



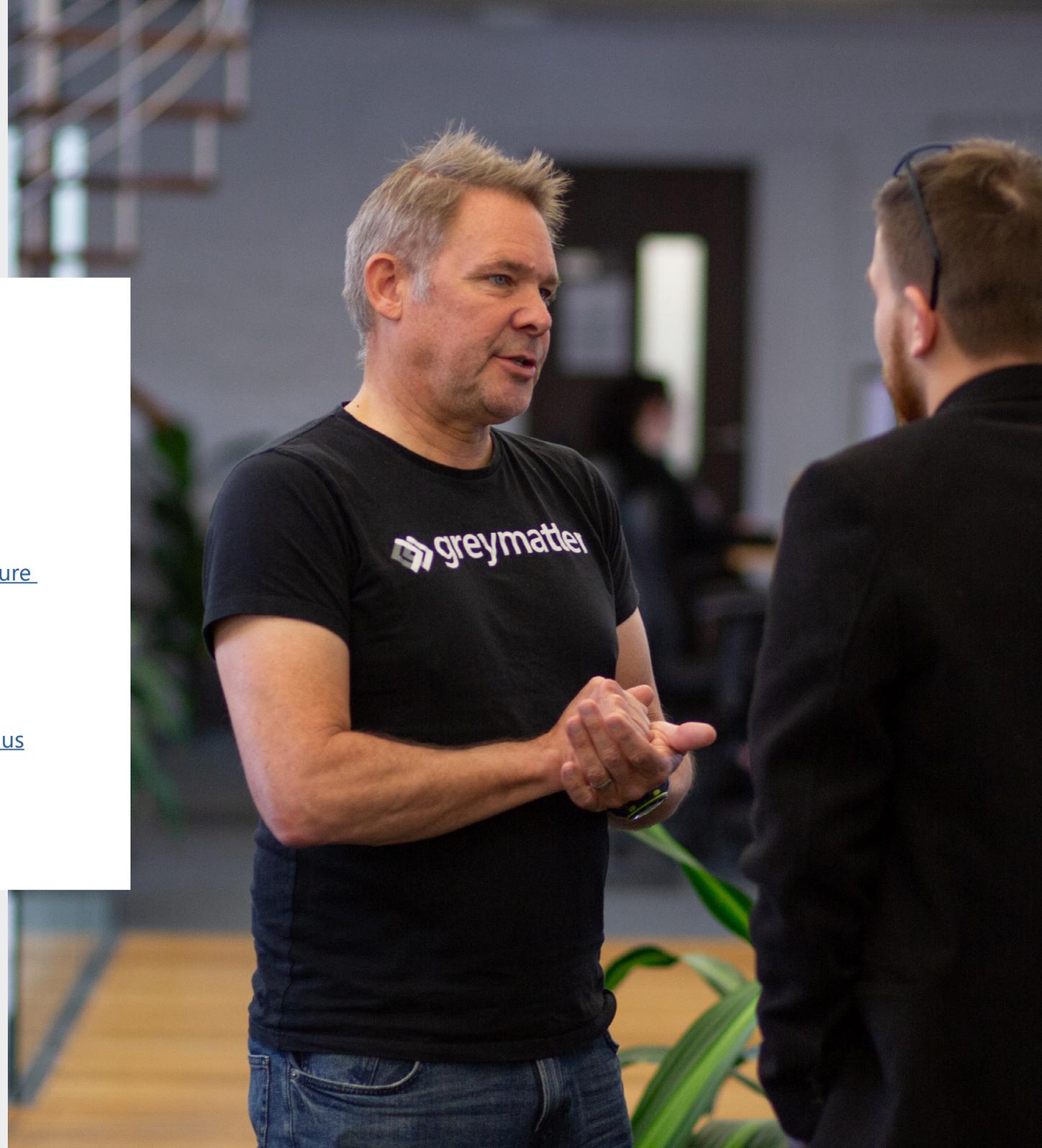
Everything you need to create amazing applications

Software and Services from Grey Matter



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About Grey Matter

Grey Matter is a software reseller and IT services provider with 40 years of experience in the technology industry. We have built our strong reputation on the quality and breadth of the advice and expertise that we supply.

With direct relationships that span over 300 publishers, we help over 6,000 companies annually to meet their business, technical, and development needs.

Everything we do is designed to help you succeed and allow you to focus on what you do best. So, when you're looking for the best platforms, tools, and services to meet your technical and commercial requirements, come to us.

