

YOUR BUSINESS
OUR PASSION



Virtual WORKS

Value Added Distributor - Enterprise IT

OUR HISTORY

VALUE ADDED DISTRIBUTOR DELIVERING ENTERPRISE IT SOLUTIONS IN SUB-SAHARAN AFRICA

Virtual Works is a leading Information Technology Distribution Company, delivering Enterprise IT solutions on a Value Added Distribution model in Sub Saharan Africa and the Indian Ocean Island markets. As a vital link in the technology value chain, Virtual Works creates sales and profitability opportunities for vendors and resellers through unique channel centric consultative selling, marketing programs, technical support, product aggregation and distribution.

Virtual Works brings technology solutions to its channel partners that are based on industry's leading technologies and best practices delivering outstanding value ensuring their customers get the best return on their Investment. Since its inception, Virtual Works remains at the forefront of enterprise technology market place, bringing the latest technology solutions and services to the market and finding new ways to bring value to our partners and customers. The company offers a broad array of solutions and services from leading vendors through a network of value added resellers across 25 countries in Africa. Virtual Works strives to effectively meet our partner and customer demands through our offices located in Nairobi, Johannesburg and Dubai.



MEET OUR DIRECTORS



MR. P K KURUVILLA
GROUP CHAIRMAN

As an entrepreneur of delivering trustworthy, customer focused and reliable services in Uganda, it is through him that the management of Virtual Works and group companies carries forward a tradition of committed and dedicated service.

kuruvilla@virtualworksafrika.com



ANIL KURUVILLA
GROUP VICE CHAIRMAN

Functional responsibility: Overall responsibility for entire operations of Virtual Works and the group, and of managing the corporate image of the company. Responsible for the corporate growth of the Company; for human resources development and manpower recruitment in the various departments; for technical competency and sufficiency in the technical staff, and new lines of business

anil@virtualworksafrika.com



SHIBU SAMUEL
GROUP FINANCE DIRECTOR

Responsible for Financial Aspects, Budgeting, Profitability, Financial Reporting both internal and external for the Group Companies and interfacing with banks and other financial institutions

shibu@virtualworksafrika.com



**WE DELIVER
FIRST CLASS
SERVICES AND
SOLUTIONS TO
THE CHANNEL WE
ENGAGE WITH**

ENTERPRISE IT DISTRIBUTION SOLUTIONS

Our solutions portfolio is carefully selected to address the Virtualised Data Centre, Communications, Business Intelligence & Predictive Analytics, IP Video Surveillance and Access Control Security needs of the market. Key among these are;

- Data Storage Management, Disaster Recovery and Business continuity, private, public and hybrid cloud.
- Business Intelligence and Predictive Analytics
- Enterprise Collaboration and mobility
- Data Centre infrastructure solution consulting.
- Virtualisation and application delivery control
- Access control and IP Video Surveillance solutions

VENDORS

At Virtual Works, our philosophy is to represent the best of breed technologies, its practices and with people to ensure we deliver first class services and solutions to the channel we engage with. We carefully select our technology partners and Resellers to meet this philosophy.





**WE ENDEAVOUR
TO SUPPORT YOUR
BUSINESS TO THE
NEXT LEVEL AND
INCREASE YOUR
PROFITS**

SERVICES & SUPPORT

ENGAGE.INSPIRE.EMPOWER

Virtual Works Africa truly understands the spirit of 'Ubuntu'. We are what we are because of our partners.

CHANNEL PARTNER ENABLEMENT SERVICES

We endeavour to support your business to the next level and increase your profits.

Virtual Works Channel Partner Enablement Services provide a complete set of Pre-sales consulting, Scoping & Design, on-demand professional services and vendor driven technical training that provides essential support to the reseller community.

OUR PROFESSIONAL SERVICES

We work through our value add reseller network to enable our customers to get services from their local partners who fully understand their unique needs and requirements. We engage in high level pre-sales consulting and deliver vendor certified professional services to our channel partners. We work with our resellers to build solutions that meet the customer needs; Deliver the solutions on time and in accordance with requirements to ensure our customers achieve the benefits and carry out consultancy services in collaboration with our partners to establish best-fit solutions for the customers.

ADVANCED CONSULTANCY

Our advanced consultancy services assist you with configuration scripts, defining security policies and making amendments to existing data centre designs and business models. In addition there are a number of advanced disciplines available:

1. Technical Audit Services (Data centre, Cloud, Mobility and Analytics)
2. Application development and proof of concept
3. Professional Services
4. Project Management



VIRTUAL WORKS
EAST AFRICA

Address: 2nd Floor, Unit D
The West Wood
Westlands
Nairobi - Kenya

Tel: +254 737 665 502

VIRTUAL WORKS
SADC

Address: 102A Process House
Epsom Downs Office Park
13 Sloane Street - Bryanston
South Africa

Tel: +2711 463 8770
+2711 463 8336

VIRTUAL WORKS
DUBAI

Address: Office No A-104/5
HQ Building
Dubai Silicon Oasis
Dubai
UAE

sales@virtualworksafrika.com

SERVICES & SUPPORT cont.

PRE- & POST-SALES

Our fully qualified Systems Engineers are available at your disposal for technology recommendations, on-site product demonstrations and any trouble shooting, upgrade requirements or fault management.

Site implementations - We provide our channel partners and customers with vendor certified on-site engineers to install, implement and support the complete range of our products.

Implementation services include:

- Site audits
- Pre installation checks
- Knowledge transfer sessions
- Post installation support
- Troubleshooting
- Documentation & Training

VENDOR TRAINING

At Virtual Works, we appreciate the need to empower our resellers and customers enabling them acquire the best out of the solutions we provide. Working with our technology partners, we deliver vendor authorized courses and workshops addressing their technical, user and sales skills requirements. Our participants are both local and international spanning East, Central, Southern and West Africa providing a truly rich forum for customer and partner interactions that are mutually beneficial to all. We have a state of the art training facility to accommodate varied needs of vendors.

MARKETING SUPPORT

Our marketing team is an extension to your marketing team, we will help you plan and execute your activities. Other resources that we bring to you include;

1. Demand generation
2. Readymade Campaigns
3. Corporate positioning
4. Broad brand awareness
5. Trending technology inductions

SALES ENABLEMENT

We're committed to your success in our products and solutions. That's why jointly with our vendors we continue to invest heavily in sales programs, incentives, and activities to complement your sales strengths. Take advantage of these sales enablement programs to achieve new levels of market penetration, sales success, and profitability.