individuals and companies in the ICT industry. Headquartered in Tampa, Florida, USA, BICSI membership spans nearly 100 countries. BICSI hosted the 2017 BICSI ACE Summit on the 10th October. The event held on the sidelines of the GITEX Technology Week was a platform for industry stakeholders especially architects, consultants & end users to

share wisdom, experience, observations and challenges. The Summit provided stakeholders the opportunity to learn about the international standards applicable for effective design and implementation of best practices for ICT applications like data centers, structured cabling, wireless infrastructure and audio-video.

Mr. Ayman AboSlema, Middle East & Africa District Chair for BICSI says – “GITEX is like a

celebration, the whole ICT industry being here. Here, we get in touch with customers and share information on ICT. By the end of the day, you need infrastructure, and you need to ensure qualification who are building infrastructure where we can be of help. BICSI has moved globally and we also have a Dubai based office where customers can easily locate us and we can help them.”



FINESSE

Finesse showcased new solutions at GITEX. This year the focus of the company was more on digital transformational area. Sunil Paul, Co-Founder & COO at Finesse says – “We have brought in innovative solutions to the region from the analytics angle. We have analytics solutions for banking and financial sectors, government sectors and other sectors like retail. We have brought in artificial intelligence based chatbots. We have ready solutions for blockchain. And these solutions are not repetitive.”

From a BI specialization point of view, Finesse says it is far ahead than their competitors. The company has already more than 60 customers in the region for business intelligence. In the last 12 months, the company has added several new clients in the banking and financial, aviation, healthcare, government sectors, etc.

Commenting on GITEX he says – “GITEX looks more promising this year compared to last. This is the best platform for us to meet our clients in the region from all over Oman, Saudi Arabia, Bahrain, and parts of Africa as well.”



TRIPLE

TrripLe showcased its mobile wallet solutions at GITEX. It aims to make mobile payments accessible to everyone & capture the attention of this market by providing a customized application with attractive promotions & key functionalities, that can be useful in the daily routine not only to purchase goods & services but also to access different transaction

facilities & financial services. Paolo Gagliardi, CEO, TrripLe says “Using digital payments, consumers can save time & money & gain real time insights on transaction history and spending trends. The features of our solutions are, people can top up their phone with any international carrier from here. They can send money to any country which is essential

particularly for the blue collared workers here. We were at GITEX to make people aware that our product is available, is secure & is a pure innovation. There is no limit to imagination & innovation. When you have the right vision & strategy, everything is possible. So, stay tuned with us as this is just the beginning & we have an incredible roadmap of service coming in the next 12 months.”



P. SATHYAMURTHY,
REGIONAL SALES DIRECTOR -
MEA, SIMEIO SOLUTIONS

"As a pure play service organization focused in identity and access management, Gartner security summit presents us with the right platform to network and meet with our target audience. Simeio joined as a delegate in the 2016 GSRMS and this year we are participating as exhibitors. We see this as a good opportunity to put forward our message to the market. Our

uniqueness lies in the fact that we focus purely on identity solutions, which many organizations do not. Our practice and existence in this market is close to a decade. We have hundreds and millions of identities that are being managed, hence that's our strength. We do not shy away with any particular verticals and work with all of them. In this market the adoption of technology is definitely on the upper curve but the technology itself has been there for couple of decades now and that's our stand. We are completely vendor agnostic, we go from advisory to typical professional service where we understand and cater to the need of the customer, Be it on the hybrid cloud or the private cloud. We have a complete understanding and that makes us different."



SIDDHARTHA MURTHINTY,
PRACTICE HEAD - SECURITY
OPERATIONS & GOVERNANCE,
SPIRE SOLUTIONS

At the 2017 Gartner Security summit we are showcasing a very niche and strong portfolio of security solutions that are tailored for the modern enterprises and its threat vectors. We have the Rapid 7 portfolio that has vulnerability management solution called Nexpose, and Metasploit for penetration testing solution. The new entrants are Flashpoint which is a business risk intelligence solution. Flashpoint is very unique because they

have been market leaders about 11 years now and the uniqueness lies in the fact that their intelligence comes from the dark and deep web. So with the current geo political situation this intelligence is vital to organizations in ensuring they take care of risk like insider threat. Organizations in the banking sector and intelligence should take this solution and add it to their existing arsenal. We also have Endgame for endpoint detection and response. Threat hunting is one of the rising buzzword and we do everything with a single lightweight dissolvable sensor. Organizations are loving this because they are able to achieve this with a single sensor. We also have dynamic deception with Smokescreen. Watch out for our new interface which is coming out for Smokescreen that will be the gamechanger for the months to come."