We specialise in:

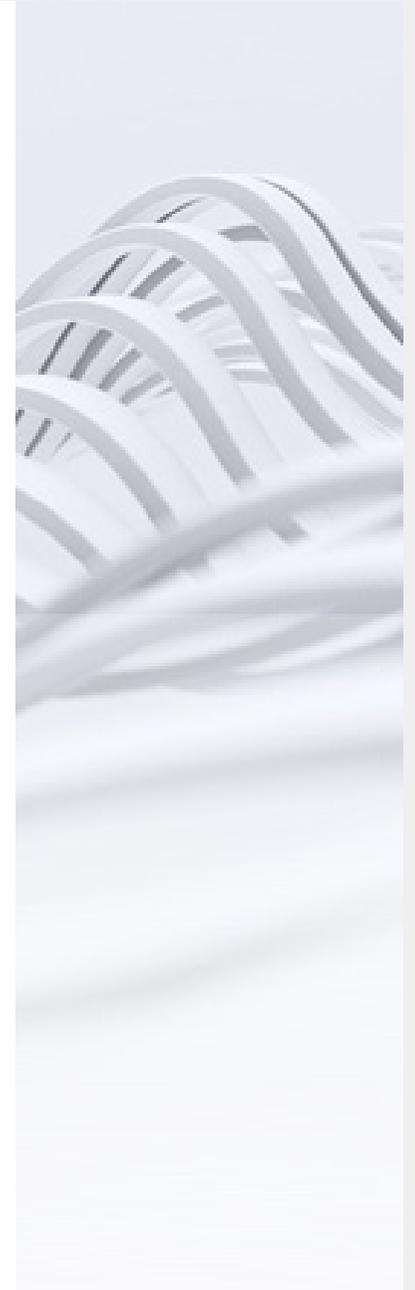
- > Supporting ISVs
- > Developer tools
- > Cloud services
- > Mapping & The Location of Things
 - > Cyber security solutions
- > Business productivity solutions

Grey Matter and Embarcadero

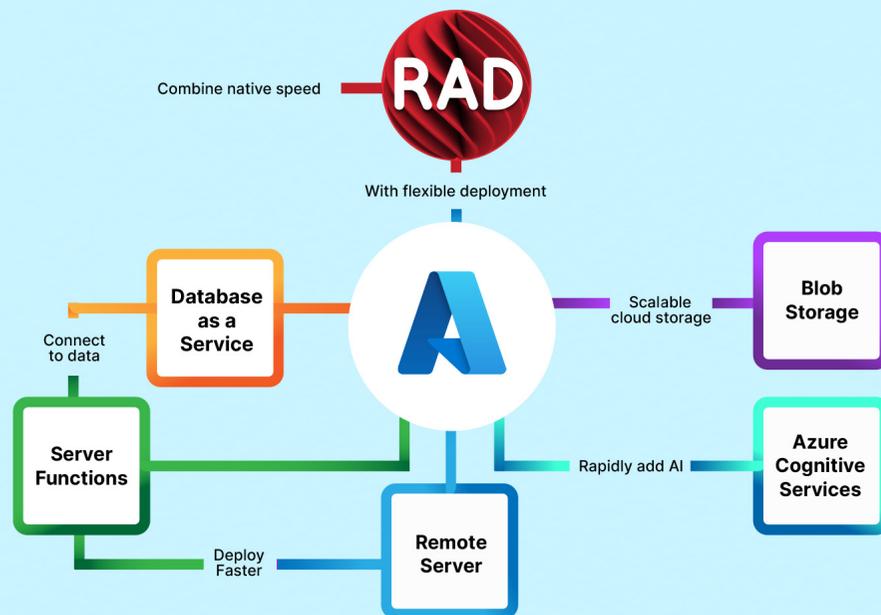
Embarcadero's tools enable developers to create cross-platform native applications quickly and easily.

Their main product is RAD Studio, the ultimate IDE for single-source multi-platform native application development using integrated toolchains and visual designers, powered by Delphi and modern C++. Leverage best-in-class Windows platform integration and flexible component-based architecture to compile high-performance apps from one codebase for billions of users on Windows, macOS, iOS, Android, and Linux.

Grey Matter is proud to be the UK and Ireland Embarcadero Master Reseller; our dedicated Embarcadero team can provide advice and licensing for any of the Embarcadero tools (in addition to multiple other solutions) and can offer exclusive discounts. Our team is regularly trained, so have a deep knowledge of the solution's licensing, benefits and key product information.



Embarcadero and Microsoft Azure



Flexible, fast deployment

From Stateless to Stateful, you can build them all!

With an array of project types, and the ability to share sources between applications, you can rapidly build and pivot where you deploy based on project requirements. From traditional XML web services to scalable RESTful JSON based MEAPS (with RAD Server) to session-based middle-tiers (DataSnap), RAD Studio offers options across the stack, for both hosted Windows/Linux instances or Azure Function Apps.

Solutions: Remote Server and Server Functions

Rapidly add AI

Easily link to Cloud Services

Azure's Cognitive Services provide access to many AI capabilities. Using the published REST API documentation on Azure, and the components in RAD Studio, you can rapidly add AI features to any application you build with a single source approach targeting Windows, Linux, macOS, iOS and Android.

