MCS
MIDEAST COMMUNICATION SYSTEMS

Corporate Profile

Shaping a Safer and Connected World

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Introduction

Established with an Information Security focus, progressively broadening IT coverage since 2006, Mideast Communication Systems has been providing turn-key solutions to tackle Security Intelligence, Cybersecurity defense, Network Infrastructure, Datacenter Infrastructure & Virtualization, End Point Protection, and IT Service Operations. Coupled with premier Value-Added Services including hands-on implementation, and more.

MCS has the know-how to become the leading regional IT solutions provider by delivering a competitive portfolio of security solutions and reliable services to the market. MCS has a new vision to manage and orchestrate all internal and external communications aiming to create a promising point of view among all stakeholders. Adapted an integrative communication structure, MCS has linked the sister companies together and connected them effectively to attain integral solutions to all business sectors and fulfill the local and regional market needs. With a permanent office in Nairobi, MCS has been managing operations in 10 Eastern and central African countries. Throughout the last decade, distinguished teams have been built and MCS has successfully acquired distribution rights for prime IT products to provide innovative solutions of technology to respond to the vast demand of the IT industry

Working in conjunction with a multitude of prestigious technology corporations, we provide up-to-date learning solutions that can help IT professionals gain a deep understanding of a range of emerging technologies

Purpose

Shaping a Safer and Connected World

Vision

To challenge norms so people are empowered to transform.

Mission

To Provide End-to-end digital solutions, customer-centric professional services, and innovative award-winning products to EMEA markets by attracting and developing highly qualified experts while focusing on quality and fostering our business ethics.
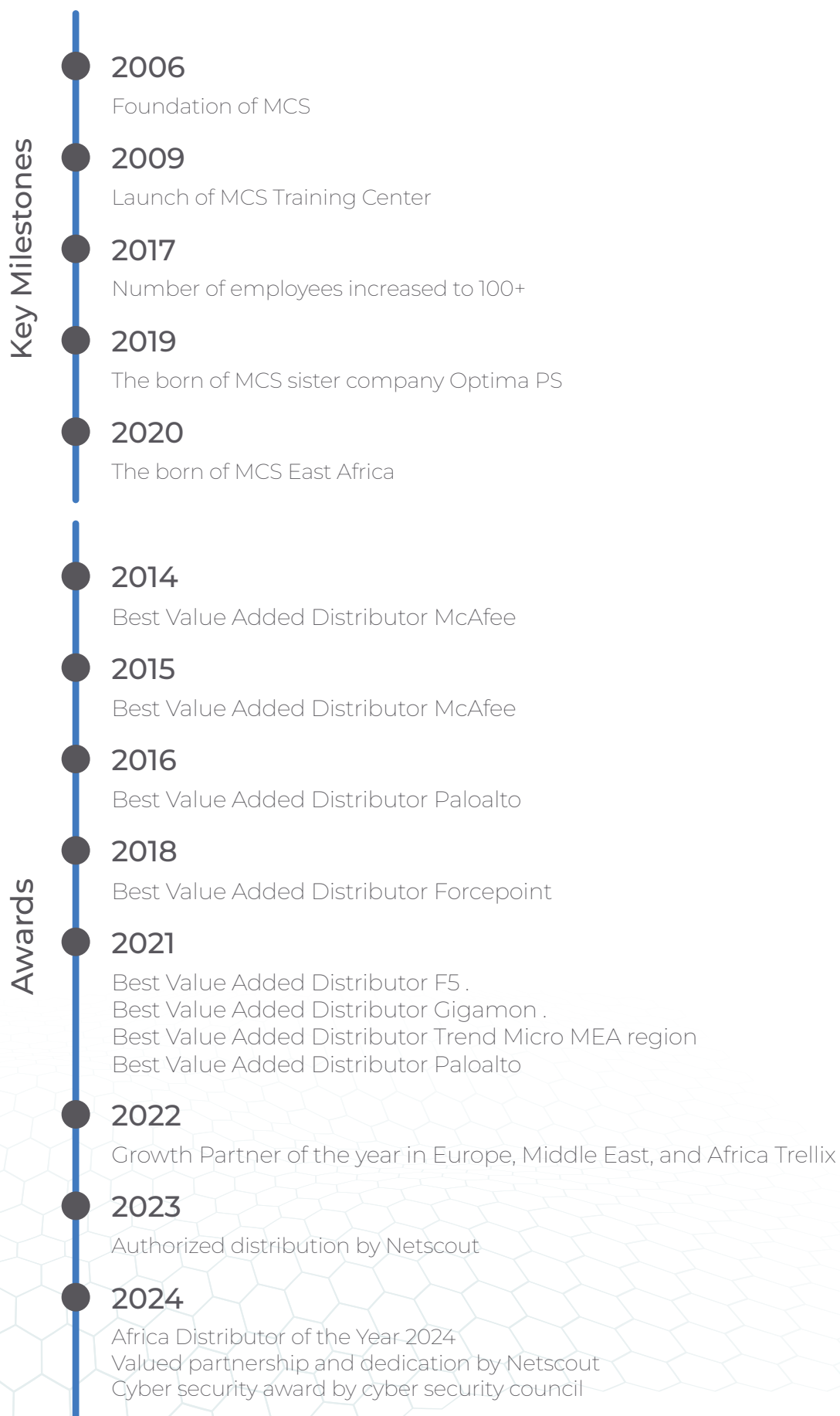
Message from CEO

