



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, Nucleon, Cerebra & 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.

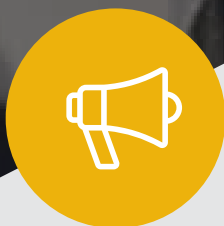


800+
MEA Partners

4,000+
Customers

WHAT WE DO

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



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.



Logistics support

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



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

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

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

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

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

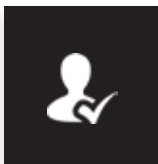
OUR SOLUTIONS

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



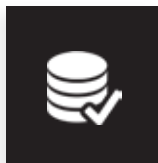
Network & Infrastructure Security

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



Endpoint Security

- Endpoint Prevention
- Endpoint Detection & Response



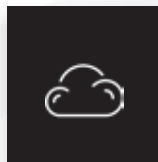
Data Security

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



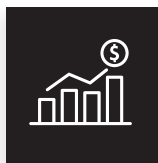
Security Operations & Incident Response

- SIEM
- Security Analytics
- Security Incident Response



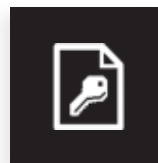
Cloud Security

- 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
- Forensics
- Threat Intelligence
- Web Security
- IoT Devices
- Connected Home
- Mobile Security
- Messaging Security
- Security Consulting Services

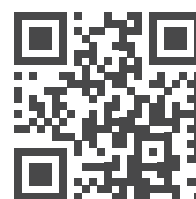
OUR ALLIANCES

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.



OUR PRESENCE

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



www.scopeme.com



Tel : +971 4 382 1200



info@scopeme.com
marketing@scopeme.com
sales@scopeme.com
www.scopeme.com



United Arab Emirates
Dubai Silicon Oasis
Le Solarium Building

Jordan
Amman, Tela' Al Ali,
Hamidi Complex

Saudi Arabia
4198 Al Bahar Al Ahmar
7687 Al Nafel Dist.