



CHANNEL EXECUTION FOCUS

A low-angle, black and white photograph of several modern glass skyscrapers reaching towards a cloudy sky. The image is framed by a red and grey geometric border that cuts across the top and bottom of the page.

**YOUR TRUSTED  
CYBERSECURITY  
& NETWORK ADDED VALUE  
DISTRIBUTER**

# INTRODUCTION

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**WE ARE A PROFESSIONAL LEADER COMPANY IN PROVIDING THE LATEST IT INFRASTRUCTURE SOLUTIONS AND PRODUCTS WITH THE MOST SECURITY GUARANTEE IN SAUDI MARKET. CLOUD DISTRIBUTION IS PROUD TO BE NUMBER ONE FOR SOURCING IT PRODUCTS ESTABLISHED BY SAUDI CREATIVE TEAM IN 2014 LOCATED IN RIYADH, SAUDI ARABIA**



# ABOUT OUR COMPANY

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## ABOUT US

We provide real value-added services including, but not limited to Marketing ,Financing, Support Services, Pre-Sales Support, Sales Account Management and Logistics that will match with our partner expectation

Expanding out geographical coverage to cover all GCC countries and Egypt, and looking to be no. 1 distributor in the market

As we are known to be channel execution focused, ensuring seamless distribution process that optimizes efficiency and reliability while also establishing strong relationships with vendors and resellers is of our top priority

Specializes in distributing cutting-edge vendors focus on the Network, Data Center, IOT, OT , infrastructure, physical security & Cybersecurity distribution

Cloud Distribution is a Saudi Company founded in 2014, as subsidiary of IDEAL Group with a HQ in Riyadh and regional coverage for GCC and Egypt



# ABOUT US

## VISION & MISSION

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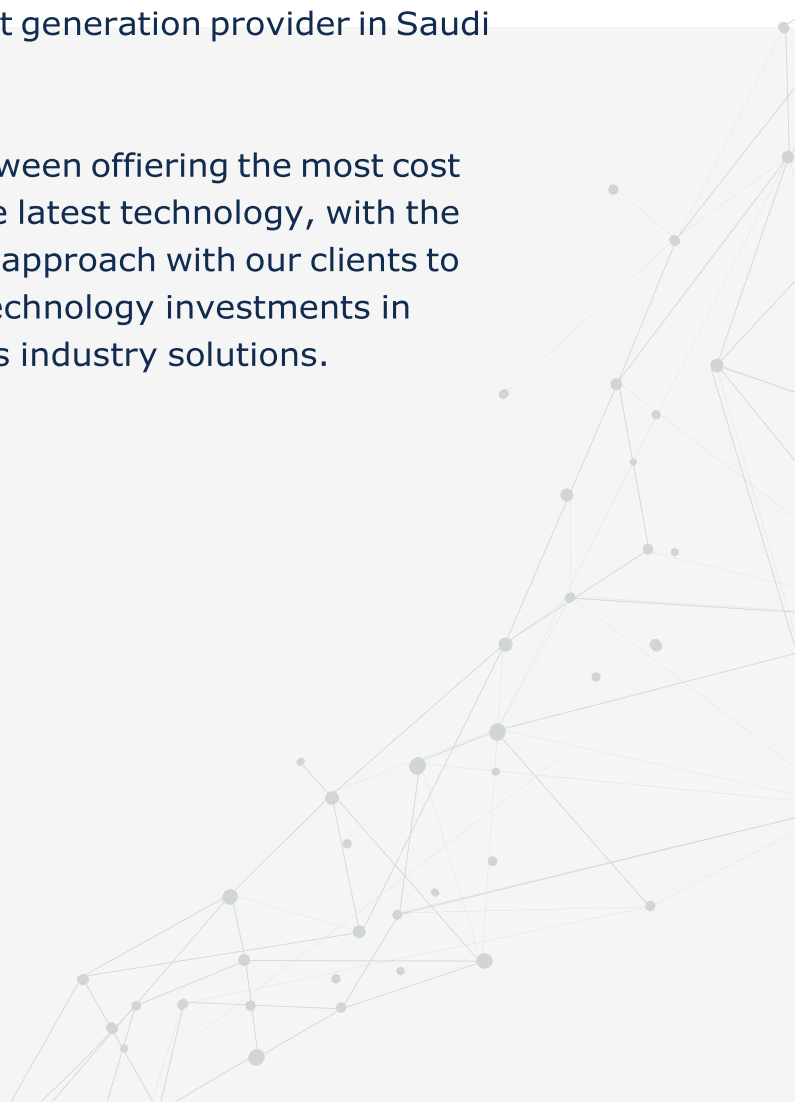
### **MISSION**

To remain the leaders in providing our clients with a high quality and cost effective IT solutions and products, which designed strictly to reach the highest level in performance and profitability, we believe great services should not cost the earth! We maintain communication with the client on a daily basis, to ensure we are fulfilling their needs and creating the best outcome possible.

### **VISION**

To keep finding and accessing new prospects in IT solutions and products to become the leading next generation provider in Saudi Arabia and global market.

To maintain our unique balance between offering the most cost effective and reliable services in the latest technology, with the remaining of long term partnership approach with our clients to achieve superior returns on their technology investments in various sectors through our in-class industry solutions.



# OUR VALUES

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## COLLABORATION

We are dedicated to a constructive, team-oriented environment, gathering varied perspectives, sharing knowledge, and building effective partnerships with key stakeholders.

## CONTINUOUS IMPROVEMENT

We strive for operational excellence through the on-going development of the staff and the organization as a whole.

