

TOP 10 INTEGRATORS

The region's integrators have one of the toughest jobs in IT – ensuring that technology provided by vendors can live up to their promises. ACN runs down ten of the best.

05 EMW

In 1995 East Meets West (EMW) leapt headfirst into the global IT industry and spread its worldwide from Asia to North America, and right across Europe and the Middle East.

In 2004, EMW commenced operations in the UAE to capitalise on the available opportunities in the region. In the Middle East, the company specialises in end-to-end infrastructure and business enablers, which include various vendor specialisations and partnerships that are best of breed across the globe. The company works with some fairly major vendors, including the likes of Avaya, Cisco, Foundry Networks, Trapeze and Juniper Networks.

The company has embedded itself solidly

within the Middle Eastern market with a noticeable presence in the UAE, Saudi Arabia, Oman, Iraq, Afghanistan and Kyrgyzstan. EMW is also a certified partner of Avaya, Nortel, Netbotz and Watchguard, as well as being a gold certified partner of Microsoft.

EMW has not been short of awards this year, with the most prestigious being the firm's Integrator of the Year trophy it received earlier this year from ACN's sister magazine, *Network Middle East*. With its wide range of interests and presence in four continents, EMW looks to continue its outstanding work in the year to come as one of the region's premier system integrators.

EMW
THE SMART CONVERGENCE EXPERTS

06 GBM

Gulf Business Machines (GBM) is one of the Middle East's more well-established integrators with a strong presence in both the region's emerging and established IT markets.

With UAE offices in Abu Dhabi and Dubai, along with locations in Bahrain, Kuwait, Oman, Qatar and Pakistan, the company's long reach touches most parts of the Gulf and further afield.

The firm set up its regional operations in 1990 and now has interests in not only integration, but also distribution and support. This wide base has allowed GBM to become one of the MENA IT market's biggest movers in terms of growth.

The company has undertaken a number of

large projects in recent years including setting up an IBM eGovernment Solution Centre for the Bahrain Central Informatics Organisation. GBM is also working with Bahrain's government on developing smart card technology that will contain the travel, health, immigration, education and financial information of the country's residents.

The firm has also partnered with the Qatar government in their drive to establish e-government infrastructure and develop a cross-ministry integrated online e-services portal. GBM also provided a solution to the Public Institute for Social Security in Kuwait, to better serve the needs of their citizens.

GBM