LAURENCE PITT,
SECURITY STRATEGY
DIRECTOR AT JUNIPER
NETWORKS

"At Gartner Security summit 2017, our prime focus is on better understanding the customer needs. We are not here to pitch for our products, but to tell our story and to be in a better position to understand the customer requirement in security. The biggest change that Juniper has brought to the 2017 market has been around security awareness. We want customers to realize that cyber security is more just buying a product but about being aware of what is happening. People are the weakest links in security, so the better aware the people are, lesser the crisis. 2018 will be the year of connected devices and the opportunities for the bad guys will be much more recognized as there will be more ways to abuse the devices which though already have security built in. That is an area where Juniper can play a great role. We own the network, we spot anomalies in a network and the faster we can note that, the faster we can help a customer mitigate. My advice to the CISO's would be to look into their networks. Look to use the intelligence that you built up. You are the only person who knows what your network looks like."



ATTIVO NETWORKS

Attivo Networks participated at Gartner Security & Risk Management Summit this year to showcase their cyber deception platform that encompasses tools, solutions that are implanted in the network to enable capturing of the attacker inside the network. The Attivo ThreatDefend Deception and Response Platform solution combines distributed, high interaction deception lures and decoys designed to provide early visibility into in-network threats, efficient continuous threat management and accelerated incident response. "Having a Gartner validation of

the technology is extremely important to us in the market and therefore Gartner is supporting the deception technology and they believe in it across all areas including the Middle East and we are here to support that initiative. From Gartner Security Summit – we plan to take away 2 things. One is our commitment to the Middle East, Turkey and Africa market, we've fully fledged office with resources and we want to network with the 300+ CIO's that have been invited to this event" says Ray Kafity, VP – META, Attivo Networks.



INNOVATIVE SOLUTIONS

Innovative Solutions has been delivering solutions for the private and the public sector since 2004 in the Kingdom of Saudi Arabia with a vision of advancing cyber security. Being the gold sponsors for the Gartner Security and Risk Management Summit, the company participated to showcase their security solutions like cyber security integration, cyber security services. The company claims that their cyber security products– Linq2 and Linq2FA is being used by more than 70% of the banking sectors in Saudi Arabia. Fahad F. Al Suhaimi, Sales & Marketing Vice President for Innovative Solutions says – "We are experienced and the only company is Saudi Arabia since 2004. We do customization, implementation, consultation, advisory as well as support. The Deepi Suite is our latest solution which provides cutting edge managed security services (MSS)."



CHECK POINT

Check Point has been dedicated to providing customers uncompromised protection against all types of threats. At the Gartner Security & Risk Management Summit, the company showcased the infinity architecture for cyber security. Check Point Infinity is the first consolidated security across networks, cloud and mobile, providing the highest level of threat prevention against both known and unknown targeted attacks. Ram Narayanan, Channel Manager for Check Point says – "With the cyber-attacks taking place, people are more focused on the protection and also on cloud security. We are mainly here to showcase 3 things – Advanced Threat Protection, Cloud Security & Mobile Security. From a Check Point perspective, we have been approaching security holistically. Gartner has been very fruitful from a networking point of view where we are able to meet our enterprise clients. Gartner has been aggregation of focused set of cyber security professionals where there are lot of decision makers as well stakeholders to see the threat. This is the right platform to be associated with."

FOCUS AFRICA

AFRICA

The Game Changers

Technology plays a key role as Africa moves from the margins to the mainstream of the global economy. From mobile banking to mobile health to the development of cargo drone routes, the continent is coming up with solutions that could be utilized by the rest of the world. But what exactly is driving Africa's growth? How is the continent shaping its future?

■ BY: DIVSHA BHAT <DIVSHA@GECMEDIAGROUP.COM> ■ PHOTO: SHUTTERSTOCK

Africa has transformed tremendously in the last decade and has now become a growing market for investment banks and infrastructure projects. The country is flourishing and a lot of this economic growth comes from the investments in technology. According to World Bank projections for global growth, out of the 20 fastest growing economies

in the world, 11 are in Africa. The continent's development can be witnessed through the shift from labour intensive economies to banking, telecommunications and retail.

NEW LAND OF OPPORTUNITY

The year 2016 has been great for the African market despite the slowdown in global com-



“The government thrust towards systems and processes automation software has resulted in a growth path for the Centra portfolio within the African territories”

-NISITH NAIK,
CEO, CENTRA HUB.



“Over the last year we have experienced a significant growth in demand for our services. We have joined forces with several of the country’s major channel partners, including Internet Solutions, Dimension Data and Eldama”

-JASON ROOS,
CHANNEL AND ALLIANCES
DIRECTOR AT MIMICAST.



“North/East and South Africa are keen to adopt the latest technology. They would like to have the vendors focus in country rather doing the business management from Dubai”

-SANTOSH VARGHESE,
GM - MEA, TOSHIBA.

modities prices and political unrest in the region. The McKinsey Global Institute (MGI) referred to African economies as ‘Lions on the Move’. They cite three key trends that fuel growth in these African economies. Firstly, a young population with a growing labour force. In 2034, Africa is expected to have the world’s largest working-age population of 1.1 billion. Secondly, the growing urbanization. According to the United Nations, productivity in cities is three times as high as in rural areas and, over the next decade, an additional 187 million Africans will live in cities. Finally, the rapid adaptation of technology. According to Gartner, the IT spending in South Africa will grow 2.4% in 2017. These changes highlight a spectrum of investment opportunities for the global investors. Today, the spending by African consumers totals \$4 trillion. Business spending is even greater, and is expected to grow from \$2.6 trillion in 2015 to \$3.5 trillion by 2025.

