

CONVERGINT EXPANDS MIDDLE EAST FOOTPRINT

Convergent is increasing its presence in the GCC and Middle East, with the acquisition of UAE-based security and IT systems contractor, MVP Tech

MVP Tech's mission is to deliver next-generation intelligence and interconnectivity across different verticals such as hospitality, luxury retails, critical infrastructure and energy infrastructure. Established two decades ago it has four offices in the MENA region and plans to expand into Saudi Arabia in the near future.

The acquisition will result in a strong competitive advantage for both Convergent and MVP Tech, thanks to their tech-strong, customer-focused culture and their combined outstanding expertise in emerging technologies. MVP Tech also has rapidly expanding artificial intelligence, machine learning and big data capabilities which will help accelerate Convergent's own investments in these areas.

We speak with Said Kiwan, Regional Director of MVP Tech (right), to find out more about the acquisition and what it means for customers.

Can you tell us a little about the history of MVP and how it's built its reputation in the region?

Since our inception in 2003, MVP Tech has thought to revolutionise the Security and IT Systems Integration in the MENA region. With an innovative philosophy, engineering driven mindset and a passion for excellence, offering the best-in-class solutions whilst maintaining the highest levels of partnerships with the leading global vendors, the company has grown exponentially increasing our footprint in the region and expanding our offerings with the launch of our Data Centre and AI Software divisions with one of the largest forces on the ground and an in-house team of experts.

Why is now the time for an acquisition?

MVP reached an inflection point where it was ready to go into the next phase of



growth. Convergent is the leading global system integrator and this was a natural cultural, technical and commercial fit.

What benefits will customers see following the acquisition by Convergent?

We are now backed up by global market knowledge and expertise, positioning us as a truly 'global' partner of choice. This will enable MVP Tech to expand its contracting capabilities across the EMEA region whilst developing innovative forward-thinking offerings to existing and new clients. With more global support MVP Tech will be aggressively pushing into KSA and possibly other GCC markets.

How will Convergent continue MVP Tech's strong focus on innovation?

Convergent has a lot of internal programmes of development with a particular focus on implementing cutting-edge technologies in-house. Convergent expects that MVP Tech will continue growing in the area of artificial intelligence within our fields of expertise

and beyond. With every acquisition, Convergent continues its strategy of attracting the best colleagues in the industry, and with new colleagues comes a continuous stream of new and better ideas on how to best serve our customers.

How do the two companies' ambitions and vision align?

Convergent's service-focused global presence and ongoing commitment to the company's core values and beliefs align perfectly with MVP Tech's mission to deliver innovative, next-generation intelligence with a passion for ethical values, accountability, and excellence.

What do you foresee for the security landscape of the future?

We are often asked this question. It really comes down to more centralisation and integrations of layers of complexity through automation and predictive modelling. Similar to many other industries, data is the real value in these systems. The better we get to understand the data, the more useful it becomes to the user. Application layers will define the future of security on every device, and artificial intelligence will assist users to get the most out of these systems. As connectivity improves the cloud will also start playing a larger role in enterprise systems. However, the industry is not there yet when it comes to large and complex multi sub-system deployments. And finally, let us not forget the importance of and impact proper security deployments have on the economy of a city or country. Private citizens and corporations are looking for various quality-of-life metrics when choosing where to base themselves, and security is often at the top of that list. 🔒

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