MCS
MIDEAST COMMUNICATION SYSTEMS

Corporate Profile

Shaping a Safer and Connected World
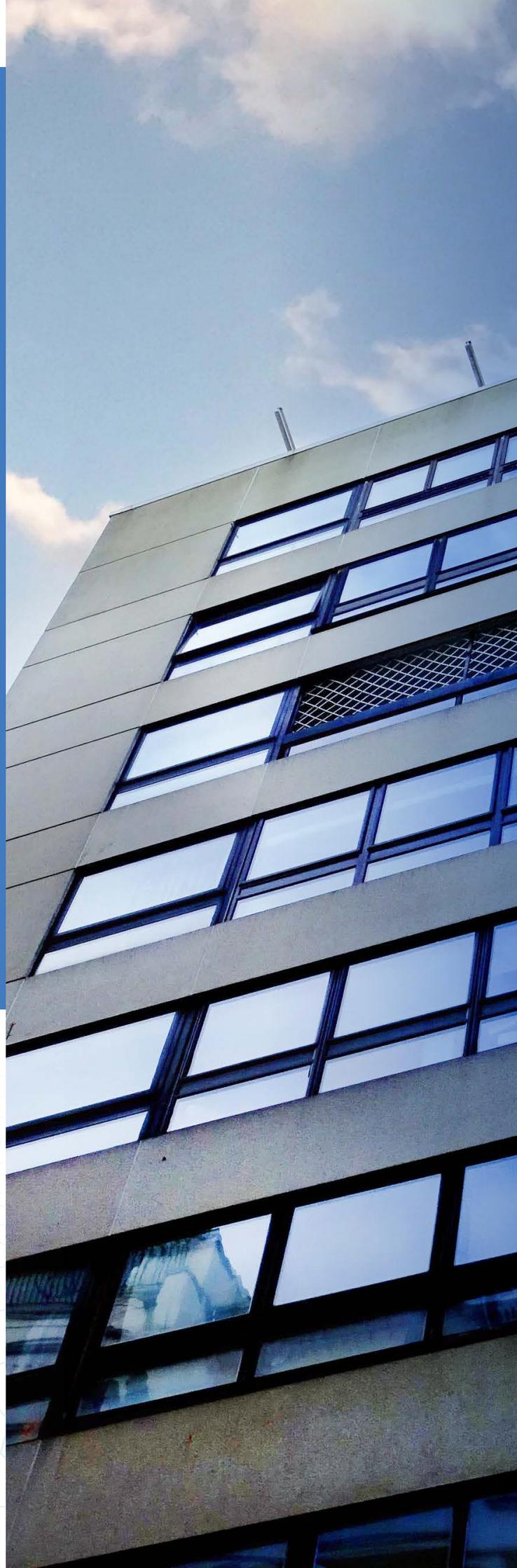
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Introduction

Established with an Information Security focus, progressively broadening IT coverage since 2006, Mideast Communication Systems has been providing turn-key solutions to tackle Security Intelligence, Cybersecurity defense, Network Infrastructure, Datacenter Infrastructure & Virtualization, End Point Protection, and IT Service Operations. Coupled with premier Value-Added Services including hands-on implementation, and more.

MCS has the know-how to become the leading regional IT solutions provider by delivering a competitive portfolio of security solutions and reliable services to the market. MCS has a new vision to manage and orchestrate all internal and external communications aiming to create a promising point of view among all stakeholders. Adapted an integrative communication structure, MCS has linked the sister companies together and connected them effectively to attain integral solutions to all business sectors and fulfill the local and regional market needs. With a permanent office in Nairobi, MCS has been managing operations in 10 Eastern and central African countries. Throughout the last decade, distinguished teams have been built and MCS has successfully acquired distribution rights for prime IT products to provide innovative solutions of technology to respond to the vast demand of the IT industry

Working in conjunction with a multitude of prestigious technology corporations, we provide up-to-date learning solutions that can help IT professionals gain a deep understanding of a range of emerging technologies

Purpose

Shaping a Safer and Connected World

Vision

To challenge norms so people are empowered to transform.

Mission

To Provide End-to-end digital solutions, customer-centric professional services, and innovative award-winning products to EMEA markets by attracting and developing highly qualified experts while focusing on quality and fostering our business ethics.

Message from CEO

TAREK SHABAKA
CEO

I am proud to share with you the latest accomplishments for MCS in Egypt and Africa. Egypt takes a paved path as a gate for the global companies to invest in the African continent based on several axes including the human resources and the qualified cadres who are capable of coping with the accelerated global changes. In addition to improving the investment climate and the regional leadership, Egypt avails golden opportunities to create a competitive environment, expand the provision of services, and enhance the Egyptian presence in Africa.

MCS uniquely added new attraction factors to the international companies to invest in the Egyptian market by expanding our business in Africa with attractive economic advantages, especially that the African market is promising with ambitious governments who have focused insights to avail the latest technologies.