The CEO of Centra Hub, Nisith Naik says “The African markets have seen significant investments coming from global entities such as the World Bank among various other bodies who

have brought in funding for the development of organizational infrastructure and opportunity to local entrepreneurs, start-ups, and established businesses alike. As a consequence, several government and semi-government entities have been making active, aggressive and well-structured systems acquisitions within the business process automation and management space, HR management ecosystems, CRM solutions and ERP systems, among others. The government thrust towards systems and processes automation software has resulted in a growth path for the Centra portfolio within the African territories.”

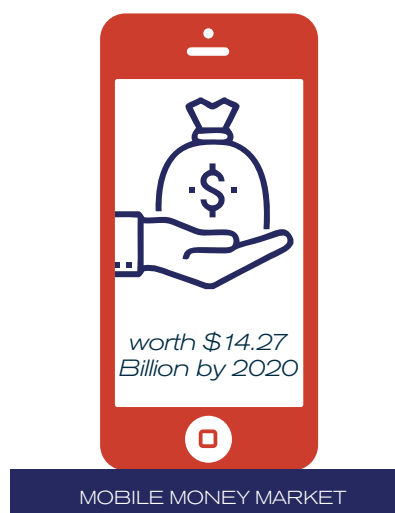
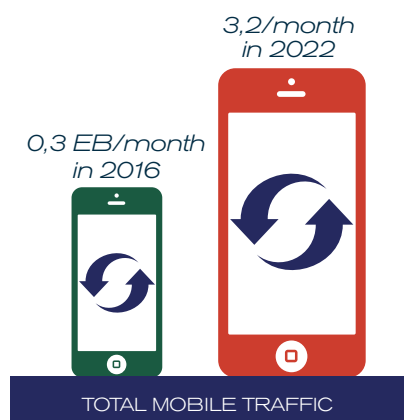
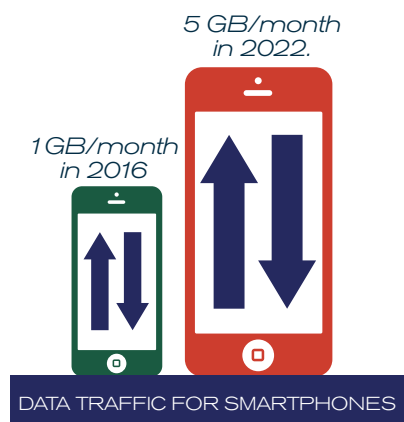
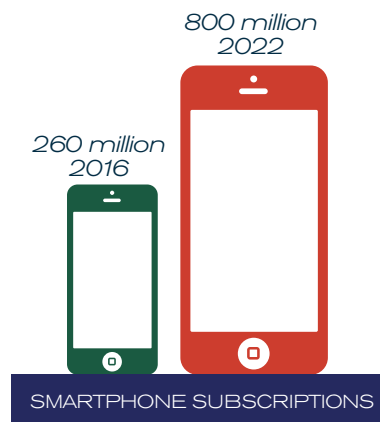
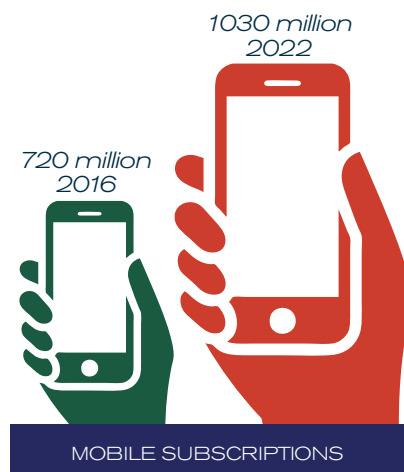
Jason Roos, Channel and Alliances Director at Mimecast says that their business in African countries is witnessing huge growth. “Take Kenya for example. Over the last year we have experienced a significant growth in demand for our services. We have joined forces with several of the country’s major channel partners, including Internet Solutions, Dimension Data and Eldama. They have all been instrumental in ramping up our operations in this market.”

CONNECTING AFRICA – AFRICACOM

This is a special year for AfricaCom, the continent’s biggest telecom and technology event as it celebrates 2 decades of its journey this month and as always promises cutting-edge technology and a glimpse into what the future holds in terms of digitalization. A fresh feature included this year is AfricaCom 20/20 which is dedicated to accelerating the continent’s digital transformation. The event has grown tremendously to create a broad platform for everybody involved in powering the digital economy in Africa. Commenting on adapting new technologies, the General Manager of Toshiba - MEA, Santosh Varghese says “North / East and South Africa are keen to adopt the latest technology. They would like to have the vendors focus in country rather doing the business management from Dubai.”

