



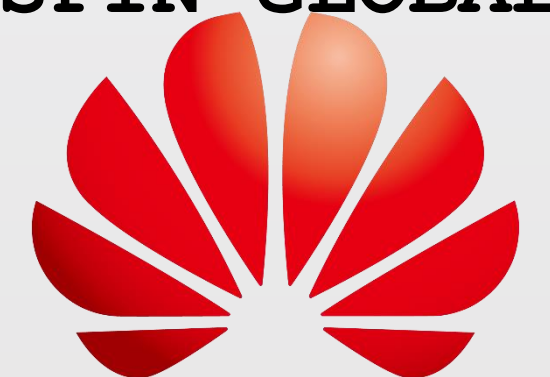
↑ **BESPIN GLOBAL**



# STRATEGIC PARTNERSHIP EXPLAINED

---

Moheeb Darwish, Head of Sales, Enterprise &  
Government, BESPIN GLOBAL



**HUAWEI**

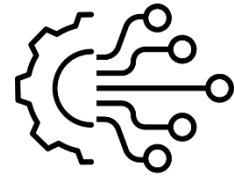
# DISCUSSION POINTS

---

- Our approach to working with Huawei for helping end users in cloud adoption.
- Our value proposition with Huawei cloud in the Middle East as a global strategic SI.
- Our capabilities and offerings explained.

# OUR APPROACH TO WORKING WITH HUAWEI

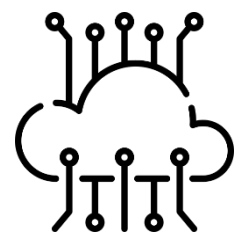
---



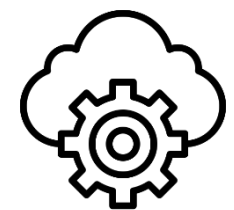
This partnership will focus on providing Huawei cloud & intelligence to Middle East enterprises.



This partnership will combine both capabilities of Bespin cloud experts & Huawei's powerful cloud services.



Companies in the Middle East are now capable of adopting cloud due to regional locality.



Middle East clients benefit from value-added services with the highest levels of performance, economic efficiency, security, support and cloud management.



# OUR VALUE PROPOSITION

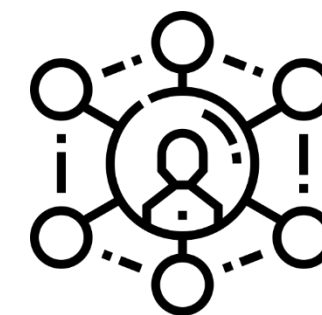
---



Local  
Presence



Global  
Partners



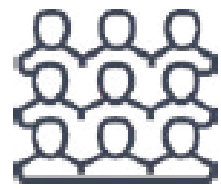
Local Cloud  
Experts



Multi-Cloud Management  
& Optimization Capabilities

# OUR KEY DIFFERENTIATORS

## THE LARGEST GROUP OF CLOUD EXPERTS



- » 770+ hybrid and multi-cloud professionals
- » Experience with cloud migration at the largest-scale

## THE SAFEST AND MOST RELIABLE CLOUD MSP



- » Full-stack support MSP (IMS-DMS-AMS), Managed Security, 24/7 NoC & SoC
- » World-class MTTR\*

## MOST EFFECTIVELY REDUCES CLOUD COSTS



- » Suitable architecture(AWS WAR\*\* Partner selection)
- » Right Sizing and Cost Optimization through OpsNow - RI recommendations, X-Wing, AutoSpot

## GLOBAL SERVICE DELIVERY



- » Services currently available in Korea, China, the Middle East and Africa (Dubai), Southeast Asia (Singapore), and the US
- » Helping customers expand their businesses anywhere in the world

## 5 AREAS OF DIFFERENTIATION

\*Mean Time To Respond / Repair : Average response/recovery time  
\*\* WAR : Well Architected Review

## MOST AUTOMATED SERVICE DELIVERY



- » Aiming for fully automated cloud operations management with OpsNow
- » Minimizing managed services requiring human intervention through AIOps and DCOS

# OUR OFFERINGS



## Professional Services (PS)

- Cloud Consulting
- Cloud Migration
- Cloud Onboarding
- Cloud Operations Audit  
WAR
- Cloud Security Audit
- Cloud Networking
- Cloud Deployment
- DevOps
- FinOps



## Managed Services (MS)

- Cloud Infrastructure
- Operating Systems
- Applications Cloud
- Security
- Modern Workspace Tools
- DevOps
- FinOps



## Solutions

- Cloud Providers (Huawei)
- Marketplace
- Modern Workspace  
Tools
- Datadog
- Zendesk



## Applications

- Magento
- SAP
- ORACLE

# OUR CAPABILITIES

A leading automated cloud management platform that helps you efficiently optimize cloud resources and reduce cloud cost.



## Asset Management

Manage your resources of multi-cloud environments in one single platform.



## AlertNow

Greatly reduces MTTR by delivering only necessary alarms with triple-filter.



## Cost Management

Enhances complex cloud cost systems and suggests efficient ways for cost optimization.



## Monitoring Dashboard

Provides actionable insights by providing custom monitoring information per service group.

Automate Your Cloud Management



# OUR CAPABILITIES



Bespin Global's position as a  
"LEADER"  
in Gartner's 2020 Magic Quadrant for  
Public Cloud Infrastructure  
Professional and Managed Services







↑ **BESPIN GLOBAL**



# Thank You

bespinglobal.ae  
800 BESPIN (237746)  
info@bespinglobal.ae

---

Connect with us on