MCS Holding is an integral part of the private sector, a cybersecurity industry expertise, and an official window to various global companies. In this context, the company made strategic decisions to expand regionally in Africa to serve more than 11 countries as a new step towards the future to deliver unmatched value-added services for our global technology development partners. MCS Holding strategically aligns with the Egyptian government's vision to strengthen the economic relations between Egypt and the African continent reflecting our commitment to achieve corporate social responsibility in Egypt and Africa.

Key Milestones and Awards

Key Milestones

2006	2009	2017
Foundation of MCS	Launch of MCS Training Center	Number of employees increased to 100+

2019	2020
The born of MCS sister company Optima PS	The born of MCS East Africa

Awards

2014	2015	2016
Best Value Added Distributor McAfee	Best Value Added Distributor McAfee	Best Value Added Distributor Paloalto

2018	2021	2022
Best Value Added Distributor Forcepoint	Best Value Added Distributor F5 . Best Value Added Distributor Gigamon . Best Value Added Distributor Trend Micro MEA region Best Value Added Distributor Paloalto	Growth Partner of the year in Europe, Middle East, and Africa Trellix

MCS Solutions

MCS helps you to plan, design, implement, and support a comprehensive enterprise security based on best-of-breed technologies. We bring the depth of expertise you need to address depending on combining various IT concepts to serve specific usage scenarios. Our experience in the market enabled us to offer the best value-added infrastructure Solution in cooperation with the global IT Leaders, working on developing and providing end-to-end green computing solutions to the data center, cloud computing, enterprise IT, big data, high performance computing, or HPC, and embedded markets with wide solution range from complete server, storage, blade and work stations to full racks, networking devices, server management software and technology support and services.
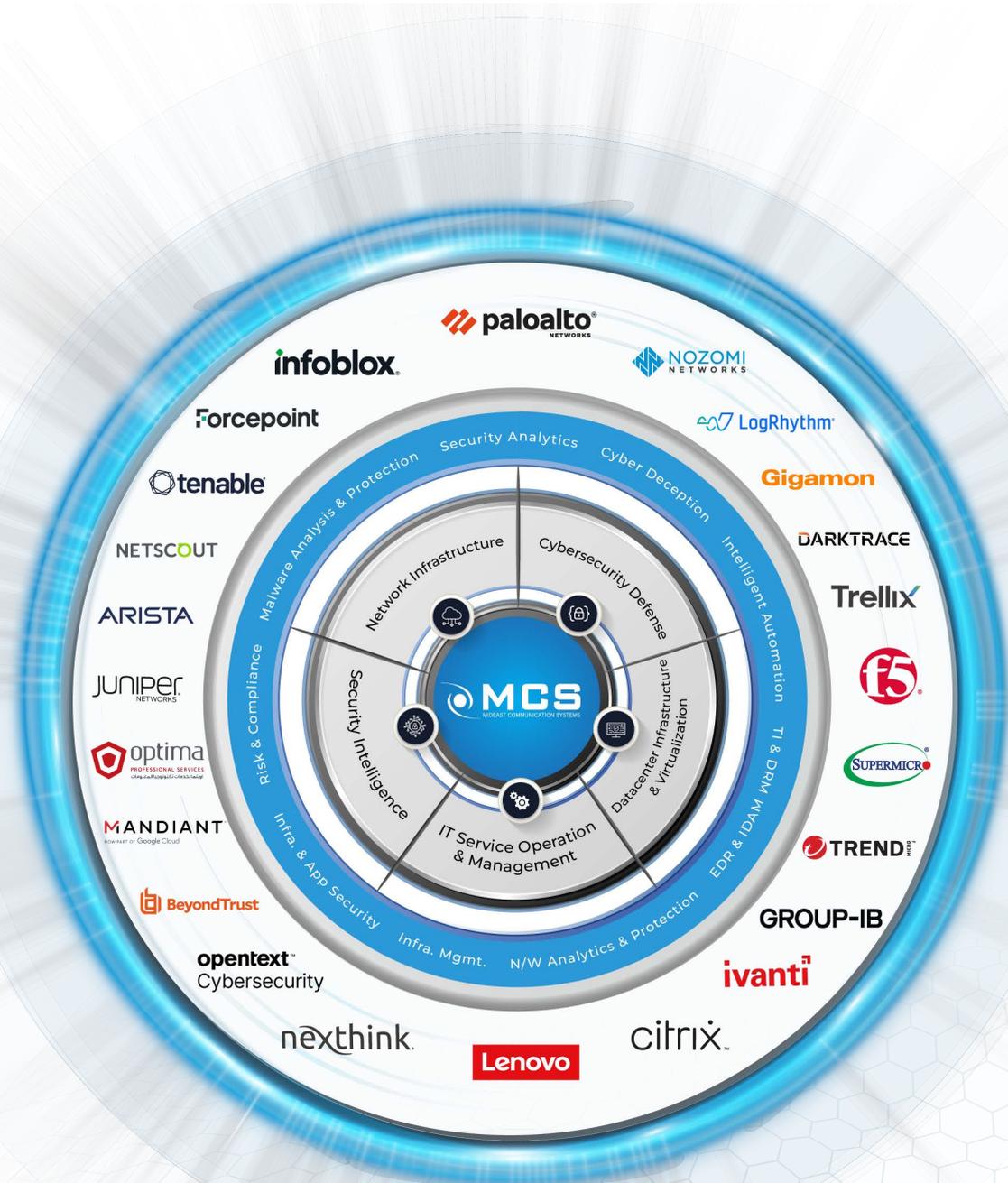
Security Intelligence

