NUVIAS

Redefining IT distribution

The Portfolio

The Nuvias vendor portfolio

Distribution is changing and it starts here

The world of IT is changing. The channel needs a new style of distributor to meet the demands of their customers. One that is solutions-led, agile and adaptable. One that has been created to address the new and future needs of the IT channel.

Introducing Nuvias...Redefining IT distribution.

Nuvias Group is the pan-EMEA, high value distribution business, providing a common proposition and consistent delivery across EMEA, allowing channel and vendor communities to deliver exceptional business value to customers, and enabling new standards of channel success.

As part of the EMEA-wide group, Nuvias MEA provides the IT channel in the region with extensive expertise from highly skilled international teams alongside future proof solutions and disruptive technologies from world class vendors. Our solution defined distribution strategy will enable partners to power up their capabilities, capture market opportunities and develop new revenue streams through a strongly integrated solutions portfolio and a comprehensive range of channel services

Nuvias MEA is headquartered in Dubai and services a wide IT channel across GCC, Levant, Pakistan and Afghanistan.

New technology services

At Nuvias the primary focus will always be on improving your product offering, growing your business, and developing profitable new sales channels and income streams. So we will give you all of the resources, capabilities and ongoing support that will free you up to do just that.

Marketing

We know that a new sales channel will only become profitable when the unique benefits of new solutions and technologies are communicated effectively to customers. So Nuvias has a team of experienced marketing specialists who can help you to create qualified leads and new business opportunities. Draw on our proven resources and capabilities to take new product concepts and solutions to market and generating revenue much faster.

Pre and Post Sales Services

Nuvias are here to help support and grow your business. Our extensive range of pre and post sales services are designed to ensure that together we offer the most suitable and competitive solutions to match the end user's requirements. Nuvias brings highly qualified experts and engineers to complement the skills of your team and enable you to deliver your projects smoothly, on time and on budget. Our skills span design through to installation and can be integrated into a customised service that grows and changes with your business and the needs of your customer base.

Support

With the market evolving at a rapid rate, end users' demands are changing and channel partners are facing new and complex challenges. Nuvias understands these challenges and has built a comprehensive and reliable Support services portfolio to help the channel meet the market's needs. Our Support services are designed to enable you deliver extra value to your customers and expand your business with confidence while increasing your margins. We bring certified experts to deliver consistent technical support around the clock.

The
Portfolio

Our overall growth and development plans in the Middle East and Africa region are reflected by the expansion of our solutions portfolio now including but not limited to advanced networking and cybersecurity and bringing along a whole new level of capabilities. Nuvias will always be involved in bringing to market cutting edge technologies at the forefront of innovation.

Unlock The Cloud

AirVM is an early innovator in the cloud market delivering a complete cloud management platform that provides end-to-end business management for a large network of cloud service providers globally. Recommended by VMware, AirVM's AirSembly is vCloud powered and VMware ready certified.

Learn more at **www.airvm.com**

Network Smarter

For nearly 30 years, **Allied Telesis** has been delivering reliable, intelligent connectivity for everything from enterprise organizations to complex, critical infrastructure projects around the globe. Allied Telesis offers a broad portfolio including network switches, routers, industrial grade switches, security firewalls, media converters and wireless solutions that are reliable and affordable.

Learn more at **www.alliedtelesis.com**

Secure & Manage Open Source Software

Black Duck Software helps the world's most innovative companies streamline, safeguard, and manage their use of open source software. Organizations worldwide use Black Duck Software's products to automate the processes of securing and managing open source software, eliminating the pain related to security vulnerabilities, open source license compliance and operational risk.

Learn more at **www.blackducksoftware.com**

Secure Identity Solutions

HID Global is the trusted source for innovative products, solutions and services that help millions of customers around the globe create, manage and use secure identities.