Solution: Azure Cognitive Services

Connect to data

Highly optimised SQL and NoSQL connectivity

FireDAC is a unique set of Universal Data Access Components for developing multi-device database applications. With its powerful common architecture, FireDAC enables native high-speed direct access to local or cloud-hosted databases. Advanced features, such as fetching blogs on demand, help make FireDAC blazingly fast and scalable with minimal network traffic.

Data in Azure

See how to set up and connect to Azure Cloud instances and work with live data at design time for even faster prototyping.

Solutions: Remote Server and Server Functions

Scalable cloud storage

Rapid access to online blob/file storage from any platform

The AzureAPI unit provides access to Azure Blobs, Containers, Queues, Tables, Policies and Identifies directly from within RAD Studio. Rapidly connect to fetch and store online data.

Code once

RAD Studio components help you code once to target Blob Storage capabilities on Microsoft Azure.

Solution: Blob storage

Native speed

Want speed?... You need to be compiled

Compiled code outperforms interpreted code, helping increase scale, performance and reduce the cost of required cloud infrastructure. Additionally, RAD Studio's single source code approach means reaching new platforms only takes seconds! Just pick a target platform and recompile for 64bit Windows and Linux!

Solution: RAD Studio

Grey Matter and Microsoft

Microsoft is one of the world's leading providers of cloud technologies. Grey Matter has been a Microsoft Partner and Cloud Solution Provider (CSP) for the best part of 50 years. We have developed several partner and customer programmes to support SaaS providers deliver their solutions on Azure and end-users make the most of their investments in Microsoft technologies.

For the last three years, Microsoft has awarded us the status of "Azure Specialist for ISV", an accolade that recognises our ability to provide expert licensing advice, commercial and technical services.



Our Microsoft services include:

- Azure Design Service
- Azure Health Check
- Azure Monitoring Service
- Azure Migration
- Microsoft 365 Migration
- Microsoft 365 Art of the Possible
- Microsoft 365 Monitoring

However you go to market; we are here to help you succeed using Microsoft technologies.

Complementary Solutions

In addition to Embarcadero and Microsoft, Grey Matter works with several software vendors. Here are just some of the amazing partners we work with that you can use to enhance development, project management and cyber security.



GDK Software is a software house which helps companies with Delphi upgrades, expertise, and capacity. They have teams in the Netherlands, the United Kingdom, and Brazil and serve clients in various industries worldwide. They share a passion for software development and love to keep up with the latest technologies.



Steema Software is dedicated to the development of data visualisation tools for the purposes of statistical analysis, problem-solving and reporting. The principal area of activity has been the authoring, distribution and support of software component libraries for developers, chiefly charting/data-visualisation products.



HERE has been a pioneer in mapping and location technology for almost 40 years. Today, HERE's location platform is recognised as the most complete in the industry, powering location-based products, services and custom maps for organisations and enterprises across the globe. From autonomous driving and seamless logistics to new mobility experiences, HERE allows its partners and customers to innovate while retaining control over their data and safeguarding privacy.



TMS software, established in 1995, is a software development company specialising in VCL, FMX, LCL, FNC, ASP.NET, .NET, IntraWeb component development. As well as Windows, Web, Android, iOS, macOS, Linux, Node.js development projects. TMS Software also provides training, consulting and custom project development.

Acronis



Quest



SOPHOS

vmware



What our customers say about us

"Grey Matter provides an excellent service (renewal reminders, quick response to queries, etc.) and expertise (Embarcadero, Acronis, etc.)."

Stephen Bentall – Custom Computing

"It's a pleasure to work with a supplier who is genuinely helpful, understands the tools and services we use and who still manages to remain competitive."

Ivan Mannion, EC2 IT Ltd

"Grey Matter has always provided good help and advice when making software development tool purchasing decisions and I have personally used them for 25+ years."

Bernard Taylor, IGT

"Grey Matter Services offered Visia Software a level of expertise in Azure that allowed us to optimise our software and make use of scalability. We are now able to offer a great performance for our clients during peak times, while making savings by cutting unnecessary costs during quieter periods. We would recommend Grey Matter Services to any organisation considering using Microsoft Azure."

Mitch Thraves, Visia Software Limited

"[Grey Matter is an] Extremely knowledgeable supplier of software, licensing and IT Services... [They provide] excellent account management as well as a breadth of software and applications both supplied and supported... [Grey Matter] advises us on the correct way to achieve the desired results, as well as the best method for these products/services to be deployed."

Mark Wilson, Bridges Fund Management Ltd

UK

Call: +44 (0) 1364 654 100

Email: info@greymatter.com

EMEA

Call: +355 (0) 14 475 240

Email: info@greymatter.ie

US

Call: +1 (0) 800 441 1511

Email: salesasst@greymatter.com

CA

Call: +1 (0) 888 423 2700

Email: salesasst@greymatter.com