

AmiViz and Veeam Announce Strategic Partnership at LEAP 2026

To Bring Cyber Resilience and AI Trust To Enterprises Across the Middle East

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-- [AmiViz](#), the Middle East's leading consultative Value-Added Distributor, announces a strategic distribution partnership with [Veeam](#), the Data and AI Trust Company, during LEAP 2026 in Riyadh. The collaboration marks a significant step in helping

organisations across the Middle East

strengthen cyber resilience, build trusted data foundations for AI, and accelerate secure-by-design digital transformation. Together, AmiViz and Veeam will help customers establish the visibility, governance, security and recovery capabilities required to build resilient, AI-ready enterprises.



AmiViz recently introduced a business strategy centred on four core practices: Cybersecurity, Data & Resilience, Sovereign Cloud & AI, and Digital Infrastructure. Through this partnership, AmiViz strengthens its Data & Resilience and Cybersecurity practices with Veeam's capabilities in data protection, backup, recovery, and ransomware resilience. Veeam is recognised as the worldwide market share leader in data protection software by IDC and has been named a Leader in the Gartner® Magic Quadrant™ for Backup & Data Protection Platforms for ten consecutive years. By integrating Veeam's proven technologies, AmiViz further enhances its ability to support enterprises seeking robust protection for mission-critical workloads and secure operational continuity.

Within the Data & Resilience Practice, Veeam helps organisations protect, govern and recover trusted data across hybrid, cloud and sovereign environments. As AI adoption accelerates, trusted and recoverable data is becoming a critical prerequisite for innovation, enabling organisations to scale AI initiatives with greater confidence while maintaining business continuity and regulatory compliance.

In addition, Veeam's Cybersecurity Practice contributes advanced capabilities for ransomware detection, immutable storage, secure backup, and rapid recovery. Combined with enhanced visibility and governance across the data estate, these capabilities help organisations reduce cyber risk while establishing the data trust required for AI-driven operations.

Ramkumar Balakrishnan, CEO of AmiViz, says: "Veeam's leadership in data protection and ransomware recovery aligns perfectly with our Data & Resilience and Cybersecurity Practices. As organisations across the region accelerate digital transformation, the need for secure, resilient, and intelligence-ready infrastructure becomes critical. Our partnership with Veeam strengthens the technologies we deliver to customers and supports the Kingdom's vision for secure and sovereign digital advancement."

The partnership is further reinforced by Veeam's global recognition: Veeam Software has been named a Champion — the highest category awarded — in the latest Omdia Global Managed Backup and Disaster Recovery (BDR) Leadership Matrix, which evaluates vendors driving backup and disaster recovery success across the managed service provider ecosystem.

"Organisations across Saudi Arabia and the wider region are accelerating AI adoption, but AI is only as trustworthy as the data behind it. As enterprises move from experimentation to operationalising AI at scale, they need confidence that their data is secure, resilient, governed, and recoverable. That trust starts with data resilience. AmiViz combines deep consultative expertise with strong enterprise relationships and technical capabilities, making them ideally positioned to help customers build the trusted data foundations they need to innovate with confidence and accelerate AI safely," said Charbel Zreiby, Channel Director for EMEA East at Veeam.

Through this partnership, AmiViz and Veeam will help organisations move beyond simply protecting data to establishing the trust, governance and resilience required to safely scale AI and support long-term digital transformation initiatives.

About AmiViz

AmiViz is a leading consultative Value-Added Distributor headquartered in the Middle East, serving enterprise and government customers across the MEA region through a strong ecosystem of vendors, channel partners, resellers, system integrators, MSPs, and MSSPs.

Built on a deep cybersecurity foundation, AmiViz operates across four integrated technology practices: Cybersecurity, Data & Resilience, Sovereign Cloud & AI, and Digital Infrastructure. The company helps organisations make complex technology decisions with confidence by combining regional market insight, technical expertise, and a practical understanding of compliance, sovereignty, resilience, and business outcomes.

AmiViz works closely with vendors and channel partners to bring high-impact technologies to market through presales expertise, enablement, demand generation, and customer engagement

across key MEA markets.

For more information, visit www.amiviz.com.

About Veeam Software

Veeam®, the Data and AI Trust Company, delivers a unified data and AI trust layer that connects security, governance, compliance, privacy and resilience, powered by shared intelligence across the entire data estate. Veeam helps organizations establish, operationalize and continuously validate trust in their data so it can be used safely to accelerate AI at scale.

In an agentic era, security starts with data. As the market leader in both data resilience and data security, Veeam helps organizations reduce risk and strengthen control across the full data lifecycle by unifying policy-based access and protection controls, governance workflows, privacy safeguards and compliance reporting with resilience built in. Veeam provides deep contextual intelligence across data and identities, automates governance actions and remediation, and enables precision recovery so organizations can rapidly restore operations with clean, trusted data after ransomware, disasters, insider threats, rogue agents or human error.

Headquartered in Seattle with offices in more than 30 countries, Veeam protects over 550,000 customers worldwide, including 80% of the Fortune 500. Learn more at www.veeam.com or follow Veeam on LinkedIn @veeam-software and X @veeam.

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