Learn more at **www.hidglobal.com**

Thin Client Software and Hardware

A world leader in thin and zero client solutions, **IGEL Technology** helps organizations improve the agility, efficiency, and security of their virtual desktop and application delivery systems
.
Learn more at **www.igel.com**

Agentless Threat Hunting

Developed by former US Air Force cybersecurity officers, **Infocyte's** threat hunting technology fills a void left by today's real-time detection solutions. By focusing on the post-compromise activity of persistent attackers and insider threats, Infocyte's unique approach to security helps organizations defend their networks and critical information.

Learn more at **www.infocyte.com**

Fast, scalable, resilient applications.

jetNEXUS is a leading load balancing vendor providing high-performance, cost effective application delivery solutions that mitigate the risk of downtime and optimise application performance. jetNEXUS load balancers are feature-rich, easy-to-use and deliver real results.

Learn more at **www.jetnexus.com**

HD Cloud Video Conferencing Solutions

For more than a decade, **Lifesize** has been at the forefront of video collaboration, delivering high-quality solutions designed to bring people together. Lifesize connects people and organisations through their award-winning conferencing technology that covers web, audio and video conferencing.

Learn more at **www.lifesize.com**

Advanced malware protection and remediation

Malwarebytes protects consumers and businesses against malicious threats that escape detection by traditional antivirus solutions. Malwarebytes Anti-Malware, the company's flagship product, prevent attacks and remediate damage that other security solutions miss. More than 70,000 SMBs and enterprise businesses worldwide trust Malwarebytes to protect their data.

Learn more at **www.malwarebytes.com**

mimecast®

Protect and manage your email data

Mimecast unified email management offers cloud email services for email security, continuity and archiving emails. The company's next-generation cloud-based security, archiving and continuity services protect email and deliver comprehensive email risk management for 19,900 customers and millions of employees worldwide.

Learn more at **www.mimecast.com**

netskope

Cloud Security Services & Solutions Company

Netskope™ is the leader in safe cloud enablement. Netskope gives IT the ability to find, understand, and secure cloud apps. Only Netskope empowers organizations to direct usage, protect sensitive data, and ensure compliance in real-time, on any device, for any cloud app so the business can move fast, with confidence.

Learn more at **www.netskope.com**

NOKIA

Technologies for a Connected World

Nokia is leading a new revolution in world-wide connectivity, enabling global connected services that are scalable across any mix of technology platforms and networks to create efficient, smart, and agile networks, and enable new types of connected services, automated, secured, and managed through the Cloud.

Learn more at **www.nokia.com**

ProLabs

Transforming Network Connectivity

ProLabs, the leading global independent provider of network infrastructure and connectivity products offers cost-savings and cross platform functionality with best-in-class service, high availability and compatibility with 40 IT vendors.

Learn more at **www.prolabs.com**

Tintri

Leaders of Flash-Based Storage

Tintri application-aware storage eliminates planning and complex troubleshooting by providing VM-level visibility, control, insight, and agility. Tintri powers hundreds of thousands of virtual machines running business critical databases, enterprise apps, desktops and mobile apps, and private cloud deployments.

Learn more at **www.tintri.com**

UNITRENDS

Business Continuity for Your Digital World

Unitrends, provide the industry's most comprehensive solution for backup, archiving, disaster recovery, and business continuity. With solutions that protect more than 120 operating system versions—physical, virtual, and deep virtual and cloud-empowered backup, Unitrends is trusted by business visionaries, IT leaders and professionals.

Learn more at **www.unitrends.com**

nuvias

Redefining IT distribution

Contact Us

P. O. Box: 16775
Warehouse FZS1BK09 South
Zone1,
Jebel Ali, Dubai, UAE
T : +971(0)4 880 6808

Press

For press enquiries please contact

Oumaima Zouitni
Marketing Manager – MEA
Oumaima.Zouitni@nuvias.com

www.nuvias.com

NOKIA Malwarebytes lifesize ProLabs Allied Telesis UNITRENDS

Tintri HID mimecast netskope JetNEXUS IGEL TECHNOLOGY BLACK DUCK Infocyte airVM