Security intelligence has significant benefits for IT organizations that face strict regulatory compliance requirements for the sensitive data that they collect through web applications. by gathering security intelligence feeds into other processes that help to secure the IT infrastructure against cyber-attacks, organizations can improve their compliance posture and reduce their risk of data breaches.

MCS is a value-added distributor that can help organizations to implement security intelligence solutions that meet their specific needs. We have a deep understanding of the regulatory compliance landscape and we can help organizations to select the right security intelligence solutions to meet their compliance requirements. We also have a team of experienced security professionals who can help organizations to implement and manage their security intelligence solutions.

Here are some specific ways that MCS can add value to your organization:

- Select the right security intelligence solutions for your needs. We have a wide range of security intelligence solutions from leading vendors, and we can help you to choose the solutions that are right for your organization.
- Our team of experienced security professionals can help you to deploy your security intelligence solutions and to ensure that they are properly configured and managed.
- We can help you to stay up-to-date on the latest threats. We provide our customers with access to our threat intelligence feed, which provides them with information about the latest threats.

Cybersecurity Defense

Mideast communication Systems provides security infrastructure solutions to secure networks, electronic security systems, and devices that are configured, operated, maintained and enhanced to provide security functions to achieve specific risk mitigation objectives

Next Generation Firewalls (NGFW)	Advanced web application firewall (WAF)
Next Generation Intrusion Prevention System (NGIPS)	Single sign-on (SSO)
Content Security	Network Access Control (NAC)
Database Protection	Secure Socket Layer Virtual Private Network (SSL VPN)
Container Security	Cross Domain Security
Sandbox	Data Protection
Mail Gateway	Breach Detection Systems (BDS)
Web Gateway	BDS: Malware Protection
AD Security	Unified Mobile Device Management

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IT Service Operation & Management

ITSM solutions can help organizations improve service quality and efficiency by providing a framework for managing IT services. ITSM solutions typically include a set of processes, tools, and best practices that can help organizations to:

- Proactively manage IT services: identify and address potential problems before they impact service quality.
- Automate IT service delivery: organizations need to automate IT service delivery, which can free up IT staff to focus on more strategic tasks.
- Improve communication and collaboration: ITSM solutions can help organizations to improve communication and collaboration between IT staff and business users.
- Measure and improve service performance: ITSM solutions can help organizations to ensure that they are meeting the needs of their business users.