Undoubtedly, the biggest impact which is making in the everyday lives of the people in Africa are the rise of smartphones which has become a game changer for the continent. Reports say that Africa has the highest mobile

2022: BOOM OF THE MOBILE IN SUB SAHARAN AFRICA



broadband growth rate in the world and by 2019, it is projected that the continent will have 930 million mobile phones. Penetration of smart phones is expected to hit at least the 50% mark in 2020.

According to GSMA Intelligence, in Sub-Saharan Africa, cellular-enabled machine-to-machine connections are expected to grow by around 25 percent per annum to 30 million by 2020. Obiwezy, a Nigerian based online shopping portal, is an example which provides individuals with smartphones at relatively low cost. Some smartphones are available for as little as \$25, and their increasing use is likely to push internet penetration to 50 percent within a decade. The mass adoption of these devices is leading to increasing transparency and efficiency in business allowing entrepreneurs to become more agile through improved solutions for payment collection, shipping logistics, and communication. Individuals can now transfer money via mobile phones and boost the growth of their businesses as customers demand safer ways to transfer payments.

HEALTH BY PHONE

Reports suggest that the healthcare sector is thought to be the most promising new mobile growth channel. The application of mobile technologies, 'Mobile Health' (mHealth), provides easy accessible care at lower costs. And in terms of revenue, the m-Health market is projected to be worth \$1.2 Billion by 2017.

Earlier patients used to travel to far off hospitals only to find that the medicines they needed is out of stock. Today, around 27000 government health workers in Uganda use a mobile health system called mTrac to report on medicine stocks across the country. Also, during the Ebola crisis in West Africa during 2014-2015, the WhatsApp messaging platform allowed a media house to share lifesaving health information with the people in rural areas. It is expected that, with the changing healthcare landscape in Africa, governments will offer more support towards development of the m-Health industry on the continent.

THE WAY FORWARD

It can be clearly seen that Africa's growing number of youngsters will transform the continent and rewrite its future. The ever-increasing demand for better services, the continent's shift to higher quality connectivity will undoubtedly become a game changer which will impact positively on various aspects of the marketplace. ➡



GEC OPEN 2017

The journey nears the finale

BOTSWANA



The crème-de-la-crème of Botswana corporate leaders and socialites came together to participate in the inaugural edition of GEC Open in association with Oma Emirates global golf tour in the country. The coveted event held at Phakalane Golf Estate in Gaborone saw over 50 amateur golfers vying for the podium finish to qualify for the world final.

The qualifying round was played in stableford format in three handicap categories – 0 -9, 10-18 & 18-24. Tumelo Silekane with 40 pts, Coram Mushuta (43 pts) and Kate Senye (37 pts) emerged victorious in respective categories to seal their berth at the Dubai Corporate Golf World Cup – the World final and a culmination of GEC Open 2017 tour of 18 countries.

ABU DHABI



The picturesque Saadiyat Beach Golf Club played host to a formidable gathering of top corporates and avid golfers for the Abu Dhabi qualifying round of the coveted GEC Open 2017.

The golf round was played in stableford format amongst some of the top amateur golfers of the region. Blanca Rivollier, Alain Rivollier, Alberta Lagorio-Serra, Kevin Moore, Mike Parks and Ping Li secured top positions in their respective handicap categories to qualify for the world final- Dubai Corporate Golf World Cup.



SOUTH AFRICA



The 18-country GEC Open global golf tour recently made its South Africa debut at Ruimsig Country Club in the Westrand Roodepoort territory. The events witnessed competitive and gripping golf played by top corporates and industry leaders of the region. Playing in stableford format in three handicap classes, Freddy Greaver, Donald Khuse and BusiKubayi claimed podium finish to secure coveted world final spots. The trio will join the field of national qualifying round winners from the other participating countries for the popular world final - Dubai Corporate Golf World Cup 2017. DCGWC will be held over two days on 13th & 14th December at two world class golf courses in Dubai.



MAURITIUS



Top corporates and industry leaders from the Mauritius business community were seen in action at the Heritage Golf Club on October 28, 2017.

Playing in Stableford format, Christophe Callaou carded 34 points, Paul Ferreira managed 29 and IshtiaqHajee Adam bagged 34 points to claim victory in their respective handicap classes. The deserving trio will now experience a once-in-a-lifetime opportunity to represent their country in the World Final – Dubai Corporate Golf World Cup 2017.

NEW DELHI



India's only link style golf course, Golden Greens Golf Resort in Delhi NCR hosted the inaugural golf round of 2017 GEC Open five city Indian tour. Over 110 top corporates and business leaders gathered together at the Par 72 Championship layout by legendary Dr. Martin Hawtree for a round of

competitive golf and networking luncheon. With a coveted spot at the world final of GEC Open – Dubai Corporate Golf World Cup – up for grabs, the tournament saw some seriously low scores and nail-biting finishes. Anmol Puri, Director, Monitor Deloitte returned with only under par round of the

day at the tough Golden Greens to emerge champion with the best Nett score at 44 points. Anmol has booked his berth at the World Final of the GEC Open where he will team up with national winners from 4 other Indian cities to present Indian challenge at the World Final.