TAREK SHABAKA
CEO

I am proud to share with you the latest accomplishments for MCS in Egypt and Africa. Egypt takes a paved path as a gate for the global companies to invest in the African continent based on several axes including the human resources and the qualified cadres who are capable of coping with the accelerated global changes. In addition to improving the investment climate and the regional leadership, Egypt avails golden opportunities to create a competitive environment, expand the provision of services, and enhance the Egyptian presence in Africa.

MCS uniquely added new attraction factors to the international companies to invest in the Egyptian market by expanding our business in Africa with attractive economic advantages, especially that the African market is promising with ambitious governments who have focused insights to avail the latest technologies.

MCS Holding is an integral part of the private sector, a cybersecurity industry expertise, and an official window to various global companies. In this context, the company made strategic decisions to expand regionally in Africa to serve more than 11 countries as a new step towards the future to deliver unmatched value-added services for our global technology development partners. MCS Holding strategically aligns with the Egyptian government's vision to strengthen the economic relations between Egypt and the African continent reflecting our commitment to achieve corporate social responsibility in Egypt and Africa.

Key Milestones and Awards

Key Milestones

2006
Foundation of MCS

2009
Launch of MCS Training Center

2017
Number of employees increased to 100+

2019
The born of MCS sister company Optima PS

2020
The born of MCS East Africa

Awards

2014
Best Value Added Distributor McAfee

2015
Best Value Added Distributor McAfee

2016
Best Value Added Distributor Paloalto

2018
Best Value Added Distributor Forcepoint

2021
Best Value Added Distributor F5 .
Best Value Added Distributor Gigamon .
Best Value Added Distributor Trend Micro MEA region
Best Value Added Distributor Paloalto

2022
Growth Partner of the year in Europe, Middle East, and Africa Trellix

2023
Authorized distribution by Netscout

2024
Africa Distributor of the Year 2024
Valued partnership and dedication by Netscout
Cyber security award by cyber security council

MCS
MIDEAST COMMUNICATION SYSTEMS

MCS Solutions

MCS helps you to plan, design, implement, and support a comprehensive enterprise security based on best-of-breed technologies. We bring the depth of expertise you need to address depending on combining various IT concepts to serve specific usage scenarios. Our experience in the market enabled us to offer the best value-added infrastructure Solution in cooperation with the global IT Leaders, working on developing and providing end-to-end green computing solutions to the data center, cloud computing, enterprise IT, big data, high performance computing, or HPC, and embedded markets with wide solution range from complete server, storage, blade and work stations to full racks, networking devices, server management software and technology support and services.

