



## Mannai Trading Co.

HPE Financial Services supports Mannai and its customers to accelerate business and technology transformation aligned to their desired business outcomes.

### Organization

Mannai Trading CO. WLL

### Country

Qatar

### Industry

ICT Services



### Organization profile

Mannai is one of the largest information and communication technology (ICT) solution providers in Qatar and has been in business for more than 35 years. In this emerging market, Mannai provides comprehensive integrated solutions to meet any complex client needs, including data center enterprise computing infrastructure, IT automation, disaster recovery, infrastructure network & security, infrastructure monitoring and IT operations management solutions. Mannai is HPE's largest partner in Qatar; Mannai has been awarded for its outstanding business performance as the no. 1 HPE Partner for the Middle East region for three years in a row; 2013, 2014, and 2015.

### Business situation

Mannai and HPE Financial Services have been working together for 3 years. Today, Mannai is transforming its business to meet customer requirements for more choice, flexibility and faster access to new technology as well as consumption based solutions. Mannai realized they needed to raise the bar to offer new and innovative services as well as new ways to consume IT. They needed to do it quickly in order to maintain their competitive edge.

**Case study**

Mannai Trading Co.  
WLL

**Industry**

ICT Services

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“We are driven to exceed customer expectations and to deliver the highest level of services in the ICT services industry. Customers want to take advantage of the latest technology to do more with less and we’ve been able to meet their changing needs working with HPE Financial Services.

HPE Financial Services is helping us bring innovations to the market, meet customer needs for IT-as-a-Service models and grow our business. They have enabled us to accelerate our ability to move forward, while managing our investment profile and working capital.”

– Maged Mohamed, Vice President—HPE Solutions, Mannai Trading Co.

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**Solution**

Together, HPE Financial Services and Mannai have started introducing innovative IT consumption models, enabling Mannai to quickly establish a market lead with comprehensive “infrastructure-as-a-service” solutions which have proved very successful. These include hardware, networking, software, data center and cloud broker services which help customers accelerate their business transformation and move to a hybrid IT infrastructure. Combined with HPE Financial Services IT refresh solutions, customers now also have continuous access to the latest technology.

HPE Financial Services and Mannai are helping customers anticipate and respond to business changes on their terms and with limited budgets, as well as deliver their business outcomes.

**Benefits**

- Accelerate transformation to access technology quickly and easily
- Respond and adapt to business changes throughout implementation
- Continuous technology refresh
- Predictable IT costs aligned to business outcomes

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