



#WeAre**Exclusive**



Exclusive Networks

**Global cybersecurity
go-to-market specialist**

**Accelerating the transition to a 'totally
trusted' digital world.**



We Are

The Cybersecurity Go-to-Market Specialist.

Vision

A '**totally trusted**' digital world
for all people & organisations.

Mission

To be THE leading, trusted global
cybersecurity **go-to-market** specialist.



A Traditional Approach To Distribution No Longer Works

1 Fulfilment Distributors

2 Broadliners

3 Local Independents

✗ Low Agility

✗ Poor Flexibility

✗ Legacy Constraints

✗ Limited Customisation

✗ Lack Of Reach



#WeAreExclusive

It's time to
change
from volume
to real **value**

To stay **RELEVANT**, capitalise on
market opportunity, **DISRUPT & 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.



#WeAreExclusive

We Are **Exclusive**

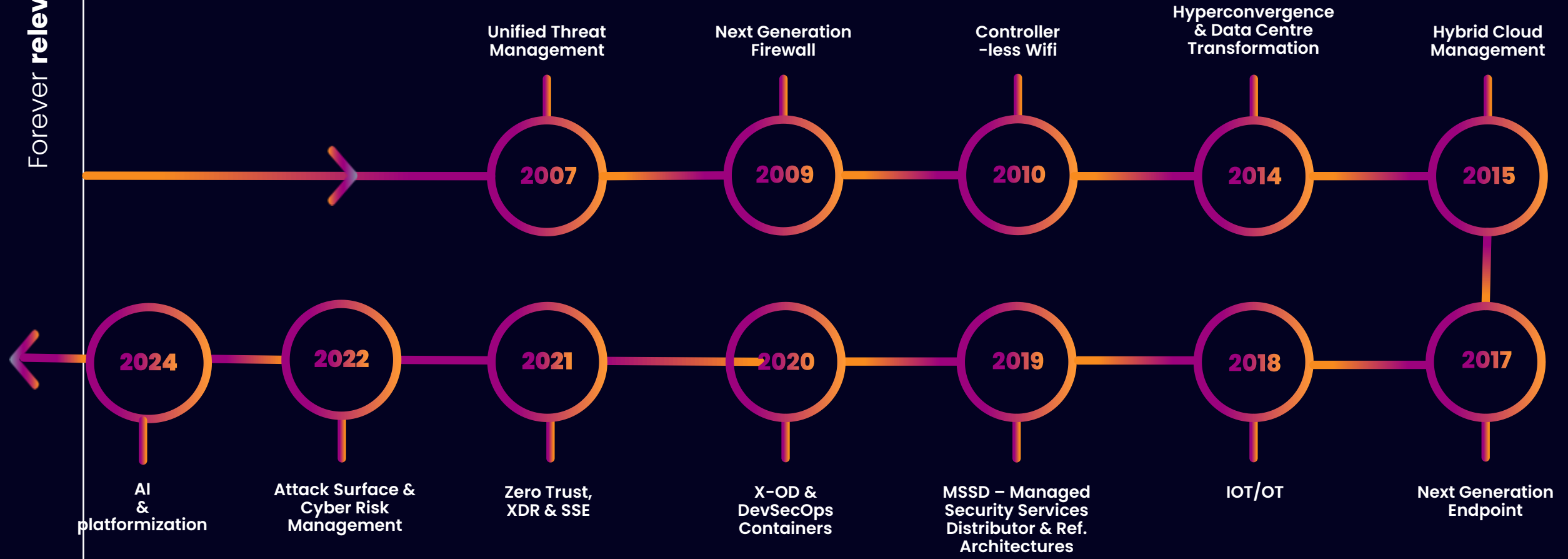
The cybersecurity go-to-market specialist, we help vendors reach more customers, drive more sales and close more deals – by accelerating their solutions adoptions through services portfolio
In a fast-paced market, we help cybersecurity businesses to GROW.





ADNA of innovation

Forever relevant



Trust us to continue innovating..



