

 **BEYON Solutions** •



**Better Together.**

# **Beyon Solutions and Cisco.**

## Market Context and Challenges

AI is accelerating digital transformation at an unprecedented pace and shaping how every industry operates. Bahrain has placed preparation for this at the center of its Vision 2030, with significant government investment in modernizing public infrastructure, education systems, and energy operations to deliver digital-first services that are ready for the future. This creates dual pressure across the Kingdom: the urgency to upgrade legacy network and security infrastructure, while maintaining the operational resilience and adaptability needed for critical national services.

The complexity is compounding, and a gap has arisen. Organizations across every sector are accelerating cloud adoption, integrating hybrid environments, and deploying AI across operations and customer journeys. They aim to enhance business efficiency and understanding, while navigating growing data sovereignty and compliance requirements. However, only **15% of organizations** have a cybersecurity posture mature enough to defend against today's threats, and most lack the internal resources to manage and govern these increasingly complex hybrid environments.

## Partnership Overview

Beyon Solutions is a leading IT and digital transformation solution provider, part of the Beyon Group, a technology group focused on deep cybersecurity expertise across the telecom and financial service industries. Beyon Solutions is the primary point of engagement, offering consultancy, professional services, support, and managed services, backed by the broader Beyon Group's strength. Through this foundation, Beyon Solutions operates as a true strategic partner: empowering enterprise and government organizations across Bahrain and the GCC to build and manage scalable, efficient, and secure IT landscapes.

Beyon Solutions has a long-standing partnership with Cisco spanning over 15 years. Originating with Batelco and consolidated under Beyon Solutions in 2022, Cisco has played a key strategic role in enabling us to strengthen our expanded presence across Bahrain, Oman, the UAE, and Saudi Arabia. Today, we hold Cisco Preferred Partner status, as both a Reseller and Service Provider, with designations encompassing Collaboration, Networking, Security, and Services. Our specializations include Advanced Enterprise Networks Architecture, Advanced Collaboration Architecture, and Secure Network Management Solution, alongside competencies in Hybrid Cloud Networking, Hybrid Work, and Secure Enterprise Infrastructure. With 124 Cisco career certifications across the team – including 17 CCIEs, our depth of technical expertise is unmatched in the Bahrain market. In 2025, we were awarded both Cisco Emerging Partner of the Year for the Gulf and Levant and Cisco Rising Star Partner of the Year for EMEA. Together, these awards reflect our

consistent delivery, technical excellence, and recognize us as a defining partner in Bahrain's digital transformation story.

That track record speaks for itself. As holders of the Government Cisco Framework Agreement, we serve more than half of all government entities in Bahrain, where we delivered the largest Cisco deployment in the Kingdom's history, and supported the digital education ecosystem across 250+ schools and directorates. We have also provided Cisco-powered infrastructure to Bahrain's largest energy operators, demonstrating the consultative depth and technical rigor that national-scale transformation demands.

## Why Beyon Solutions + Cisco:

The trusted partners driving meaningful change towards an AI-ready future.

**Short:** Combining Cisco's market-leading technology with our strategic consultancy, comprehensive service offering, and tailored end-to-end solutions, we are shaping the future. We empower organizations across Bahrain and the GCC, to build and manage future-proofed workplaces, deploy AI-ready infrastructure, and ensure digital resilience.

**Long:** Together, we offer more than innovative technology. Beyon Solutions and Cisco are trusted partners driving meaningful change towards an AI-ready future, empowering organizations across Bahrain and the GCC to build and manage future-proofed workplaces, deploy AI-ready infrastructure, and ensure digital resilience. Through our strategic alliance, we combine Cisco's market-leading technology with our professional consultancy, comprehensive service offering, and tailored end-to-end solutions across networking, collaboration, security, cloud, and AI. Combining our deep expertise with the trust we earned from the government, we help organizations navigate complexity, adopt AI with confidence, and deliver the critical services needed to thrive in the AI era.

### Our combined difference:

The credibility, references, and track record that matter most when the stakes are highest.

- **Deep Technical Expertise.** With more than 1,000 professionals operating across four continents, 124 Cisco career certifications, including 17 CCIEs, and advanced competencies spanning Hybrid Cloud Networking, Hybrid Work, and Secure Enterprise Infrastructure, our technical capability maps directly to the outcomes our customers need to build.
- **Leading Cisco Partner.** With Cisco Preferred Partner status, as both a Reseller and Service Provider, and designations spanning Collaboration, Networking, Security, and Services, we were recognized by Cisco as Emerging Partner of the Year for the Gulf and Levant and Rising Star Partner of the Year for EMEA in 2025. Our expertise has been independently validated at the highest level.



- **The Partner of Bahrain's Government Trusts.** As holders of the Government Cisco Framework Agreement, Beyon Solutions serves more than half of all government entities in the Kingdom.
- **Delivering the Scale Organization Depends On.** From modernizing the national education network across 250+ schools and directorates, to powering Bahrain's largest energy operator and delivering the Kingdom's first AI-driven banking contact center, Beyon Solutions designs, deploys, and manages mission-critical Cisco infrastructure where failure is not an option.
- **One Partner. Complete Solution.** Beyon Solutions offers integrated capability and complete end-to-end solutions that no standalone integrator in Bahrain can match. Backed by the Beyon Group, Beyon Solutions spans telecoms and the financial sector with services, and identity solutions. One relationship. Every outcome covered.

## Our professional services and support (how we serve our customers)

From strategic consultancy to managed operations: one partner, fully accountable for the outcomes your technology investment was built to deliver.

