

# Experts in the art of change

Your end-to-end digital transformation partner

## Local & Regional Knowledge; Award-winning Cloud Expertise

Headquartered in Dubai, Cobweb UAE is fully attuned with the evolving Gulf landscape and its key issues including:

- Increasing regulation
- Start-up and entrepreneur focus
- Advancing smart economies
- Next gen manufacturing systems take up
- Growing mobile workforce
- Keener competitiveness
- Heightened consumer expectations

As cloud solution experts, we design products which specifically address these issues helping Gulf organizations, big or small, along their digital transformation journey to cost-effectively improve productivity and performance.

### Who We Are:

Cobweb is an award-winning UK-headquartered company established over 22 years ago with a joint venture in Dubai serving the Arabian Gulf. Our forward-thinking offerings in each geography differ and are tailored to specific market conditions with 24/7 back-up support.

As a cloud pioneer, and Microsoft Gold Standard Cloud Solutions Provider, we have built up a wealth of multi-sector expertise to emerge as Europe's leading, full-service cloud solutions provider and a preferred digital transformation partner.





### Discovery:

We don't just sell solutions, we provide a wide breadth of cloud advisory and ensure smooth implementation. We are with clients throughout their entire digital transformation journey and after.



### Always accessible:

We back up deployment with 24/7 support being always there when our customers need us.



### Staying power:

Many of our customers have been with us for over 10 years demonstrating how we nurture and value long term relationships.



### Shared value:

Our customers have the highest utilization of Office 365 apps which means they can expect greater ROI from their Microsoft investment and we're committed to making sure this happens.



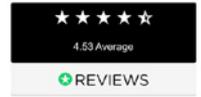
### Award-winning:

Our solutions and services have been recognized with numerous awards. It means, while we talk a good game, we back it up with results.



### Trusted Reputation

Over 89% of our customers would recommend Cobweb (source: Reviews.io - October 2018)



## What We Do:

We help clients become more competitive by boosting employee engagement, streamlining processes and team collaboration, improving customer experiences, so they reduce costs and increase sales— and all through the power of cloud.

We provide a full turnkey service across a range of solutions, bundled offerings and tailored products and services after becoming totally familiar with your business, specific needs and ultimate aims. We respond rapidly to specific market needs bringing our expertise to bear in creating affordable, often subscription-based solutions, that answer many of today's most pressing business challenges.

### Modern Workplace

- Productivity
- Cloud Communications
- Content & Collaboration
- Document Management

### Business Applications

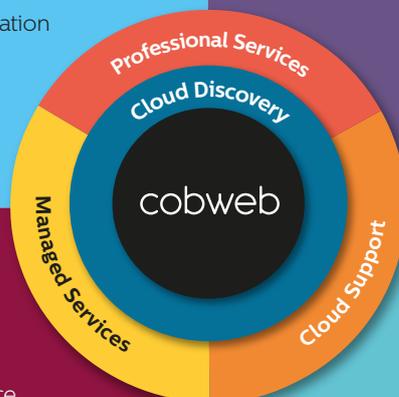
- Relationship Management
- Financial Management
- Device & App Management
- Backup & Recovery
- Information Protection
- Identity & Access
- Email Archival
- EndPoint Security
- Web & Email Security

### Data and AI

- ChatBots
- Business Intelligence
- Data Visualisation
- Data Warehousing
- Predictive Analytics

### Applications and Infrastructure

- Modern Desktop
- Cloud Infrastructure
- Cloud Platform
- Data Centre Transformation
- Data Centre Modernisation



Our marquee Gulf subscription-based offerings include:



### Modern Workplace:

#### Microsoft Office 365:

This subscription line makes it easy to manage files, simplify communication and collaboration among employees and manage meetings on the move. It combines Outlook, SharePoint, Word, Excel and PowerPoint with the next generation of productivity-based services such as Teams to bolster organization-wide collaboration and communication.

#### Microsoft 365:

This complete, intelligent solution includes Office 365, Windows 10, and Enterprise Mobility + Security, to securely empower creativity and collaboration. It comes in two configurations: Microsoft 365 Business, for SMBs up to 300 users, and Microsoft 365 Enterprise, which includes strong data security features on top of Windows 10 Pro and Office 365.

#### CobwebCompleteMicroSMB:

This is for solopreneurs and start-ups. It comes in two formats: CobwebCompleteSolopreneur and CobwebCompleteStartUp. Both deliver productivity tools based on the Office 365 secure email and calendar service Microsoft Exchange, a Word Press-based website with a free .com domain, state-of-the-art web hosting on Microsoft's open, flexible, enterprise-grade cloud computing platform Azure and the Microsoft Teams collaboration hub.

#### Cobweb CompleteSMB:

This suite of programs, tools and services improves productivity, collaboration, flexible working and engagement making it easy for SMBs to manage files, simplify communication and collaboration and manage meetings on the move. Built around Microsoft's Office 365 product line, it combines staples such as Exchange Online, SharePoint Online, Word, Excel and PowerPoint, with the next generation of productivity-based services such as Microsoft Teams.



### Data & AI:

#### CobwebCompleteChatbots:

This is a cloud-based, Artificial Intelligence (AI) powered messaging solution built around the secure yet agile Microsoft Azure platform which is managed by the company's own data-centers. Our chatbots are easily configurable across multiple channels and are based on Microsoft's Azure cloud computing platform with in-built AI and Machine Learning, so they 'train' as they go along.



### Business Applications:

#### MicrosoftDynamics365BusinessCentral:

This multi-layered, solution incorporates the best of Business Central with the added bonus of a Microsoft Dynamics developer's expertise. It brings together finance, sales, purchasing, operations and service management functionality in one, comprehensive solution and deployment expertise for smooth, hassle-free implementation and full migration support. It helps customers switch from Xero, Sage, Pegasus, Exchequer, on-premise Dynamics GP, NAV or any other ERP.



### Applications & Infrastructure:

#### Microsoft Azure:

With Cobweb, clients can meet their business challenges with the ever-expanding Azure based offerings. Cobweb's four-phase Azure adoption approach assures a seamless solution.

It includes: insightful assessment of your specific needs; tailored migration to the platform; optimization to ensure clients get the best from the services and full support and management. Azure solutions include: Identity & Access Management, Remote Desktop as a Service, Cloud Backup, Disaster Recovery and Database and Application Modernisation.

Our clients include:



If you want to unleash the full power of your business, increase productivity, reduce costs and realize your ambitions, let our cloud services help you grow.

Let's talk:

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