#WeAreExclusive
We Are
Exclusive
The cybersecurity specialist for digital infrastructure, accelerating outcomes for leaders through the worldwide channel, helping them to remain forever relevant through disruption.
In a fast-paced market, we help cybersecurity businesses to GROW.

#WeAreExclusive

Global trusted cybersecurity specialist for digital infrastructure

Our Vision

A ‘totally trusted’ digital world for all people & organizations.

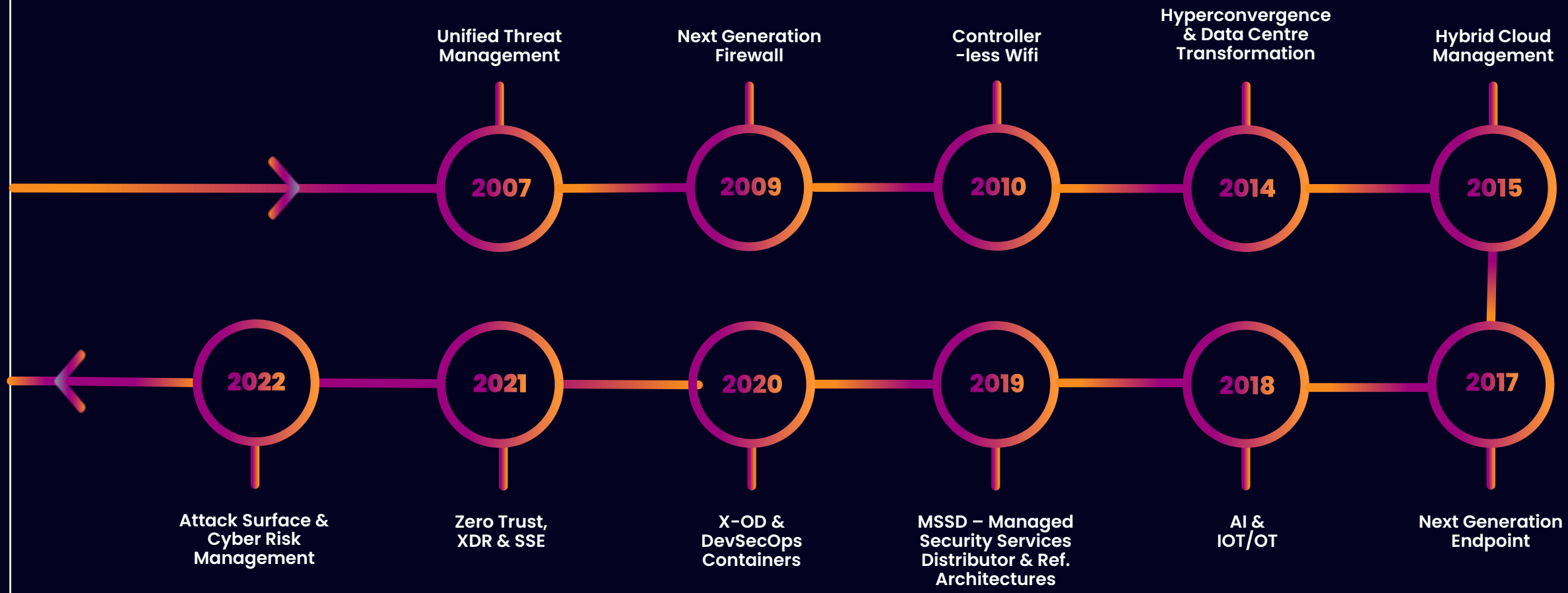
Our Mission

A globally ‘trusted cybersecurity’ specialist for digital infrastructure, helping to drive the transition to a 'totally trusted' digital world.

#WeAre**Exclusive**

Forever **relevant**

A DNA of innovation



Trust us to continue innovating...

#WeAreExclusive

We Are Disruptive.

Creating an ecosystem with our vendors and partners.

Vendors

- New routes to market
- Global deal management
- Business plans & KPI alignment
- Partner recruitment
- New logos
- Renewal & retention
- Product line growth
- Geo expansion

GSIs, SIs & SPs

- Speed to market
- Global deal management
- Practice plays
- Managed Service growth
- Skills augmentation
- Global scale
- Consistent delivery
- Financing services

VARs

- 'Top Right' technologies
- High-value outcomes
- Services innovation
- Ecosystems portfolio
- Easy enablement
- Dedicated account management for growth

MSPs & MSSPs

- Unique, EXN-only offerings
- Monthly billing efficiencies
- Technical support
- White-labelling
- Process playbook
- SOC and NOC capabilities
- Marketing-as-a-Service

#WeAreExclusive

We Are Enablers.