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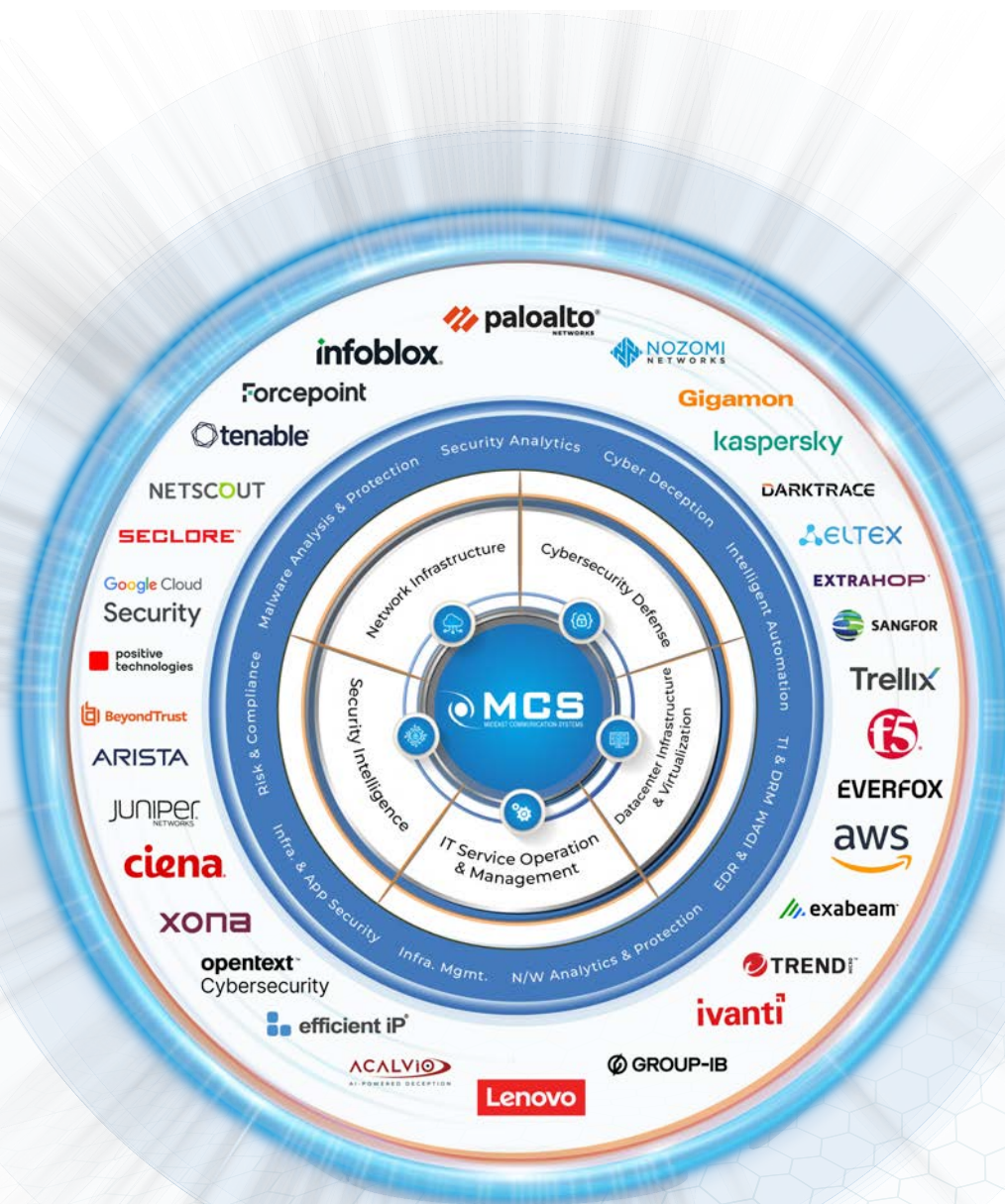
Security Intelligence

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Security intelligence has significant benefits for IT organizations that face strict regulatory compliance requirements for the sensitive data that they collect through web applications. by gathering security intelligence feeds into other processes that help to secure the IT infrastructure against cyber-attacks, organizations can improve their compliance posture and reduce their risk of data breaches.
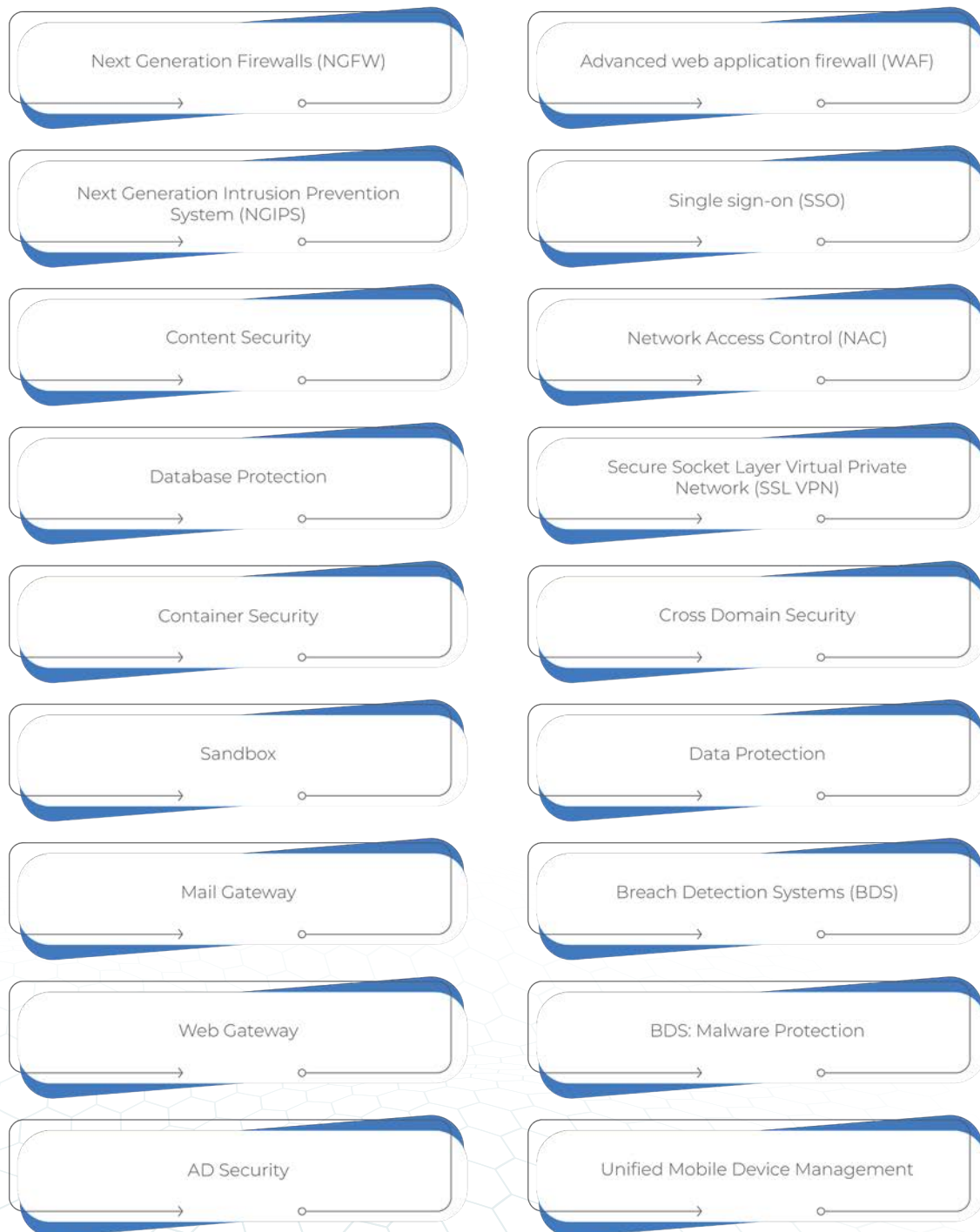
MCS is a value-added distributor that can help organizations to implement security intelligence solutions that meet their specific needs. We have a deep understanding of the regulatory compliance landscape and we can help organizations to select the right security intelligence solutions to meet their compliance requirements. We also have a team of experienced security professionals who can help organizations to implement and manage their security intelligence solutions.