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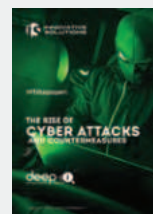
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Redefining work processes and re-writing the rules of competitive advantages is what 5G is all about. However, 5G is not yet ready for launch. It is believed that the commercial deployments will begin only in 2020 with reports suggesting there will be 24 million 5G subscribers by 2021.

■ BY: DIVSHA BHAT <DIVSHA@GECMEDIAGROUP.COM> ■ PHOTO: SHUTTERSTOCK

The mobile networks transformed from an analogue cellular network to a 4G network and is still growing. In the past, the wireless access technologies have walked different evolutionary paths. I still remember the day I first accessed internet from a mobile phone, the data connection allowed me to download music and games, and though slow, it was an adventure back then. Today, 4G connections are a thousand times faster. But to meet the demand for data traffic of future applications, a new generation is on the way – 5G which has already become the buzzword. What exactly is 5G going to change? Why has it become the buzzword in the telecom industry? What will trigger its rise?

THE RISE OF 5G

In the near future, apart from mobile phones, Internet of Things appliances, smart wearables, autonomous drones, etc would require internet connection. 5G is expected to be



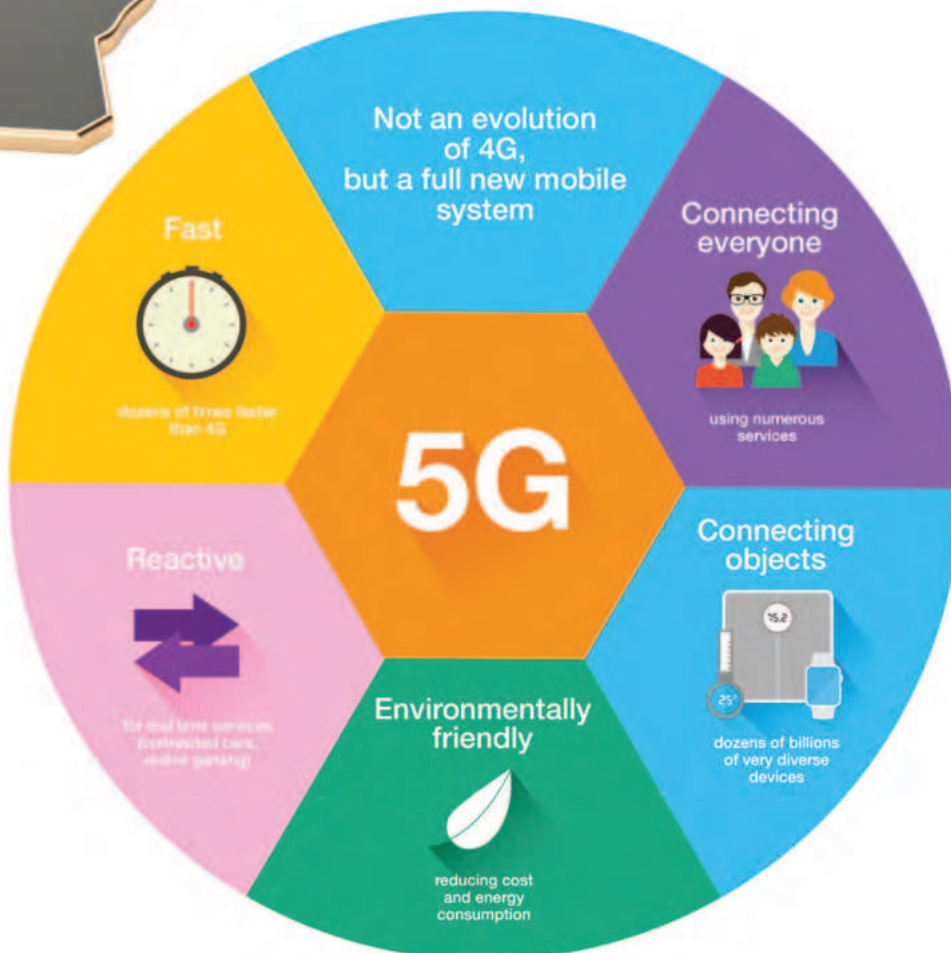
“5G relies entirely on the new spectrum, not on overlapping/sharing the frequencies already being used by GSM, 3G or LTE technologies”

-ANDREJ KOYNOV,
CTO, INFINET WIRELESS.



“SDAN enables this and provides an open, automated and intelligent network environment that makes futuristic cities possible”

-FEDERICO GUILLÉN,
PRESIDENT, NOKIA'S FIXED
NETWORKS BUSINESS
GROUP.