Application Modernization & Connectivity

IT Operation Management

IT Service Operation & Management

Application Delivery Management

Information Management & Governance
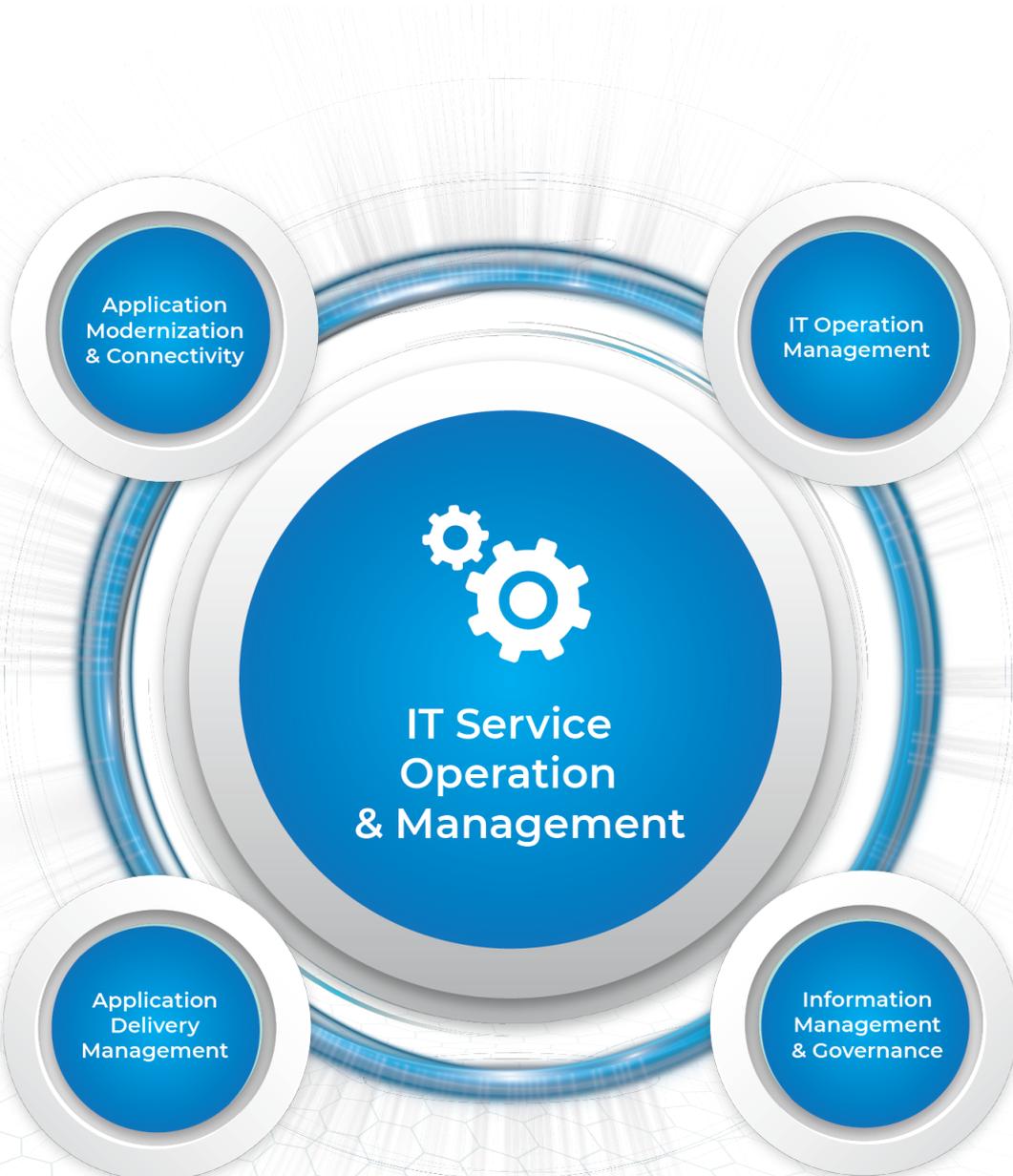
Network Infrastructure

We provide cutting-edge network infrastructure solutions that ensure seamless connectivity and optimal performance for businesses.

Our Network Infrastructure solutions encompass the design, implementation, and management of robust networks that support data transmission, communication, and collaboration across various platforms. We leverage the latest technologies and industry best practices to deliver scalable and secure network architectures tailored to our clients' specific requirements.

Key features of our Network Infrastructure solutions include:

1. Network Design: Our team of experienced professionals designs customized network architectures that align with your business goals and objectives. We consider factors such as scalability, reliability, security, and performance optimization to create a robust foundation for your digital infrastructure.

2. Network Implementation: We handle the end-to-end deployment of network infrastructure components, including routers, switches, firewalls, servers, and cabling systems. Our experts ensure seamless integration with existing systems while minimizing disruptions to your operations.

3. Network Security: We prioritize the security of your network infrastructure by implementing advanced security measures such as firewalls, intrusion detection systems (IDS), virtual private networks (VPNs), and access controls. These measures safeguard your critical data from unauthorized access or potential threats.

4. Network Monitoring and Management: we offer monitoring tools to enable real-time visibility into your network's performance and health. We also provide ongoing maintenance services to identify potential issues before they impact your operations significantly.

By choosing MCS Network Infrastructure solutions, you can enhance productivity, streamline communication channels, improve data accessibility while ensuring a secure environment for your business operations.

Datacenter Networking solutions

SDN Automation and Orchestration
(Cloud Control)

SD-Wan

Application Delivery Control (ADC)

Datacenter Infrastructure & Virtualization

Data center infrastructure & virtualization solutions are the backbone of modern enterprise technology. They allow businesses to connect, see, secure, and guarantee consistent operations, workflow automation, and high availability for their data centers.

MCS is helping businesses of all sizes plan, design, and implement the infrastructure of their data centers. We also provide detailed documentation to facilitate the upgrade, migration, and diagnostic processes.

Our solutions are designed to help businesses take advantage of the latest technologies and improve their IT infrastructure. We work with businesses to understand their specific needs and requirements, and we then design and implement solutions that meet those needs.

Our solutions are also designed to be scalable and flexible, so businesses can easily adapt to changes in their business requirements.

