



#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

The world needs a

Specialist...

One that has established ecosystems, can handle digital and physical orchestration, and has the resources and skills to scale.



Exclusive Networks

No trust. No transformation.

#ExclusiveNetworksNL

The Netherlands



Started in 2007



>110 Employees



212 EUR miljoen
revenue FY2022



>50 vendors



>1300 partners



#WeAre**Exclusive**





End-to-end Global services portfolio

From value-add to value creation
spanning the entire customer journey



Worldwide services network



Offices in
43 countries



Global deal
desk



Local to local
quotes



Vendor agnostic
capability



IoR to
177 countries*



Worldwide
accredited training
centres



5 global support
centres:
Follow the sun



Servicing
customers in
>170 countries



An ASP network of
>10,000 engineers
globally



Distribution Service Provider

Value Add —————→ **Value Creation**

Distribution Services	Global Supply-chain Orchestration	Global Managed Security Services	Global Finance & Leasing	Global Exclusive Training Centre	Global Support Services
 Bespoke Marketing	 Global Deal Desk	 24/7 SOC based	 HW, SW & Services	 Expert trainers	 24/7/365 support
 Pre-sales	 Project Management	 Zero Trust approach	 Multiple finance plans	 High pass rates	 Engineer staffed
 Renewals	 Global Logistics	 Available globally	 Get paid upfront	 World class facilities	 Local language
 Efficient Operational Delivery	 End-of-life recycling	 Multi-platform support	 MSP/MSSP supported	 Vendor authorised	 Vendor certified



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.
Multiple consumption choices.



Case Study 1



Deployment as a Service Maintenance (DepaaS)

Case Study – Solutions Provider

Global CPE & WiFi deployment for Solutions Provider

The Customer's Challenge...

Our customer was tasked with rolling out **managed routers** and Wireless Access Points to approximately **6000** automotive dealerships spread over northern Europe and Scandinavia. The communications network implementation was not in their core skill set but was **critical** to support the communication for their **bespoke** automotive diagnostics test tools that they provide to their customers.

The Exclusive Networks Solution...

Exclusive GSO provided a **full implementation service**, allocating and orchestrating many virtual technical teams **concurrently** to perform the required implementation. Exclusive GSO developed internal **training material** to be published to remote teams, provided end to end project management and coordination, and worked **collaboratively** with the customer to fully test the installed solutions after deployment.

The Result...

- › Successful roll out and test of CPE across **~6000** dealership sites
- › Rollout achieved over an **18 month** period using up to 10 remote teams
- › **Exceeded** customer deadline for diagnostic tool go-live date



Case Study 2



Engineer as a Service Maintenance (EngaaS)

Case Study – Global Security Estate

“I genuinely sleep better at night knowing that Exclusive Networks is maintaining my global estate” – CIO

The Customer's Challenge...

Our client runs a high security, globally spread network for secure storage of end user digital data. This data needs to be highly available to their end users in accordance with a guaranteed service level determined by local data legislation. Although the client has a highly available network with limited single points of failure, running on a single instance of critical hardware is not acceptable for their commitments to their end users.

The Exclusive Networks Solution...

We provide a top-quality 'Engineer as a Service' maintenance program, servicing the client estate **24 hours per day**. We dispatch and orchestrate skilled engineers for the client within **4 hours** of fault verification and cover around 120 of their most critical security devices, predominantly a mix of **Fortinet**, **Infoblox** and **Gigamon**.

The Result...

The client has the **confidence** that their critical infrastructure is in safe hands

- › A **scalable** Exclusive Networks service growing linearly with our client's own growth trajectory
- › The **quality** of the services we have delivered has resulted in the client consuming many other Exclusive Networks products and services
- › Our service is ensuring that our customer remains legally compliant with local data protection regulations
- › The low environmental impact of our global EngaaS resource network means that our client is proud to have Exclusive Networks as part of their services supply chain