## VALUE ADDED DISTRIBUTOR

We encourage creative and critical thinking in the development of technology services and solutions.

## PEOPLE

We listen to, respect, and care for faculty, staff, clients, and one another, both professionally and personally.

## SERVICE

We strive to provide excellent service by being consistent, agile, reliable, and accessible to all.



## TRANSPARENCY

We leverage open communications and thoughtful business processes to be accountable in our interactions and our work.

# WE ARE SUPPORTED BY ONE OF THE BIGGEST TECHNOLOGY GROUP

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## IDEAL GROUP

## FOR BUSINESS AND COMMERCIAL INVESTMENT



Founded in KSA on 2005 our agency provides a full range of consulting and development services for the whole range of companies all over the world



# OUR SERVICES

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- Channel Management
- Sales Management
- Pre-Sales Support
- POC and Demo Support
- Marketing Services
- Professional Services
- Support Services
- Logistics
- Finance

# VALUE ADDED SERVICES

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## CHANNEL MANAGEMENT

- ◆ Dedicated Channel Manager
- ◆ Partner Mapping
- ◆ New Partner Recruitment
- ◆ Partner Enablement
- ◆ Vendor Program Signup
- ◆ Sales & Technical Training
- ◆ Resource Certifications

## PRE-SALES SERVICES

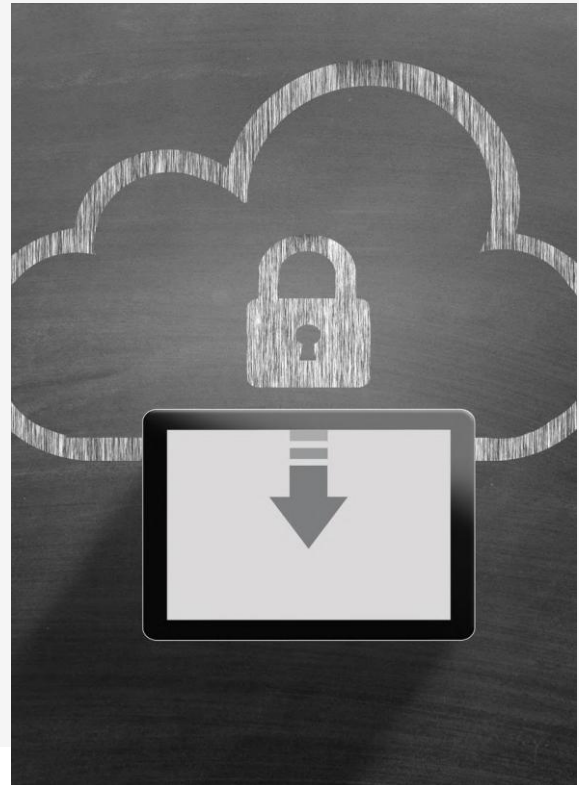
- ◆ Solution Architecture
- ◆ Proof of Concept
- ◆ BOM / BOQ
- ◆ End User Demos
- ◆ Certifications
- ◆ Partner Training
- ◆ ROI Studies

## SALES MANAGEMENT

- ◆ Product Positioning
- ◆ Vendor Initiatives
- ◆ Up/Cross Solution Selling
- ◆ Collaborative Selling
- ◆ Trade Ins and Buy Ins
- ◆ Inbound Sales (Web, Social Media, Calls )
- ◆ Outbound Sales ( Telecalls, Call Center)

## PROFESSIONAL SERVICES

- ◆ Support Services
- ◆ Systems Integration
- ◆ Project Management
- ◆ Resource Management
- ◆ Outsourcing Services
- ◆ Technology Risk Management
- ◆ Business Continuity
- ◆ Managed Services



# VALUE ADDED SERVICES

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## MARKETING MANAGEMENT

- ◆ Advertising
- ◆ Lead Generation
- ◆ Incentive & Spiff
- ◆ Events / Road Shows
- ◆ Fund Management
- ◆ Online Activations
- ◆ Social Media Activations
- ◆ Product Launches
- ◆ Loyalty Programs
- ◆ Promotions

## LOGISTIC SUPPORT

- ◆ Order Management
- ◆ Logistics and Operations
- ◆ Direct Drop Shipment
- ◆ Inventory Management
- ◆ Customs Handling
- ◆ Importing Services
- ◆ LSP (Logistic Service Provider)

## SUPPORT SERVICES

- ◆ In warranty Services
- ◆ Post warranty Services
- ◆ On-Site Support
- ◆ Maintenance contracts
- ◆ Extended warranty Solutions
- ◆ Break & Fix Support
- ◆ Implementation,
- ◆ Migration & Upgrades
- ◆ Spare Management



## FINANCE SERVICES

- ◆ Open Partner Credit
- ◆ Flexible Credit Terms
- ◆ Individual Project Financing
- ◆ Installment Plans & Programs
- ◆ Customized Credit Options
- ◆ Corporate Guarantees
- ◆ Global Credit Insurance

# PARTNERS BENEFITS

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Enhance  
profitability

Technology  
Update

Protect your  
customer

Established Customer  
Relationship

Get complete  
solution

Satisfied customer  
requirements



# VENDORS

## CYBERSECURITY

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imperva

  
CHECK POINT™

 ONE IDENTITY  
by Quest

 LogRhythm™

 corelight

 trio

 Hive Pro

 CYBERX

MATRIX42

 DNS  
Sense

 galaxkey®

 Akamai

kaspersky

 SANGFOR

 COGNNA

 FLASHPOINT

 Security  
Fist

nexthink

 BRANDEFENSE

# VENDORS

## NETWORK INFRASTRUCTURE

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# THANK YOU

## CONTACT US :



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