High-perfor mance computing (HPC) Solutions

Big Data

Software Defined Storage (SDS)

Virtual Desktop

Datacenter Infrastructure & Virtualization

Full Fledge Server portfolio

Hybrid Converged Infrastructur e solutions

Network Virtualization solutions

Digital Workspace

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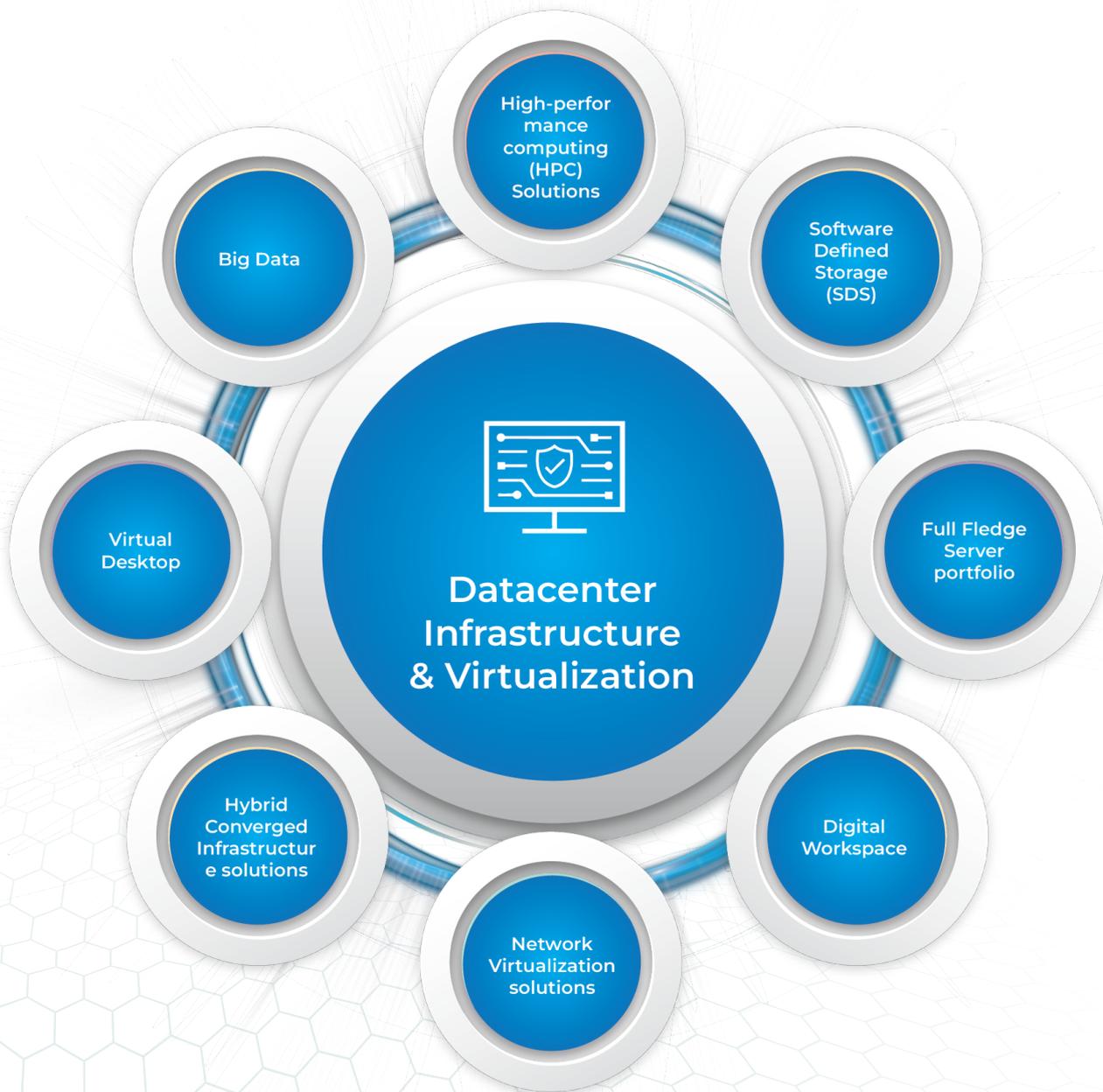
Optima PS

Optima Professional Services is an organization driven by a Professional team who are passionate about finding ways to deliver state of art ICT Solutions to fulfill growing market needs in Egypt. We are convinced by one thing: that we provide value to our customers.

We know that if we fulfill these objectives our performance will speak for itself and convince you that Optima is the best business partner for your ICT needs.

Having more than ten years of operation created a distinction for Optima to ensure the quality of our services.

