



CORPORATE PROFILE

**Your Trusted
Cybersecurity & Network
Added-Value Distributor**



About Us

Cloud Distribution is a Saudi-based company established in 2014 as a subsidiary of IDEAL Group, with its headquarters in Riyadh and regional operations across the GCC, Jordan, and Egypt. We specialize in value-added distribution, offering comprehensive services that include sales account management, pre-sales support, technical services, marketing, financing, and logistics—all tailored to exceed our partners' expectations.

With a strong focus on channel execution, we ensure a seamless and efficient distribution process, prioritizing reliability and building trusted relationships with both vendors and resellers. Our ambition is to become the top distributor in the region.

We deliver cutting-edge technologies from global vendors, with a focus on networking, data centers, IoT, OT, infrastructure, cybersecurity, and physical security, and provide partners with innovative solutions to meet the demands of an evolving digital landscape.



Our Value Added Services

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

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



Our Vendors Portfolio

Cybersecurity Vendors



Network & Infrastructure Vendors



Cybersecurity Solutions

- | | | | |
|---|------------------------|---|-------------------------|
| • Application & API Security | (Imperva) | • Identity & Access Management | (Bio Key, One Identity) |
| • Endpoint & Email Security | (Broadcom, Kaspersky) | • Data Security | (Imperva) |
| • SIEM & SOAR | (Logrhythm) | • IT Operational Management | (Matrix42, Nextthink) |
| • Micro-Segmentation | (Akamai) | • IOT & OT Security | (ForeScout) |
| • Network NGFW | (Checkpoint, Sangfor) | • DNS Security | (DNS Sense) |
| • Detection & Response | (Logrhythm, Corelight) | • Security Awareness | (CyberX) |
| • Threat Intelligence | (Cogenna, Kaspersky) | • GRC Tool | (Security First) |
| • Vulnerability Management | (Hive Pro) | • Mobile Device Management | (Trio) |

Network & Infrastructure Solutions

- | | | | |
|---|----------------------|---|-------------|
| • Data Center Solutions | (CommScope & Rittal) | • Cooling & Environmental Management | (Schneider) |
| • Structured Cabling Solutions | (R&M) | • Surveillance & CCTV Solutions | (Dahua) |
| • Wired & Wireless Solutions | (Ruckus) | • Fiber Optic Solutions | (Optokon) |
| • Networking (Switching & Routing) | (H3C) | • Access Control & Biometric Solutions | Dahua) |
| • Server Room & Rack Solutions | (R&M & Rittal) | • Industrial Networking Solutions | (Schneider) |
| • Power Backup & UPS Solutions | (APC & Centiel) | • Enterprise Networking & Telecom | (Huawei) |



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