Onboarding, educating, planning, KPI setting & coaching.

Marketing

Help with list building, lead generation, digital marketing, events, PR, and communications.

Pre-Sales

Experts in technical guidance, Demo and Proof of Concept (POC) support with demo units and our own lab environments with bespoke use cases.

Sales

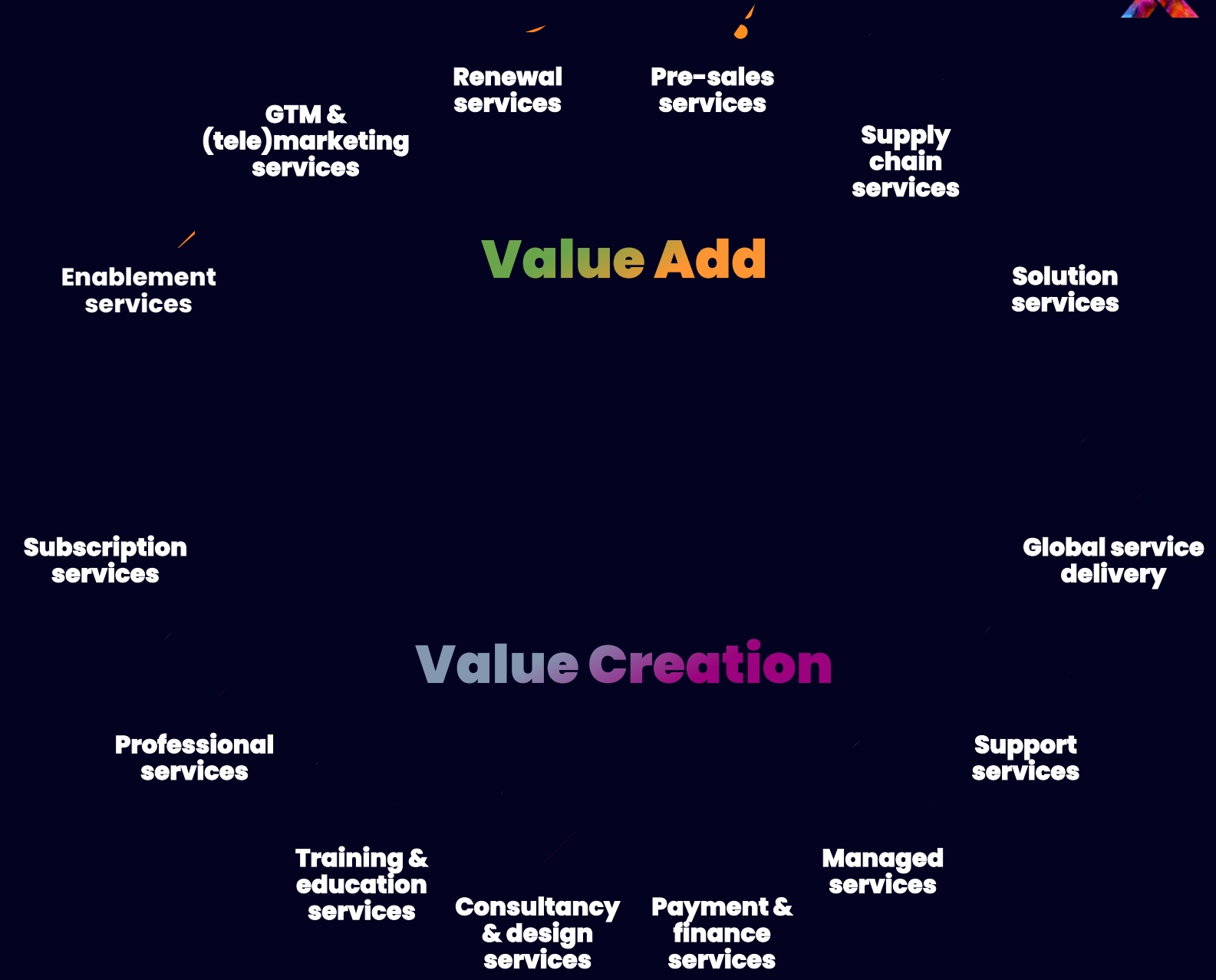
Sales enablement sessions, call out days, shadowing & collaboration. New partner onboarding and partner growth planning.

Sales Ops

Sales support & renewals support. Cross-sell/upsell identification at renewal time.