Optima IT Services

Professional Services

· Configuration
· Implementation
· Integration
· Health Check
· Technology Migration
· Proof Of Concept (POC

Support Services

· Service Level Agreements – SLAs/SLOs/SLIs
· IT Staff Augmentation
· Project Management
· Proof of Value – PoV
· Ready and Safe Bundles

Optima Eye Services

· Consultation
· Penetration Testing
· Vulnerability Assessment
· Red Team Engagements
· SOC Operations

· Blue Teaming
· Data Center Blueprint
· Security Compliance Programs
· Application Stress/Load Testing

IT Services Management

Optima services are motivated by customeroriented processes and workflows in order to maintain efficient services delivery, services commitment assurance, and optimum services documentation owes.
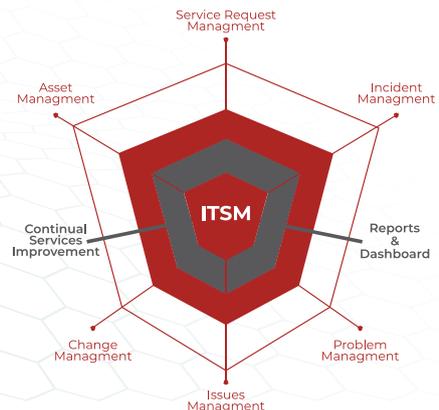
Training Services

Authorized Training Center

OptimaPS offers vendors' training programs with certified experts and real-world trainers to prepare your IT personnel to manage and secure your networks. We offer various training solutions through an Authorized Training Center (ATC) for Palo Alto Networks, Forcepoint, and Juniper.

OptimaPS offers a wide range of Palo Alto training and certification programs providing the next generation firewall knowledge you need to secure your network and safely enable applications.

Forcepoint Virtual/Physical training experience is provided with flexibility of time, language selection, and professional services instructors who have a profound experience in the field. Our programs help maximize the investment or expertise in Forcepoint solutions in order to deliver Forcepoint services most efficiently and validate your mastery and proficiency in Forcepoint technologies.

CertNexus provides emerging technology certifications and micro-credentials for business, data, developer, IT, and security professionals. CertNexus' assists closing the emerging tech global skills gap while providing individuals with a path towards rewarding careers in Cybersecurity, Data Science, Internet of Things, and Artificial Intelligence (AI)/ Machine Learning.

- Cyber Security Guardians Program
- Security Awareness Training
- Boot Camps
- Lab Environment Leasing
- Employee's Onboarding Induction

afriVAD

afriVAD has a vast number of innovative solutions in order to be able to provide fully integrated solutions to all governmental and enterprise business sectors.

We are committed to delivering competitive value and differentiation for our partners. We want to support our partners to win new business and grow profitability.

Our consultants and experts offer pre-sales, training, implementation, and configuration services to both partners and end-users.

