

**Best Networking  
Distributor  
of the Year**



**Redington Gulf**

**JUDGES' VERDICT:**

As ever, competition was incredibly strong in this field. ITP's editorial panel singled out Redington Gulf as a distributor that is committed to supporting its customers in the region, and adds real value to vendors' networking offerings.

The editorial panel was also impressed by Redington Gulf's reach in the Middle East and its ongoing focus on customer service.

**OTHER NOTABLE NOMINEES:**

FVC

**Best Managed  
Services Provider of  
the Year**



**eHosting Datafort**

**JUDGES' VERDICT:**

Through managed services, organisations have the opportunity to unload some of the burdens associated with implementation, integration, maintenance and management, instead paying a single bill at the end of the month.

In a region like the Middle East, where the best IT talent can come at a premium, it takes no guessing why managed services are such a compelling proposition.

During 2010, eHosting Datafort signed up prestigious new clients including Jumeirah Group, the Ministry of Public Works, and Gulf Finance Corporation. This year's Innovation Awards judges were also impressed by a targeted set of IT services for SMEs that eHosting Datafort launched in 2010. The vendor has also initiated new solutions around business continuity and disaster recovery.

**OTHER NOTABLE NOMINEES:**

Orange Business Services

**Best Systems  
Integrator of the Year**



**Bios Middle East**

**JUDGES' VERDICT:**

Bios Middle East was given *Network Middle East's* Systems Integrator of the Year award on the back of an extensive IT infrastructure project completed with financial services giant Barclays.

By leveraging Bios's expertise, Barclays Middle East used VMware virtualisation to reduce its number of servers from more than 70 to just five. With NetApp storage, Barclays cut its backup window to less than two hours.

Over a five year period, Barclays was able to cut the total cost of ownership of its IT infrastructure by approximately AED3 million.

**OTHER NOTABLE NOMINEES:**

EMW Middle East, ISIT Middle East, help AG, ITQAN

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