



## **Cobweb - Europe's leading Hosted Service Provider partners with local firm to offer entire range of Hosted Services to the MENA region**

### **Large organisations catching on to benefits of Hosted Exchange**

**Dubai January 2010:** Cobweb, Europe's leading hosted service provider has announced a partnership with UAE-based Media Solutions, an IT consultancy with extensive regional and local knowledge in delivering outsourced solutions.

Cobweb's Mark Davies said that Middle East continues to be a buoyant market for IT outsourced solutions & services with large organisations wanting to learn more.

"The region's SME sector was an early adopter to SaaS (Software as a Service) and Hosted Exchange and fast to acknowledge the multiple advantages over an in-house solution.

"We are noticing that larger firms are also looking to see what an outsourced, off-site solution can do for them."

He confirmed that organisations of all shapes and sizes can benefit from a Hosted Exchange service, including reduced cost and expert 24/7 support. Cobweb Hosted Microsoft Exchange business email is provided with MessageLabs, anti-virus and anti-spam protection, plus 24/7/365 telephone support.

"Cobweb is able to offer customised applications to organisations of all sizes, from 10 to 10,000 users."

Cobweb's regional partner, Altaf Alimohamed, Managing Director of Media Solutions agreed that SaaS has earned its place as an IT enabler, and confirmed that it is now starting to attract clients beyond the traditional SME segment.

"Software as a Service (SaaS) has earned its place as an IT enabler, and is now starting to attract clients beyond the traditional SME segment. We have a new demand from larger organisations who now realise benefits of shifting to outsourcing," he said

He explained that SaaS eliminates the standard running costs of IT systems and infrastructure, such as annual software licenses and hardware upgrades which add costs, require time and teams to manage and deploy.

“The running costs of an in-house system can be quite substantial for large organisations, while SaaS on the other hand provides for faster implementation and dramatically reduces the cash burden. It also allows monthly payments, negating high capital outlay.

“Cobweb is globally respected name in Hosted Service, and gives us the advantage of quality, expertise and sector leadership. The technical support and backing of Cobweb gives us – and our clients - an extremely valuable and strong position. We are reaching out to regional markets and energised to expand our customer base,” Alimohamed added.

Cobweb has recently launched a regional website <http://www.cobweb.ae> which aims to educate users about the features and benefits of hosted services.

Cobweb Solutions is a Microsoft Gold Partner, with two ISO27001 Certified Data Centres, and services are externally audited for security and industry best practices. In addition to this Cobweb is also ISO9001 and ISO14001 accredited.

Media Solutions, a specialist in outsourced IT solutions & services in UAE, offers a multi-faceted portfolio across SaaS (Software as a Service), Hosted Exchange, Hosted SharePoint and Hosted CRM, plus supporting services.

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**Editor's Notes**

**About Media Solutions:**

Media Solutions is a privately-held company based in Dubai Media City, United Arab Emirates. The company provides varying aspects of Media, Television and Information Technology services and products to businesses throughout the United Arab Emirates.

Media Solutions IT Division: Media Solutions is a service-focused company that believes IT should be a highly-valued asset for businesses, and that businesses should be able to rely on IT in order to achieve additional success. We supply the best of breed technology solutions for our customers and our aim is to work with our clients to:

- Establish the solutions suitable for their particular needs,
- Provide value for money, and
- Maximise their business potential to the fullest.

## **Cobweb**

Cobweb is the leading Solution Service Provider of flexible IT solutions that require little or no capital investment that help all sizes of businesses to communicate, their people to work more efficiently and manage customers effectively.

Cobweb Solutions Limited was formed in 1996 to provide Managed IT services to small and medium sized businesses. With data centres in London and Fareham, more than 5,000 businesses benefit from uninterrupted access to applications, email and the internet.

Cobweb are a Microsoft Gold certified partner with more than 4,500 Hosted Exchange Business Email customers. Cobweb are Europe's leading provider of Hosted Microsoft services including Hosted SharePoint and Hosted CRM, and have been delivering these services since 1999.

Since Cobweb's launch as a business-to-business ISP in 1996, Cobweb has delivered business critical services to its customers and the experience gained over the past twelve years underlies our capabilities to meet and exceed our customer's needs and expectations. Cobweb has over 100 Partners who resell and promote our Hosted Services today.