Here are some specific ways that MCS can add value to your organization:

- Select the right security intelligence solutions for your needs. We have a wide range of security intelligence solutions from leading vendors, and we can help you to choose the solutions that are right for your organization.
- Our team of experienced security professionals can help you to deploy your security intelligence solutions and to ensure that they are properly configured and managed.
- We can help you to stay up-to-date on the latest threats. We provide our customers with access to our threat intelligence feed, which provides them with information about the latest threats.

Cybersecurity Defense

Mideast communication Systems provides security infrastructure solutions to secure networks, electronic security systems, and devices that are configured, operated, maintained and enhanced to provide security functions to achieve specific risk mitigation objectives

Next Generation Firewalls (NGFW)	Advanced web application firewall (WAF)
Next Generation Intrusion Prevention System (NGIPS)	Single sign-on (SSO)
Content Security	Network Access Control (NAC)
Database Protection	Secure Socket Layer Virtual Private Network (SSL VPN)
Container Security	Cross Domain Security
Sandbox	Data Protection
Mail Gateway	Breach Detection Systems (BDS)
Web Gateway	BDS: Malware Protection
AD Security	Unified Mobile Device Management

IT Service Operation & Management

ITSM solutions can help organizations improve service quality and efficiency by providing a framework for managing IT services. ITSM solutions typically include a set of processes, tools, and best practices that can help organizations to:

- Proactively manage IT services: identify and address potential problems before they impact service quality.
- Automate IT service delivery: organizations need to automate IT service delivery, which can free up IT staff to focus on more strategic tasks.
- Improve communication and collaboration: ITSM solutions can help organizations to improve communication and collaboration between IT staff and business users.
- Measure and improve service performance: ITSM solutions can help organizations to ensure that they are meeting the needs of their business users.

Network Infrastructure

We provide cutting-edge network infrastructure solutions that ensure seamless connectivity and optimal performance for businesses.

Our Network Infrastructure solutions encompass the design, implementation, and management of robust networks that support data transmission, communication, and collaboration across various platforms. We leverage the latest technologies and industry best practices to deliver scalable and secure network architectures tailored to our clients' specific requirements.

Key features of our Network Infrastructure solutions include:

1. Network Design: Our team of experienced professionals designs customized network architectures that align with your business goals and objectives. We consider factors such as scalability, reliability, security, and performance optimization to create a robust foundation for your digital infrastructure.

2. Network Implementation: We handle the end-to-end deployment of network infrastructure components, including routers, switches, firewalls, servers, and cabling systems. Our experts ensure seamless integration with existing systems while minimizing disruptions to your operations.

3. Network Security: We prioritize the security of your network infrastructure by implementing advanced security measures such as firewalls, intrusion detection systems (IDS), virtual private networks (VPNs), and access controls. These measures safeguard your critical data from unauthorized access or potential threats.

4. Network Monitoring and Management: we offer monitoring tools to enable real-time visibility into your network's performance and health. We also provide ongoing maintenance services to identify potential issues before they impact your operations significantly.