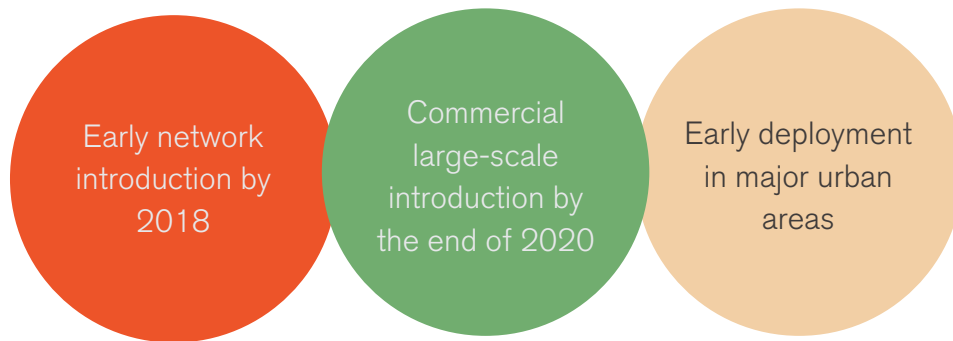
significantly faster than previous generations and will serve a great number of connected devices. Reports say that 5G could add 34% growth in revenues of telecom operators globally in 2026 with a market worth \$582 billion.

Looking at the Middle Eastern region, the Gulf countries are not behind. The 3G/4G network availability of the GCC countries is almost 90% and according to a recent GSMA report, the Middle East & North Africa region is projected to be the first in the world to launch 5G commercial networks. By 2025, there will be more than 50 million 5G connections across the region, with 5G networks covering about 30% of the population at that point.

Federico Guillén, President of Nokia's Fixed Networks Business Group, said- “Dubai has a long history of pioneering technology transformation. This will require having smart networks that can connect everyone to everything, accelerate innovation and instantly deliver new services that meet evolving needs. SDAN enables this and provides an open, automated and intelligent network environment that makes futuristic cities possible.”

Nokia's SDAN brings intelligence to network through open cloud-based platforms that help du, the UAE based telecommunications service provider to automate the network, accelerate the rollout of new services and establish the foundation essential for 5G.

ROADMAP FOR PUBLIC & PRIVATE INVESTMENT ON 5G



CHALLENGES IN 5G NETWORKS



Security & Privacy



Infrastructure



The radio frequency may become a problem

ISSUES & CHALLENGES

Andrey Koynov, CTO of Infinet Wireless says that 5G relies entirely on the new spectrum, not on overlapping/sharing the frequencies already being used by GSM, 3G or LTE technologies. "There are many frequency bands between 3 and 90 GHz

being looked at in order to achieve the performance targets. However, the two bands which are in the key focus of this research, i.e. 3.5-4.2 GHz and 27-31 GHz have already been utilized by service providers for fixed terrestrial and satellite connectivity all across EMEA."

But like all technologies, 5G would also have challenges to deal with as it would not only provide voice and data communication but also serve vertical industries such as IoT, Augmented Reality and Virtual Reality, to name a few, where security demands will be significantly higher. 5G must ensure protection of the user's data and built in security measures need to be integrated into its approach. 5G security protocols design should phase out traditional methods that are not effective anymore like username and password authentication.

FINALLY

It took less than 20 years for mobile subscribers worldwide to grow from zero to over one billion users. This amazing growth demonstrates not only the strong desire of people around the world to connect with one another but also have access to information while on the move. Technologically, 5G is possible in 3 years' time. However, lots of companies have already started creating 5G products and testing them. Much is expected out of 5G and looks like it will make mobile phones even more essential than today. But do not get too excited as it is sure to be coming but might not reach the consumers for many more years. And by then we shall probably be talking about 6G. On such thoughts, I wonder, what will 6G bring? ➔

R5000 Qmxb



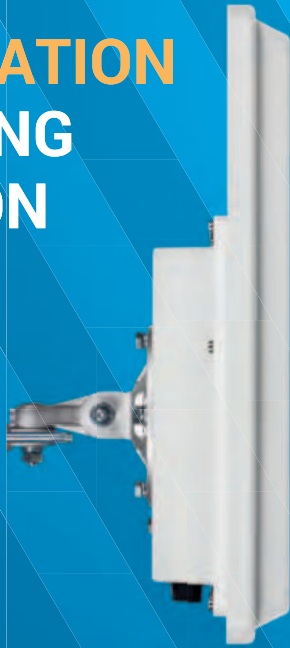
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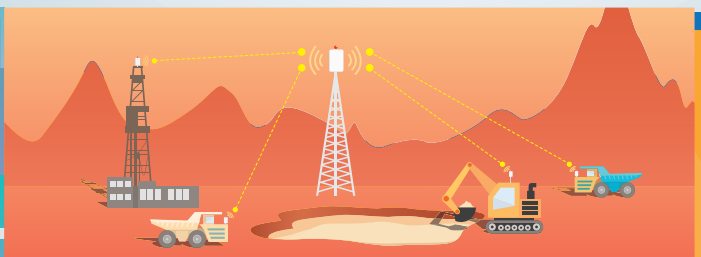
Easy deployment thanks to its compact form
factor and integrated antenna



APPLICATIONS



Urban or rural networks for Wireless ISPs



Mobile and nomadic connectivity



Smart City - data gathering and transmission



Long-range connectivity



'LIMITLESS IT'

Putting IT in the Driver's Seat Of Digital Transformation

Slowdown is never good— be it your IT transformation or business transformation.