Solutions

Security Intelligence

Security Infrastructure

Data Center Infrastructure

Network Infrastructure

End-point protection

Security operation center

North & West Africa
(French):
Morocco - Rep Office

Operation Base & Support Center:
Egypt - JSC Company

Logistics & Fulfilment
UAE - FZ Company

North & West Africa
(English):
Nigeria - Rep Office

East & Central Africa:
Kenya - Rep Office
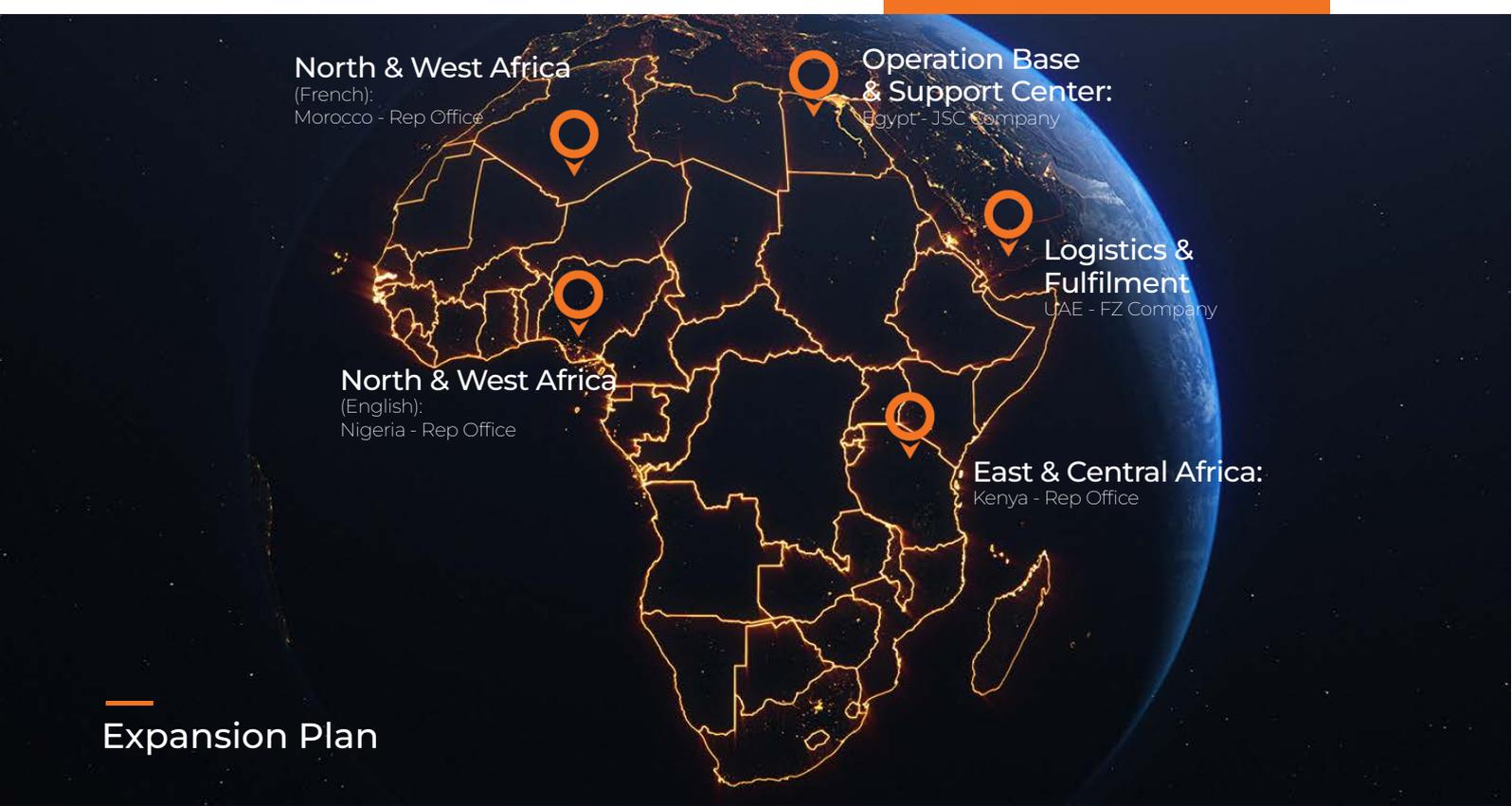
Expansion Plan

Technology Partners

JUNIPER NETWORKS

At Juniper Networks, we believe the network is the single greatest vehicle for knowledge, understanding, and human advancement that the world has ever known. Now more than ever, the world needs network innovation to connect ideas and unleash our full potential. Juniper is taking a new approach to the network — one that is intelligent, agile, secure and open to any vendor and any network environment

paloalto NETWORKS

Palo Alto Networks, the global cybersecurity leader, continually delivers innovation to enable secure digital transformation—even as the pace of change is accelerating and enables your team to prevent successful cyberattacks with an automated approach that delivers consistent security across network, cloud and mobile

f5

F5 application services ensure that applications are always secure and perform the way they should in any environment and on any device.

citrix ™

Citrix workspace software delivers the business technology that creates a simple, secure and better way to work from anywhere and on any device.

Forcepoint

Our solutions adapt in real-time to how people interact with data, providing secure access while enabling employees to create value.

TREND MICRO ™

Trend Micro, a global cybersecurity leader, helps make the world safe for exchanging digital information. Fueled by decades of security expertise, global threat research, and continuous innovation

Gigamon

The Gigamon Visibility and Analytics Fabric goes beyond any network packet broker to deliver a smarter, more proactive approach to network management, monitoring and security.

opentext ™
Cybersecurity

Microfocus are always looking for talented people with unique superpowers to help our customers solve their toughest digital transformation dilemmas

MCS MIDEAST COMMUNICATION SYSTEMS

Technology Partners

MANDIANT
NOW PART OF Google Cloud

Mandiant Cyber Threat Defense Solutions leverage innovative technology and expertise from the frontlines to protect your organization against cyber-attacks.

NETSCOUT

NETSCOUT offers cybersecurity, DDoS mitigation, network, and application performance monitoring security tools and solutions for global networks.

Trellix

Trellix provides a living XDR architecture that adapts at the speed of threat actors and delivers advanced cyber threat intelligence.

tenable

Tenable enables security teams to focus on the vulnerabilities and assets that matter most. From Cloud to OT, gain full visibility of the modern attack

nexthink.

Nexthink is a leader in end-user experience management from the endpoint. The company's solutions combine real-time endpoint analytics and end-user feedback, to provide new insight that enables IT to be more proactive, reduce costs and enhance end-user productivity

ARISTA

Arista Networks is an industry leader in data-driven, client to cloud networking for large data center, campus and routing environments. Arista's award-winning platforms deliver availability, agility, automation, analytics and security through an advanced network operating stack

LogRhythm™

LogRhythm is a world leader in NextGen SOC, empowering organizations globally to successfully reduce risk by rapidly detecting, responding, and neutralizing damaging cyberthreats

DARKTRACE

Darktrace is a global leader in cybersecurity AI, delivering complete AI-powered solutions in its mission to free the world of cyber disruption.