By choosing MCS Network Infrastructure solutions, you can enhance productivity, streamline communication channels, improve data accessibility while ensuring a secure environment for your business operations.

Datacenter Networking solutions

SDN Automation and Orchestration
(Cloud Control)

SD-Wan

Application Delivery Control (ADC)

Datacenter Infrastructure & Virtualization

Data center infrastructure & virtualization solutions are the backbone of modern enterprise technology. They allow businesses to connect, see, secure, and guarantee consistent operations, workflow automation, and high availability for their data centers.

MCS is helping businesses of all sizes plan, design, and implement the infrastructure of their data centers. We also provide detailed documentation to facilitate the upgrade, migration, and diagnostic processes.

Our solutions are designed to help businesses take advantage of the latest technologies and improve their IT infrastructure. We work with businesses to understand their specific needs and requirements, and we then design and implement solutions that meet those needs.

Our solutions are also designed to be scalable and flexible, so businesses can easily adapt to changes in their business requirements.
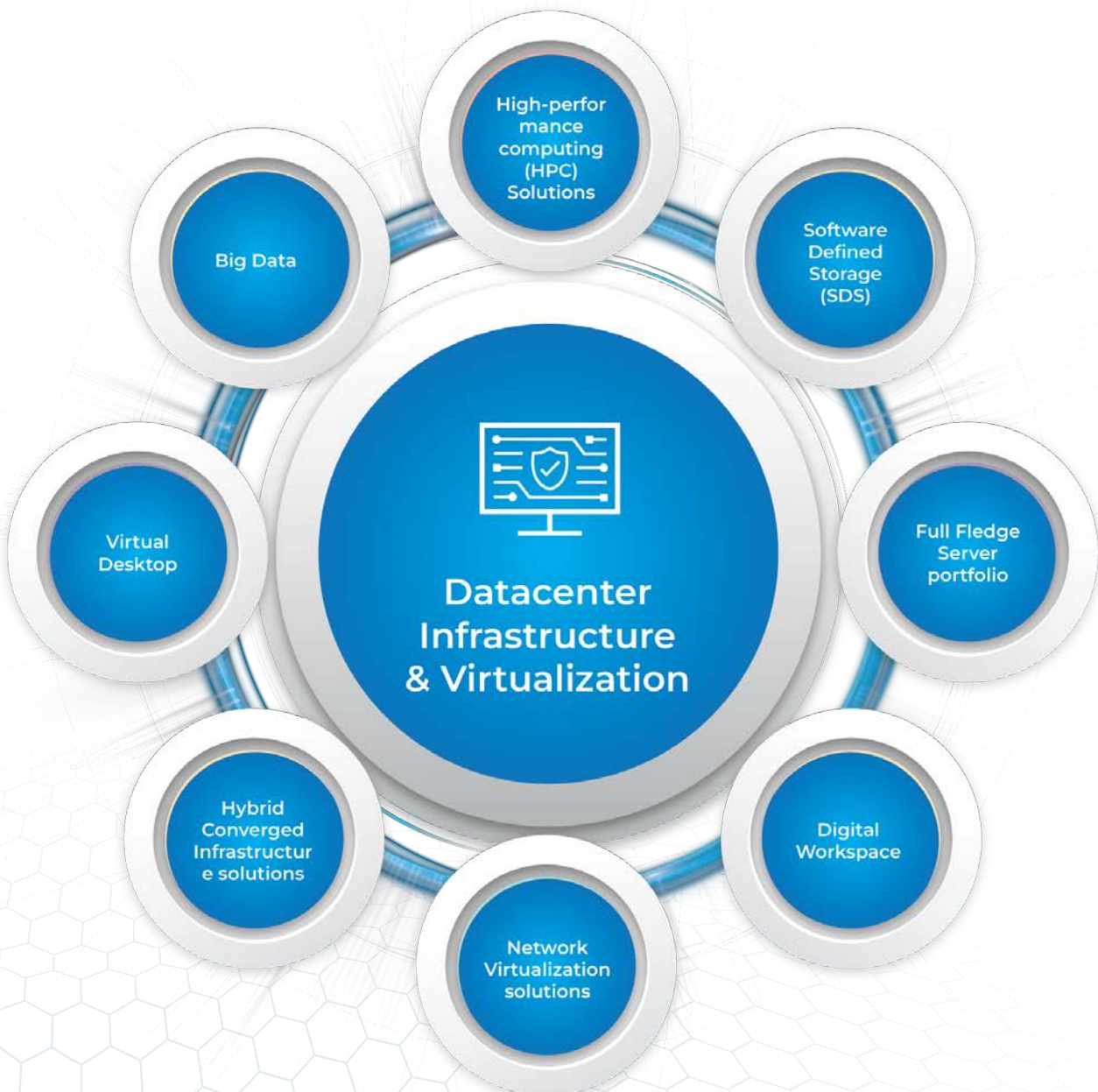
Professional Services:

Professional Services is driven by a Professional team who are passionate about finding ways to deliver state of art ICT Solutions to fulfill growing market needs in Egypt. We are convinced by one thing: that we provide value to our customers.