One of the recurring themes that the delegates at ServiceNow's Limitless IT event could witness was 'Getting the work done at Lightening speed'. As speed increasingly becomes the new paradigm for transition, ServiceNow has set a firm foot in this region to further accelerate this journey— for the customers as well as the partners.

The event message: Most organizations want to put more focus on developing and delivering new ideas and solutions, but they are bogged down by tools, processes and work patterns of the past. In a lot of cases, IT and business are not aligned and that carries the risk of slowing down, overcomplicating and threatening the business transformation.



TOBY VAN DE GRIFT, SECURITY UK&I, ON THE 'TRUSTED CIRCLES'

"The region has a very positive outlook. Based on my experience with the people that I have met and talked to in this region, they have a very mature outlook to security. People in the middle east are well prepared for the security journey and they understand what the shortcomings are and open to working towards it. We have security products that are highly configurable and capable of being adopted by organizations at the start of their journey as well as adding a lot of value during the journey. We have to lean very heavily on our partners and they have a massive

role to play in helping customers in this journey. With Trusted Circles, people can share information, knowledge and awareness on security anonymously and thereby build awareness, the question and answer are both anonymous. If you have a small group of companies, it beats up the sharing process and automates it as well. We are also onboarding security experts. We are helping people understand that the problem is not just in detecting threat but how quickly you respond when things are gone wrong. It is all about speeding up that education process."



CHRIS POPE, VP INNOVATION - EMEA, ON THE 'NON-STOP CLOUD'

"By leveraging the great work and methods that IT has been doing for years, businesses are able to adapt and adopt at a pace never seen before by leveraging a single platform for Automation, Intelligence and Experience. Majority of the cloud adoption starts with ITSAM. We are seeing a lot of adoption in the Middle East. Customers here are not only working with IT, but are also thinking beyond that. There is no benefit in automating a bad process, because all you are set to do is fail faster and in a much more transparent way. A lot of what we focus initially is how we use the technology to accelerate some of the work that historically humans did. We want to transform the way people work because that's where the benefit is and you are working more effective."



JOAQUIN REXIA, SENIOR AREA VP, SOUTHERN EUROPE, ON THE "NEED FOR TRANSITION"

"Partners should recognize that 'transformation' is our key objective. Our partners are not selling one piece or one solution to the customer but an entire spectrum of this transformation. Our solutions are very service driven, so there are a lot of services that can be put on top of our platforms and customized. We do not aim to be professional services providers but better enable our partners to become one. Change for the sake of changing is not the right way forward. What we propose is change in the way companies work to be more effective, more cost effective. When technology was limited, organizations created a lot of processors to do the work. Analyze what you have and let us advise you how to work in better way. We are heavily focusing on the customer experience."

PARTNER CORNER

"We have been a partner of ServiceNow for more than 7 years now. We have more than 300 certified consultants and have implemented more than 400 projects successfully. We started in UAE and we have seen tremendous growth from the customer side in multiple module of services. Fujitsu has a wide portfolio of solutions and the reason we chose ServiceNow was the ability of the company to provide solutions as per the need of the customer. We do not go to market and sell solutions just for the sake of selling it. We are trusted advisors to customers. ServiceNow solutions are not complicated compared to some other products in the market and they are leveraging the ease of use for customers. Fujitsu shares the same mindset."

