



## StorIT enters the HASZone



StorIT and HASZone partner up.

### Hall 6, CLD-16

STORIT Distribution in partnership with HASZone (USA) has launched Enterprise-class Managed Services at GITEX Technology Week 2015. With this offering, StorIT will now be able to offer customers a resilient and secure IT infrastructure, increased service levels and affordability.

Suren Vedantham, Managing Director, StorIT Distribution said: "StorIT, as an Enterprise Technology Solutions Distributor, has been a pioneer in introducing most diversified portfolio of services that enhances the technical prowess of its reseller partners and boosts their brand equity. By bringing world class Managed Services offering to its resellers, StorIT continues to redefine IT Distribution as never before with this unique and unparalleled move."

This partnership with HASZone is touted as a big win for StorIT's customers. "HASZone with its vast experience in the Managed Services domain in the USA enhances the value proposition to StorIT customers. By partnering with HASZone, StorIT is once again proving its agility in addressing the needs of its enterprise and mid-market customers alike. With this partnership, StorIT adds strategic depth to its service offerings in Middle East. StorIT with its large network of channel partners and vendors understands its customer echo systems," says Hemesh Dogiparthi, Director, HASZone.

## eHDF presents DR offering

### Hall 6, CLD-19

EHOSTING DataFort is presenting its disaster recovery (DR) services for business clients at GITEX Technology Week. The company offers 'hot-hot' solutions, with both sites or systems active at the same time; 'hot-warm', where there is a level of application but not to the same extent as the main site or system, or 'hot-cold', whereby the second site is inactive until the main site has a problem.

"Businesses want continuity in their operations in the event of a major incident such as an office fire or a system crash and so we offer a number of packages," says Yasser Zeineldin, CEO, eHosting DataFort. "The business or client will typically have its own governance and risk



Zeineldin: Providing continuity.

committee that will do a business impact assessment and they'll decide what applications are mission critical and which are expendable in the event of a DR event."

"There are also data application services that we

offer and DR management, whereby we provide the DR system but also manage the drills and switch over capabilities," Zeineldin adds.

With more than 13 years experience in the market, eHosting DataFort offers a diverse set of services from basic data centre co-location to managed co-location to fully managed hosting. It also offers private and public clouds and managed security services. The DR provision is scaled to the needs of the client, says Zeineldin. "A bank, for example, may require instant switch over for its credit card payment systems, or a lag of only a few minutes, whereas payroll systems can be brought back online within a matter of days because they aren't critical in terms of revenue and reputation," he explains.

## Focus Softnet forges new partnerships

### Hall 7, D7-20

FOCUS Softnet has returned to GITEX Technology Week 2015 with its popular Focus 8 platform, an ERP that allows a company to have a way of accessing all the information and data in that company in one single location. A key difference this year, however, is that Focus Softnet has partnered with Redington and Cloud Host to offer both CRM and Focus 8 on the cloud.

"Last year we launched our next-generation ERP Focus 8, which was very well received by the market," says Ali Hyder, CEO, Focus Softnet. "This year we're consolidating the Focus 8 market by finding more partners." According to Hyder, this is the primary reason that Focus Softnet has presented at GITEX every year since its launch.

"We've been part of GITEX for many years and we've participated every single year because it is a perfect platform on which to present to a large audience in five days and create leads. It's also an opportunity



Hyder: GITEX is a fantastic platform for finding new partners.

to network and find new partners," says Hyder.

By partnering with local players to migrate Focus 8 to the cloud, Focus Softnet has significantly expanded the ways in which it can be used by a company. "An ERP allows a company to have a way of accessing all the information and data in a company in one single location. So before there was excel and word

documents and other programs, but an ERP integrates all of this into one single platform, providing a view of the activities of all departments," Hyder explains.

"Now with the migration to the cloud, it goes beyond the office and enables customers to place their orders directly, so you no longer need a data operator in the office manually tracking these orders," Hyder adds.