We know that if we fulfill these objectives our performance will speak for itself and convince you that Optima is the best business partner for your ICT needs.

Having more than ten years of operation created a distinction for Optima to ensure the quality of our services.

Professional Services

- Configuration
- Implementation
- Integration
- Health Check
- Technology Migration
- Proof Of Concept (POC

Support Services

- Service Level Agreements – SLAs/SLOs/SLIs
- IT Staff Augmentation
- Project Management
- Proof of Value – PoV
- Ready and Safe Bundles

Optima Eye Services

- Consultation
- Penetration Testing
- Vulnerability Assessment
- Red Team Engagements
- SOC Operations

- Blue Teaming
- Data Center Blueprint
- Security Compliance Programs
- Application Stress/Load Testing

IT Services Management

Optima services are motivated by customeroriented processes and workflows in order to maintain efficient services delivery, services commitment assurance, and optimum services documentation owes.

Training Services

Authorized Training Center

OptimaPS offers vendors' training programs with certified experts and real-world trainers to prepare your IT personnel to manage and secure your networks. We offer various training solutions through an Authorized Training Center (ATC) for Palo Alto Networks, Forcepoint, and Juniper.

OptimaPS offers a wide range of Palo Alto training and certification programs providing the next generation firewall knowledge you need to secure your network and safely enable applications.

Forcepoint Virtual/Physical training experience is provided with flexibility of time, language selection, and professional services instructors who have a profound experience in the field. Our programs help maximize the investment or expertise in Forcepoint solutions in order to deliver Forcepoint services most efficiently and validate your mastery and proficiency in Forcepoint technologies.

CertNexus provides emerging technology certifications and micro-credentials for business, data, developer, IT, and security professionals. CertNexus' assists closing the emerging tech global skills gap while providing individuals with a path towards rewarding careers in Cybersecurity, Data Science, Internet of Things, and Artificial Intelligence (AI)/ Machine Learning.

- Cyber Security Guardians Program
- Security Awareness Training
- Boot Camps
- Lab Environment Leasing
- Employee's Onboarding Induction

afriVAD

afriVAD

afriVAD has a vast number of innovative solutions in order to be able to provide fully integrated solutions to all governmental and enterprise business sectors.

We are committed to delivering competitive value and differentiation for our partners. We want to support our partners to win new business and grow profitability.

Our consultants and experts offer pre-sales, training, implementation, and configuration services to both partners and end-users.

Solutions

Security Intelligence

Security Infrastructure

Data Center Infrastructure

Network Infrastructure

End-point protection

Security operation center

North & West Africa
(French):
Morocco - Rep Office

Operation Base & Support Center:
Egypt - JSC Company

Logistics & Fulfilment
UAE - FZ Company

North & West Africa
(English):
Nigeria - Rep Office

East & Central Africa:
Kenya - Rep Office

Expansion Plan

MCS
MIDEAST COMMUNICATION SYSTEMS

Technology Partners

JUNIPER NETWORKS

Juniper Networks delivers AI-Native Networking Platforms for mission-critical transactions and services. Offering true AIOps, it ensures reliable, secure connections. Streamline management, reduce trouble tickets by 90%, cut OpEx by 85%, and speed incident resolution by 50% with Juniper.

paloalto® NETWORKS

Palo Alto Networks is the global cybersecurity leader, challenging the security status quo. Their Strata™ Network Security Platform, built for Zero Trust and powered by AI, proactively monitors, analyzes, and prevents sophisticated threats in real-time, ensuring secure growth and innovation.

f5

F5, Inc. specializes in application security, multi-cloud mgmt, online fraud prevention, and network security. Our mission is to lead in multi-cloud application services, driven by our belief that applications are the most valuable assets for businesses in the digital age.

ELTEX

Eltex is a designer and manufacturer of communication equipment, offering complete, customizable solutions that integrate seamlessly into customer infrastructure. With in-house software development, large-scale production, and a broad product range—from Ethernet switches and VoIP systems to wireless access and IoT devices—it supports networks of all sizes with 24/7 global support and training

Forcepoint

Forcepoint, offers a systems-oriented approach to insider threat detection, cloud-based user and application protection, next-gen network protection, data security, and systems visibility. Forcepoint safeguards data, ensures compliance, and secures web, cloud, email, endpoints, and networks from one platform.

TREND MICRO™

Trend Micro, a global leader in security software, is dedicated to making the digital world safer. Enhance your team's capabilities with premium support, managed XDR, and incident response services. Swiftly detect and respond to threats, improving your security posture and agility.

