Middle East ®

SCOPE

COMPANY PROFILE

Award Winning Specialty
Value Added Distributor

Redefining Cyber Security Value Added Distribution in Middle East, Turkey and Africa Region.

SCOPE Middle East is an award winning specialty value-added distributor (VAD) in the Middle East, Turkey and Africa (META) region specializing in innovative and best of breed Cyber Security, Networking Performance, Mobility and Cloud Solutions.

We have business units around Middle East and GCC countries with significant sales channels for Kaspersky, Array Networks, Niagara Networks, SearchInform, Symantec division of Broadcom, Stormshield, Nomadix, Commscope - Ruckus Networks, WALLIX, iboss, i-Vertex, Esper, SOC Radar, Cybsafe, Defensys & Encloud.

Fadi AbuEkab

Chief Executive Officer

Over the past years, the company has dynamically evolved modifying, and revolutionizing the services we offer. We look at change with great excitement and we trust our ability to constantly provide enhanced services.

"**Our vision is to be universally regarded as the best way to deliver technology to the Middle East, Turkey and Africa Region.**"

MESSAGE FROM THE FOUNDER & CEO

WHO ARE WE?

Our entire team consists of energetic, innovative and creative professionals who are well experienced and keep growing as technology changes and needs of customers also changes with time.

We have an extremely unique blend of professionals excelling in channel partner relationship management, business intelligence, process quality, operations management, IT, engineering solutions, product lifecycle management, logistics, marketing and various other fields.

We believe in providing best, in-time, efficient and out of the box solutions.

OUR MISSION

- For vendors - create value through demand generation, access to markets and efficiency.

- For resellers - avail unique offerings that create profitable opportunities, that include valuable vendor relationships, training and development, sales programs, and access to credit.

VERTICALS WE SERVE

Our solutions cover the needs of challenging Banking & Finance sector, as well as these of the telecoms oil & gas, hospitality & education.

Government

Financial

Oil & Gas

Hospitality

Telecoms

Education
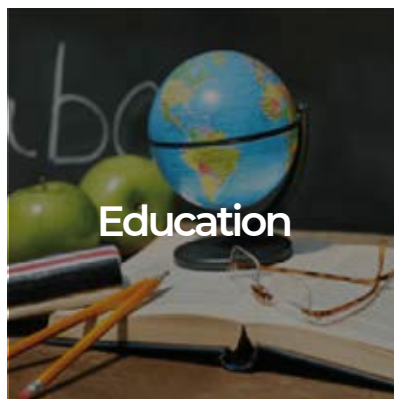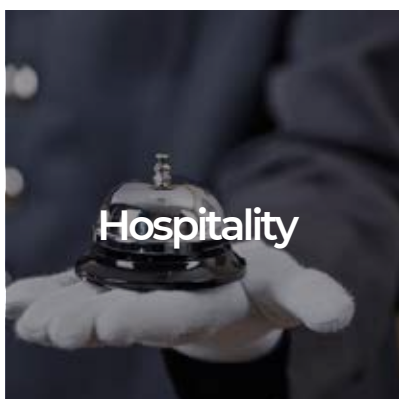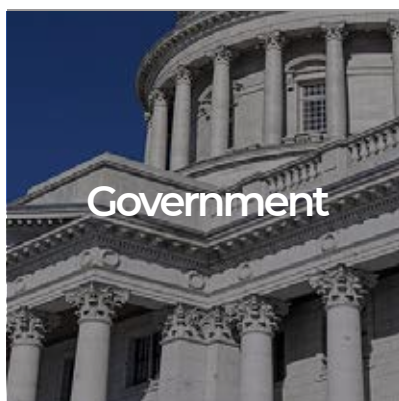
800+ MEA Partners

4,000+ Customers

WHAT WE DO

We deliver excellence in core distribution services to over 800 partners and 18 global tecnology vendors complimenting our product portfolio with dedicated sales support, product support, technical training, logistics, marketing and professional services.

Marketing support & lead generation

We offer a number of high quality, customised marketing services to our partners to help them generate qualified leads.

Whether it's email marketing, social media marketing, strategic planning or running an entire event for you, we're here to help you as little or as much as you need

Logistics support

Our regional distribution centre is conveniently located in Jebel Ali Free Zone, enabling us to seemlesly provide our partners with efficient delivery services by our professional logistics team that posses wealth of experience in order processing and supporting the local and regional customers.

Professional IT Consultancy

With years of industry experience, our professional services team provides training and support for our partners and customers.

Providing extensive pre-sales and post-sales consultancy services across all vendor solutions.

OUR SERVICES

We provide enterprises with detailed expertise in various fields following the international standards and keeping in mind a flexible client approach.