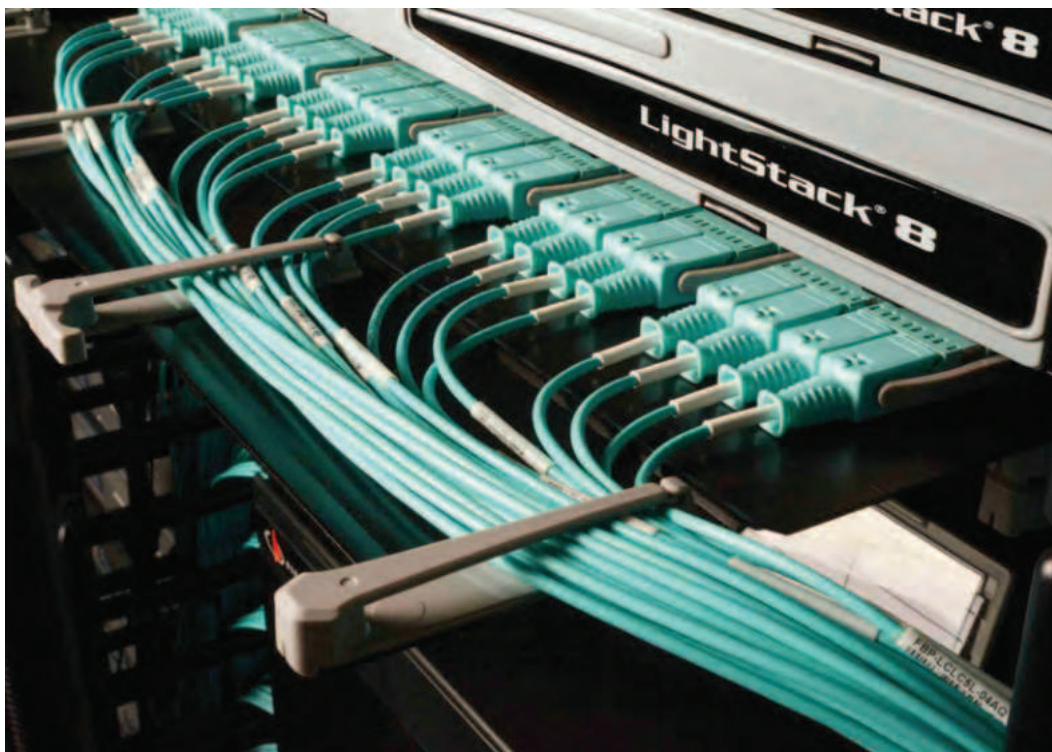
OMAR MADI,

BUSINESS DEVELOPMENT SMART
SOLUTIONS AND BIOMETRICS,
MIDDLE EAST FOR FUJITSU.

"We have been focused on ITIL (IT Infrastructure Library) and the IT Service Management best practices that go with it. Lives have changed and the capabilities of exploiting the technologies have changed. The focus is drifting more towards customer experience management. ServiceNow has always been a very great fit for our portfolio. 5 to 6 years back, we realized that cloud is going to win. The huge difference in using ServiceNow is that very often we spend a lot of our energy and professional services in making sure that the applications that we deliver are worthy and performing as expected. With ServiceNow, we do not have to worry about the technology happening at the back end."

BRYAN MACKENZIE,

EXECUTIVE DIRECTOR- SALES
(MENA), QUINTICA.



Siemon LightStack 8

Siemon expanded its line of LightHouse advanced fibre cabling solutions in the Middle East with LightStack 8. This new ultra-high-density plug and play system offers efficient and cost-effective support of current and future 8-fibre applications.

KEY CAPABILITIES

- Provides an easy and efficient migration path to 40 and 100 Gb/s speeds in data centre switch-to-switch backbone links
- Offers a complete end-to-end Base 8 fibre system
- Enables 100% fibre utilisation
- Consists of 1U and 4U fibre enclosures, modules, adapters, assemblies and jumpers
- Enables ultra-high-density for deployment in tight fitting data centre spaces
- Sliding bottom rear divider and swing-open cable management clips allow for easy port access
- Integrated strain relief and an easy-open magnetic door
- Includes Base 8 plug-and-play MTP trunk assemblies, MTP jumpers and hybrid equipment cords for backbone and equipment connections
- Features smaller diameter RazorCore fibre to significantly reduce cable diameter of assemblies and provide a 2mm diameter MTP jumper.
- Includes Base 8 MTP to LC hybrid assemblies as an alternative to modules



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ZEBRA ZC10L

Designed specially to meet the needs of the Hospitality market, Zebra's ZC10L is the only large format, direct to card printer that can print full, edge to edge color cards in one printing process; Produce customs, oversized badges, sporting event and concert tickets/passes, special event and festival badges on the spot in full color in one print pass. ScreenCheck is the official distributor for Zebra for the region.

KEY CAPABILITIES

- Allows users to print large format, edge to edge color cards in one printing process.
- Customize, eliminates hassles and reduces waste
- Easy integration
- Small footprint
- Consumable cost
- USB supports plug and play printer identification
- Direct to card - dye diffusion



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to deliver Availability across even the most modern environments

Veeam recently surveyed over 1000 global enterprise decision makers to understand the protection, recovery and Availability challenges faced by modern organizations. Research insights identified a startling amount of under-protected or unreliably recoverable data within these organizations, seriously hindering their digital transformation strategies.

It's alarming to see that...



82%

of organizations are experiencing an **Availability Gap** and are unable to meet the uptime SLAs expected

77%

of organizations are experiencing a **Protection Gap** and are unable to protect data frequently or reliably



Resulting downtime is inevitable and extremely costly!



Downtime happens and it costs the average enterprise each year

\$21.8 MILLION

36%

Cost increase year-over-year



The impact of downtime or data loss

MORE THAN JUST MONEY...



Loss of customer confidence,

48%



Damage to brand integrity,

40%



Loss of employee confidence,

33%



Diversion of project resources,

28%



69%

of enterprises recognize that digital transformation is critical to their future



45%

are planning these initiatives now



66%

admit a lack of Availability is stifling innovation

What can your organization afford to lose?

With an average annual cost of \$21.8M in Availability challenges, organizations cannot afford the status quo any longer. Organizations must accelerate their planning and implementation of modern Availability solutions that will ensure reliable and rapid recovery.

LEARN MORE

go.veeam.com/2017-availability-report





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