Gigamon

Gigamon offers a deep observability pipeline delivering network-derived intelligence to cloud, security, and observability tools. It eliminates blind spots, reduces tool costs, and strengthens security. The Visibility and Analytics Fabric provides a proactive approach to network management and security.

opentext™
Cybersecurity

OpenText Cybersecurity offers an end-to-end suite of solutions to streamline and enhance your company's security. Secure your business-critical data with robust recovery strategies against ransomware and disasters. Simplify your cybersecurity with scalable, easy-to-implement solutions for growing needs.

MCS MIDEAST COMMUNICATION SYSTEMS

Technology Partners

Google Cloud Security

Google Cloud Security combines Mandiant's frontline expertise with AI-powered SecOps and secure-by-design cloud infrastructure to help organizations detect, investigate, and respond to threats.

NETSCOUT

NetScout Systems, based in Westford, Massachusetts, provides cutting-edge application and network performance management. Our unique visibility platform enhances performance and security, supporting 5G, cybersecurity, DDoS protection, and performance management to deliver exceptional user experiences.

Trellix

Trellix is redefining cybersecurity with its open, native XDR platform. It helps organizations tackle advanced threats and ensures operational resilience. As a privately held company, Trellix offers hardware, software, and services for detecting, preventing, and analyzing cyber attacks.

tenable

Tenable Network Security transforms security for future business needs with comprehensive solutions providing continuous visibility and critical context. Use the industry's most trusted vulnerability assessment to secure IT assets, web applications, internet-connected surfaces, and cloud infrastructure.

exabeam

Exabeam provides AI-driven security operations solutions that enhance threat detection, investigation, and response (TDIR) for organizations worldwide. Its platform combines behavioral analytics, automation, and flexible deployment options to help security teams detect threats faster and with greater accuracy.

ARISTA

Arista Networks pioneers software-driven cloud networking solutions for large data centers. Headquartered in Santa Clara, California, Arista designs and sells multilayer network switches, delivering software-defined networking for datacenters, cloud computing, HPC, and high-frequency trading environments.

Lenovo

Lenovo ISG provides smart infrastructure solutions for organizations of all sizes. We power smarter retail, manufacturing, cities, healthcare, and finance with edge/cloud computing, analytics, AI, and TruScale IaaS. As the only data center provider with end-to-end manufacturing, we ensure unmatched global security.

aws

AWS is the world's most comprehensive and broadly adopted cloud platform, offering over 240 fully featured services from global data centers.

Technology Partners

BeyondTrust

Beyond Trust's innovative solutions protect identities, access, and endpoints across your environment. The integrated platform delivers fast time-to-value, simple deployment, and a superior user experience. Gain holistic visibility, simplified management against identity-based threats.

infoblox

Infoblox is the world's leading on-premises platform for automating DNS, DHCP, and IPAM (DDI), simplifying complex network services for enterprises of all sizes. Based in Silicon Valley, Infoblox focuses on managing and identifying network-connected devices, enhancing IT automation and security.

GROUP-IB

Group-IB leads in detecting and preventing cyberattacks, online fraud, and IP protection. Supporting INTERPOL and EUROPOL, we offer top-tier technologies and expertise. Secure your business with solutions for fraud prevention, anti-counterfeiting, brand protection, asset discovery, and anti-piracy.

ivanti

Ivanti provides an automation platform that secures and optimizes IT connections across devices, infrastructure, and people, enhancing employee experiences. It offers a unified view of all endpoints, including desktops, laptops, mobile devices, and other connected devices for comprehensive management.

NOZOMI NETWORKS

Nozomi Networks leads on the Frost Radar with perfect scores in Innovation and Growth. They keep operational technology cyber-resilient with OT network and endpoint visibility, threat detection, and AI-powered analysis. Regular updates to Vantage, Arc, and Guardian ensure continued excellence.

positive technologies

Positive Technologies offers result-driven cybersecurity products and services, from vulnerability management and SIEM to application security and incident response

NOKIA

Nokia, a Finnish multinational founded in 1865, provides telecommunications, IT, and consumer electronics solutions. Our network solutions ensure top performance, reliability, and security, reducing operational complexity and enhancing resilience across your operations for the best customer experience.

efficient iP®

EfficientIP delivers Smart DDI solutions integrating DNS, DHCP, and IP Address Management to simplify, automate, and secure network services.

MCS MIDEAST COMMUNICATION SYSTEMS

Technology Partners

SECLORE™

Seclore's data-centric security platform discovers, classifies, protects, and tracks sensitive digital assets throughout their lifecycle, wherever they travel. It enables secure collaboration, regulatory compliance, and persistent control over data across devices, clouds, and organizational boundaries.

kaspersky

Kspersky's mission is to build a Cyber Immune future through advanced antivirus, endpoint protection, and threat intelligence solutions across home and business environments.

EVERFOX

Everfox's portfolio spans cross-domain access, secure data transfer, insider risk management, and advanced threat protection to safeguard critical missions.

