

“Data Protection Cannot Be a Bolted-on Afterthought”

Condo Protego CEO Highlights Value of Consultation-Led Design

The CEO of one of the Middle East’s foremost data storage solution providers and value-added resellers today highlighted the importance of consultation-led design to enable better run, better protected businesses.

“Data protection cannot be treated as a bolted-on afterthought, it is must be carefully defined from day one and rolled out in a systematic approach,” said Andrew Calthorpe, Chief Executive Officer, Condo Protego.

“To achieve a world-class infrastructure that runs in the smoothest, safest and most efficient manner, you need a human dimension, you need dialogue and you need a reference architecture that says ‘this is where I am today and this is where I want to go in the future.’”

“Businesses that want to truly protect their data for the long run need this kind of input and continued support – simply buying a product and hoping for the best is doomed to failure.”

Condo Protego is rapidly gaining market share and respect across the region for its focused approach to data protection and data availability storage solutions built on Symantec and EMC technologies.

But where others just sell, Condo Protego stands out for adding consultation, design, deployment and peerless post-implementation support to the mix, including 24/7 cover and a 30 minute response time unmatched in the region.

Crucially, CondoProtego has become one of the Middle East’s most experienced and capable Symantec partners. In 2011, Condo Protego achieved Symantec Master Specialization in all four Availability specialization areas, namely Archiving and e-Discovery, Storage Management, Data Protection Plus and High Availability. Condo Protego was the first partner in the region to have passed the rigorous quality control processes and trainings to achieve Master Specialization and currently is the only partner in the United Arab Emirates that has achieved Master Specialization.

Symantec Master Specializations recognize partners who exhibit consultative and technical support expertise. Through these specializations, Condo Protego is well positioned to meet the evolving professional services needs of its customers and to provide its customers with a broad range of flexible service offerings on Symantec's product portfolio.

“With these Master Specializations, CondoProtego has exhibited a deep investment in Symantec, and we are committed to providing our Master Specialists with products and services that help them differentiate from the competition and accelerate revenue,” said Ramzi Itani, Channel Director, Middle East and French-speaking Africa at Symantec.

Condo Protego is also a Signature EMC Velocity Partner, the highest possible tier of accreditation.

The EMC Velocity Global Alliance Program creates a collaborative environment for EMC and its partners to better meet the IT needs of joint customers. The program addresses go-to-market activities and business development efforts, which are consistent and predictable.

Using Symantec and EMC products, Condo Protego has helped numerous local enterprise-class customers protect their data futures through projects across the banking, insurance, education, energy, manufacturing, energy and government sectors.

Depending on the project specification, Condo Protego can also call on input from vendors such as Dell, Websense, Riverbed, RSA, VMWare, CISCO, Brocade and Emulex.

“Data protection often brings with it a lot of unnecessary hype and buzzwords, and the job of companies like Condo Protego through the noise and hone in on solutions that are relevant to specific needs and that deliver a genuine return on investment,” added Calthorpe.