Taking the experiences we have gained from promoting and implementing these products, we strive to give you detailed insight in how to position and match customer expectations.

1
Sales Support & Enablement

Having confidence and knowledge in the product that you are selling is a major differentiator between your company and competitors. We have put together an extension enablement program that allows resellers to be educated on the technologies in our portfolio

· Presentations
· Webinars
· Partner Briefings
· Partner Events
· Knowledge Transfer

2
Pre Sales Support

We work with our resellers in the pre-sales stage providing solution advice through analysis of customer requirements. Our pre-sales spectrum covers solution design, tender assistance and proof of concept evaluations.

· Product Evaluation
· Workshops
· On-site or Live Demos
· On-site Meetings
· Proof of Concept
· Q&A Sessions
· Vendor Evaluation
· Webinars

3
Post-Sales Support

By offering a post-sales service to resellers we are able to offer a complete technical life-cycle for your solutions. We work with you to ensure you are able to deliver on expectations.

· Solution Deployment
· Test Planning
· Product Upgrade
· Configurations
· Security Audit
· Health Checks
· Q&A Sessions

The challenge for IT professionals today is to deliver quality service and solutions that have cost benefits for business. We identify your core needs, test & implement solutions that integrate seamlessly into your overall IT environment.

We provide high level of expertise in supervising solution planning and recruitment of project managers to ensure that all the projects are delivered on time and on budget.

4
Technical Support

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In many cases support might have to be direct with the vendor which can often be frustrating when it is based outside the country. We run both a 9-6 and a 24/7 service giving our resellers the ability to offer continual support to their customers.

· 1st and 2nd Line Support
· 9-5 and 24/7 Service
· Partner Support
· Customer Support

5
Training

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Being a cornerstone, training is a key ingredient to success for any technical or sales delivery. We provide support to our resellers and their customers with a variety of bespoke and certified training courses

· Technical Training
· Sales Training
· Bespoke Training
· Knowledge Transfer
· Certified Training

6
Cybersecurity Services

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Whether you're an Enterprise, Medium or Small business, you need cybersecurity assurance. With our vast experience in cybersecurity space, we will not only help you identify and gain visibility on your weaknesses; but put you in the right path to mitigate threats and reduce your attack surface with our in-depth testing and auditing
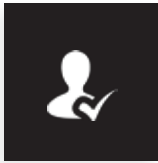
OUR SOLUTIONS

"**We provide best-of-breed products & Solutions** through partnerships with leading international vendors

Network & Infrastructure Security

- Advanced Threat Protection
- DDos Protection
- DNS Security
- Network / Firewall
- ICS + OT
- Network Analysis & Forensics

Endpoint Security

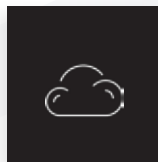- Endpoint Prevention
- Endpoint Detection & Response

Data Security

- Encryption
- DLP , Data Loss Prevention
- Data Privacy
- Data Centric Security

Security Operations & Incident Response

- SIEM
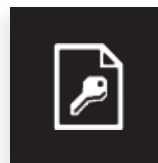- Security Analytics
- Security Incident Response

Cloud Security

- Cloud Infrastructure
- CASB

Risk & Compliance

- Risk Assessment & Visibility
- Security Awareness & Training

Identity & Access Management

- Access management
- Multi-factor authentication (MFA)
- Single sign-on (SSO)

Other

- WAF & Application Security
- Foresnsics
- Threat Intelligence
- Web Security
- IoT Devices
- Connected Home
- Mobile Security
- Messaging Security
- Security Consulting Services

OUR ALLIANCES

Our value centres on deep-rooted strategic vendor relationships, collaborating closely on go-to-market and channel strategy. With a world-class vendor portfolio, our partners can access established and emerging providers.

Symantec — A Division of Broadcom

RUCKUS COMMSCOPE

Array

SOCRadar — Extension to Your SOC Team!

kaspersky

SEARCHINFORM — RISK AND COMPLIANCE MANAGEMENT

WALLIX — CYBERSECURITY SIMPLIFIED

NIAGARA NETWORKS

iboss

NOMADIX

esper

encloud

STORMSHIELD

CYBSAFE

i-Vertix

Defensys

ca technologies — A Broadcom Company

BROADCOM

OUR PRESENCE

- United Arab Emirates
- Oman
- Saudi Arabia
- Jordan
- Palestine
- Iraq
- Kuwait
- Pakistan
- Lebanon
- Qatar
- Yemen
- Afghanistan
- Turkey
- India
- Africa

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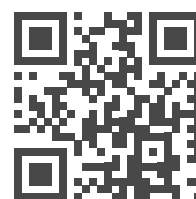
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