ACALVIO
AI-POWERED DECEPTION

Acalvio specializes in AI-powered cyber deception technology that detects intrusions early, reduces dwell time, and disrupts attack paths before adversaries achieve their objectives.

DARKTRACE

Darktrace, Founded by mathematicians and cyber defense experts in 2013, Darktrace is a global leader in cybersecurity AI. Their Self-Learning AI mitigates cyber risks and shuts down threats across every attack surface. Headquartered in Cambridge, England, Darktrace is listed on the FTSE 100 Index.

EXTRAHOP®

ExtraHop delivers AI-powered Network Detection and Response (NDR) solutions that provide complete network visibility, real-time threat detection, and rapid investigation capabilities.

SANGFOR

Sangfor is a global provider of cybersecurity, cloud, and infrastructure solutions designed to simplify and secure digital transformation for organizations of all sizes. It combines AI-driven security products with fast, personalized support across APAC, EMEA, and LATAM.

ciena

Ciena is a global leader in high-speed networking systems, software, and services that power next-generation connectivity. Its innovations in optical, routing, and automation technologies help customers maximize network capacity, efficiency, and resilience.

xona

Xona provides secure, clientless user access to operational technology (OT), industrial control systems (ICS), IT, and cloud infrastructure from any location or device. Its zero-trust platform reduces risks from insecure endpoints while enabling fast, compliant access for internal teams and third-party vendors.

Value Added Services

Consultation

We offer advanced consulting service based on extensive experience and genuine know-how. You can use our knowledge to identify possible upcoming problems and new opportunities for improvements.

Critical Design Review

The CDR focuses on the product baseline allowing fabrication of hardware and coding of software deliverables to proceed.
We determine that the detailed design of the configuration item under review satisfies cost (for cost-type contracts), schedule, and performance requirements.

Security Compromise Assessment

By conducting a compromise assessment, we can help our customers identify and re-mediate security vulnerabilities that could be exploited by attackers. This can help to protect customers@dat a and systems from unauthorized access, data breaches, and other security incidents.

# MCS Channel Program

My Partner
MCS CHANNEL PROGRAM

Our partner program is designed with our partners' core requirements in mind. MY PARTNER provides MCS partners with access to sales and marketing resources, partner sales and technical training, deal registration, technical support, credit facilities, funded joint events and incentive programs—all they need to attract new customers and build business.

Training & Support

Offering consistent weekly training sessions on the latest technologies and product integrations. Also providing focus sessions upon partner request to cover specific technical topics related to their product portfolio. Additionally, offering technical simulations and role plays to enhance understanding of certain products or technologies. Also enabling reseller's technical team to perform complete proof of concept (POC) demonstrations.

Rewards

At MCS we support our resellers to take their business to the next level by presenting various incentives and rebates specifically designed to boost your sales figures. Depending on your level in the program, you'll gain advantages such as leads, co-marketing events enable you to customize the optimal sales and promotion strategies for your particular business.

| INCENTIVE QUARTERLY PROGRAMS | REBATE PROGRAMS | CO-MARKETING ACTIVITIES | ANNUAL REWARDS |
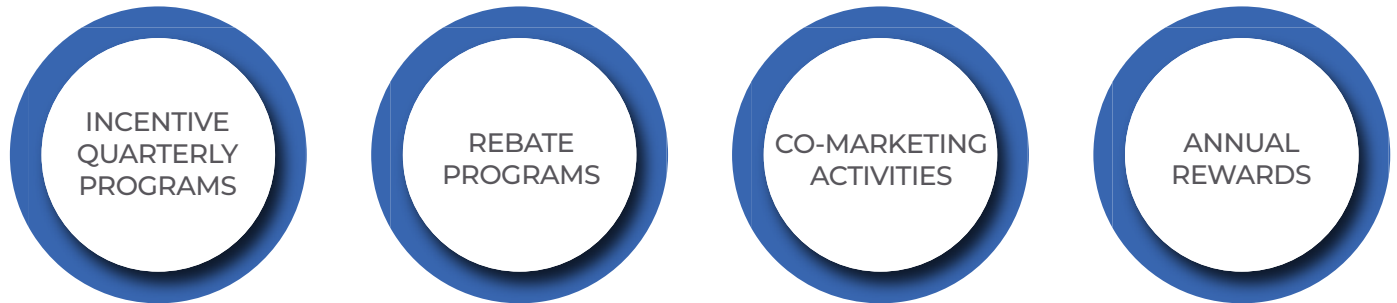
Business Development

Through MCS valuable sales, presales and technical teams, we are committed to ensure our
reseller teams are fully aligned and empowered in IT market via a focused planning and accounts mapping in addition to other channel tools and processes in order to avail the highest
and maximum business benefit

My Channel

Account Mapping & Planning
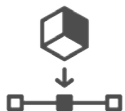
Channel Fast Track

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