Technology Partners

BeyondTrust

Almost every cyberattack today involves privileged access and identities, either to gain initial access or to move laterally within an environment - and the stakes are higher than ever.

infoblox

Infoblox is the world's leading on-premises platform for automating DNS, DHCP and IPAM (DDI)—and simplifying complex, dynamic network services for any size of enterprise.

GROUP-IB

Group-IB is a leading provider of innovations and solutions for counteracting cyber-attacks, eliminating fraud, and protecting brands worldwide

ivanti

The automation platform that makes every IT connection smarter and secure across devices, infrastructure and people to deliver personalized employee experiences

NOZOMI NETWORKS

Nozomi Networks solutions have been deeply rooted in addressing the complex requirements of industrial and critical infrastructure environments. As OT converges with the vastly different world of IT, that experience has given us a unique understanding of the tools and processes associated with the largest networks in the world.

Lenovo

Lenovo produces a diverse portfolio of products under multiple brand names, including the ThinkPad and ThinkCentre for business users, IdeaPad and Yoga for consumer users, Legion for gaming enthusiasts, and Moto for smartphones. They also offer enterprise solutions and services.

SUPERMICRO

Supermicro is a Rack-Scale Total IT Solutions provider that designs and builds an environmentally-friendly and energy-saving portfolio of servers, storage systems, switches, software, along with global support services

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Value Added Services

Consultation

We offer advanced consulting service based on extensive experience and genuine know-how. You can use our knowledge to identify possible upcoming problems and new opportunities for improvements.

Critical Design Review

The CDR focuses on the product baseline allowing fabrication of hardware and coding of software deliverables to proceed.
We determine that the detailed design of the configuration item under review satisfies cost (for cost-type contracts), schedule, and performance requirements.

Security Compromise Assessment

By conducting a compromise assessment, we can help our customers identify and re-mediate security vulnerabilities that could be exploited by attackers. This can help to protect customers@dat a and systems from unauthorized access, data breaches, and other security incidents.

MCS Channel Program

My Partner
**MCS CHANNEL** PROGRAM

Our partner program is designed with our partners' core requirements in mind. MY PARTNER provides MCS partners with access to sales and marketing resources, partner sales and technical training, deal registration, technical support, credit facilities, funded joint events and incentive programs—all they need to attract new customers and build business.

Training & Support

Offering consistent weekly training sessions on the latest technologies and product integrations. Also providing focus sessions upon partner request to cover specific technical topics related to their product portfolio. Additionally, offering technical simulations and role plays to enhance understanding of certain products or technologies. Also enabling reseller's technical team to perform complete proof of concept (POC) demonstrations.

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Rewards

At MCS we support our resellers to take their business to the next level by presenting various incentives and rebates specifically designed to boost your sales figures. Depending on your level in the program, you'll gain advantages such as leads, co-marketing events enable you to customize the optimal sales and promotion strategies for your particular business.

INCENTIVE QUARTERLY PROGRAMS

REBATE PROGRAMS

CO-MARKETING ACTIVITIES

ANNUAL REWARDS
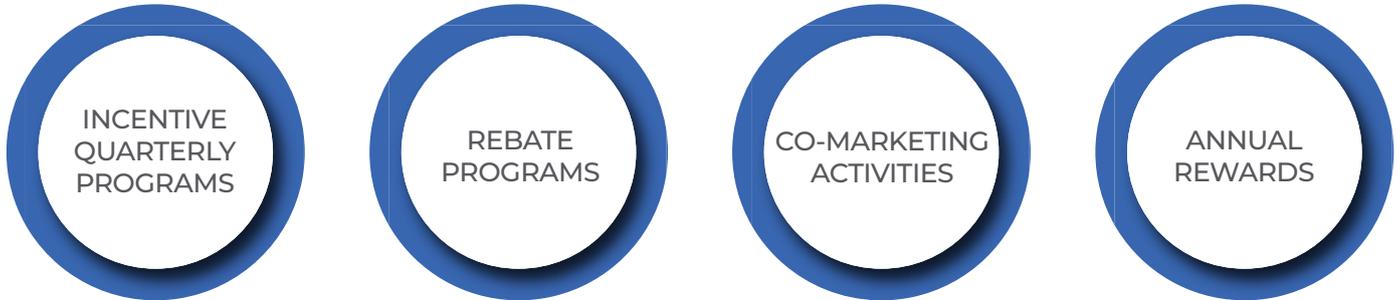
Business Development

Through MCS valuable sales, presales and technical teams, we are committed to ensure our
reseller teams are fully aligned and empowered in IT market via a focused planning and accounts mapping in addition to other channel tools and processes in order to avail the highest
and maximum business benefit

My Channel

Account Mapping & Planning

Channel Fast Track

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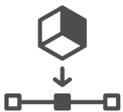
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