Partner Distribution **service provider**

Distribution as-a-Service



No trust. No transformation.

Omnipresent channel

buy it

CAPEX

Standard Transaction

- Resale / Renewals
- Maintenance
- Support

IaaS

As A Service

- Off-premise as-a-service
- Monthly
- Flexible

MSSD
By Exclusive Networks

MSSD

Managed Service

- Managed
- Out-sourced
- Annuity based
- MSSP model

VIABL
Flexible Finance Programme

OPEX

Finance & Leasing Service

- Simple, prepayment
- 3rd Party finance

X-OD
exclusive networks. on demand.

X-OD

On Demand

- Subscription-base
- Flexible consumption
- Up-front - Deferred

Customized offerings

#ExclusiveNetworksNL

We Are Exclusive

- Solution Aggregation
- Security Awareness
- Services
- OT security
- New Technology
- Ease of doing business

Focus

Our **vendors**

Enterprise Network FW
FORTINET
paloalto NETWORKS

Endpoint (EPP / EDR)
SentinelOne
TANIUM

CASB / Web Gateways
netskope
proofpoint.

DC Networking SDN
ARISTA
JUNIPER NETWORKS

Data Encryption / Protection
THALES

IT Infrastructure Management
opengear A DIGI COMPANY

API Security
SALT

Data Protection & Management
rubrik

Secure Email Gateways
proofpoint.

DDI-DNS-DHCP & IPAM
Infoblox CONTROL YOUR NETWORK

Unified Comms
poly

Network Packet Brokers
Gigamon

WAF
imperva
f5

NAC
Extreme Customer-Driven Networking
FORESCOUT

NDR
VECTRA
ExtraHop

ADC
f5

IOT / OT
FORESCOUT
NOZOMI NETWORKS

HCI
NUTANIX

Cloud Storage
wasabi

DIaaS
infinipoint

CNaaS
alkira

DevSecOps
HashiCorp
sonatype
paloalto NETWORKS

SASE
netskope
FORTINET
paloalto NETWORKS

Containerisation
docker
DIAMANTI
MIRANTIS

WAN Edge Infrastructure
FORTINET
JUNIPER NETWORKS
paloalto NETWORKS

IAM / PAM
SailPoint
BeyondTrust
THALES
okta

Wired & Wireless LAN Access
Extreme Customer-Driven Networking
aruba
JUNIPER NETWORKS

SIEM / UEBA / SOAR
LogRhythm
exabeam
paloalto NETWORKS

Server Appliances
FUJITSU
Hewlett Packard Enterprise

Cyber Risk Assessment
SecurityScorecard

Trusted cyber eco-system

'Top right technologies'

When technology needs to be **sold, not bought**

Guardia **Cybersecurity School**

Investing in future cyber talent

Exclusive have partnered with Guardia Cybersecurity School to help address the skills gap in the industry by developing the next generation of cybersecurity talent

GUARDIA

The first IT school dedicated to cybersecurity

Launching in September 2022

Open to international students

Co-designing the educational programme

Bachelor and MSC programmes available

Managed Security Services

Worldwide monitoring

Based on a zero-trust approach, our Managed Security Services provide a 24/7 SOC-based solution. We support multiple technology solutions across serverless, private cloud and public cloud platforms.

With the growing intensity and sophistication of attacks, now more than ever, customers need continuous monitoring of their architectures. For additional peace of mind, a key benefit of our service is that our SOC is staffed by highly accredited and experienced engineers.

SOC

- Permanently staffed
- SOC portal for live status and reporting tickets
- Enquiries answered by accredited and experienced engineers
- SOC 2 Type 2, ISO 27001 and ISO 9001 certified
- Webscale security automation and orchestration platform
- High levels of resilience and redundancy

Monitoring & Alerting

- Threat Event Enrichment, Analysis and Correlation
- Incident Monitoring, Alerting and RCA
- Remote Breach Support
- Security Dashboard
- Compliance Reporting
- AI-based threat hunting*
- Post-breach investigation*
- Service management reporting
- Security improvement advisories

Prevention & Countermeasures

- Availability Monitoring and Backup
- Operational and Capacity Management
- Updates and Upgrades
- Policy Compliance and Best Practice Validation
- Device and Policy Configuration Change Management
- Automated Rules of Engagement
- Policy Topology Reporting
- Behaviour Baselining*

* Requires XDR

#ExclusiveNetworksNL

Exclusive Networks

The Netherlands

- Started in 2007
- >110 Employees
- 212 EUR miljoen revenue FY2022
- >50 vendors
- >1300 partners