[Fewer than one in three](#) digital transformation initiatives in the Middle East achieve their projected outcomes, according to McKinsey. Because technology without ongoing management creates complexity, not value. Beyon Solutions operates as a true strategic partner across the full lifecycle of every engagement, starting with consultancy. We're committed to putting in the work to fully understand your business, before recommending a solution. From there, our team designs, deploys, and migrates complex Cisco environments across networking, collaboration, security, cloud, and AI infrastructure. We then manage them in the long-term, through our Network Operations Center, with 24/7 cybersecurity operations provided by Beyon Cyber, the Group's dedicated security entity. For the customer, it is one relationship and one point of accountability. We navigate the complexities of the technology initiatives, and we guarantee the longevity and optimal performance of your solutions, so you don't have to.

## Delivering Outcomes that Matter

### *Future-Proofed Workplaces (Lead Story)*

Empower your people to drive business efficiency. Accelerate outcomes by modernizing the interface between people and technology. Serve customers in harmony. Build agile, secure, and connected experiences, with a seamless end-to-end managed service.

The way people work has fundamentally changed, and AI is revolutionizing the interaction between people and technology, significantly transforming the workplace. But over 50% of employees report their workplace is not ready to support evolving hybrid working needs.



Enterprises and government organizations must modernize not just to keep pace, but to harness AI across employee and customer experiences without compromising security. Through our experienced consultative approach, we design tailored solutions that solve your unique challenges and support your business objectives. By combining Cisco's unified networking, collaboration, and security portfolio with our deep expertise and managed service offering, we help transform rigid, legacy environments into modern, intelligent, hybrid-ready workplaces. We deliver frictionless, agile, and securely connected experiences, while managing them long-term, so you can focus on the future, not operations.

## AI-Ready Data Centers (Growth Area)

Transform data centers to power secure AI workloads anywhere. Accelerate AI adoption with confidence, eliminate hybrid cloud complexity, and ensure data remains sovereign, visible, and secure across every environment.

[97% of organizations](#) say the urgency to deploy AI-powered technologies has increased in the past six months. Managing hybrid cloud environments on top of legacy infrastructure compounds the complexity. It creates blind spots, unpredictable costs, and security exposure that makes responsible AI adoption almost impossible without the right architecture and expertise. By combining Cisco's unified networking, security, and observability portfolios with our multi-cloud architecture expertise and sovereign infrastructure capability, we transform fragmented, capacity-constrained environments into robust, AI-ready platforms. Together, with our professional service offering, we give organizations the foundation to accelerate AI adoption with speed, resilience and confidence, while we manage the infrastructure and security to keep data centers securely up and running.

## Digital Resilience (Supported through Beyon Cyber)

Build unmatched digital resilience to keep your organization up and running securely in the face of any disruption. With our extended expert security operations, detect issues fast, and prevent threats before they reach your business.

Digital resilience is a [\\$400 billion problem](#) for the world's largest organizations, with 94% of those early in their resilience journey reporting significant slowdowns in innovation after disruption. For Bahrain's government entities, financial institutions, and critical infrastructure operators, the stakes extend beyond cost: operational continuity, regulatory standing, and national service delivery are all at risk. Our customers rely on the combined power of Cisco's network, assurance, observability, and security capabilities with our full-lifecycle managed service. Together, we help them gain visibility across the entire digital footprint and maintain business continuity with unmatched digital resilience, giving them complete peace of mind.



## Customer outcomes and value:

- **Faster time to value, without the delivery risk**, with award-winning, trusted expertise and proven track record for delivery
- **Technology that performs and is optimized beyond go-live**, with professionally managed services, proactive monitoring, and continuous optimization through our NOC
- **Simplified operations and reduced overhead**: complex, multi-vendor environments consolidated under centralized management and a single managed service
- **Security and compliance embedded from the start**: zero-trust protection, identity-based access control, and sovereign data management
- **Exceptional collaboration and customer experiences** that drive productivity and competitive advantage through AI-powered collaboration
- **Accelerate AI adoption with confidence**: with the right architecture, sovereign infrastructure, and managed expertise to deploy AI workloads at pace
- **Eliminate hybrid cloud complexity**: unifying fragmented, multi-vendor environments under centralized management and end-to-end visibility, so IT teams can govern what they've built.

## Partnership Proof Points and Customer Examples

### Our proven delivery

- **Supporting the digital education ecosystem in Bahrain**. Through our managed service and unified Cisco technology deployment, we modernized a national education network spanning 250+ schools and directorates. We delivered centralized visibility, application-aware traffic management, and identity-based security across every site, all while taking care of the ongoing management.
- **Delivering Bahrain's first cloud-native Webex Contact Center for a leading commercial bank in Bahrain**. We drove business agility and innovation, enhanced customer experience, improved operational efficiency, and increased agent productivity through a comprehensive end-to-end solution and AI-powered platform.
- **Securing and simplifying network operations for a public sector entity with global operations**. We deployed Cisco SDA, Catalyst SD-WAN, and Meraki cloud-managed Wi-Fi to deliver centralized network management, policy-driven access control, and enhanced visibility, enabling the customer IT team to manage a distributed network with greater efficiency and control.





## Recognised by Cisco for our expertise

- Networking Partner
- Preferred Partner – Reseller and Service Provider
- Cloud and AI Infrastructure Partner
- Security Partner
- Services Partner

## Competencies and certifications

- Secure Enterprise Infrastructure Competency
- Hybrid Cloud Networking Competency
- Hybrid Work Competency
- Advanced Enterprise Networks Architecture Specialization (Legacy)
- Advanced Collaboration Architecture Specialization (Legacy)
- Secure Network Management Solution Specialization (Legacy)
- Experts hold 124 Career certifications (including 17 CCIEs)

## Awards

- Cisco's Emerging Partner of the Year (Gulf & Levant) 2025
- Rising Star Partner of the Year EMEA 2025
- 2024 Awarded Multinational Cisco Partner status for regional operations