We Are Global.

Local sale, global scale.

We combine the extreme focus & value of local independents with the scale & service delivery of a single worldwide cybersecurity powerhouse.



Offices in over
45 countries



Ability to service
customers in
>170 countries



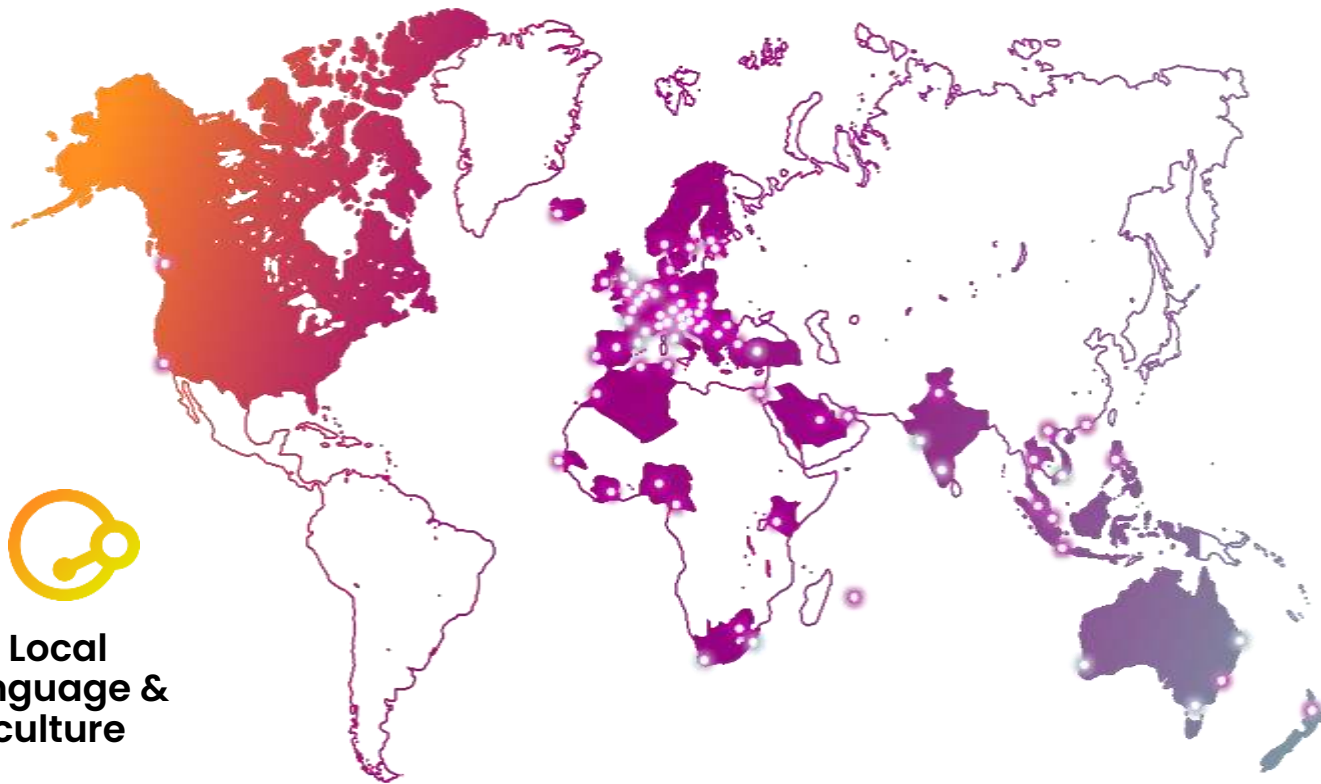
to close 3,000 of
the best talent
worldwide



A partner
ecosystem of
>20,000



Local
language &
culture





We Are Disruptive.

Driving new opportunities for 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



We Are Confident.

In Our Offerings. From Value Add to Value Creation.



Enable

- Business intelligence
- Marketing
- Lead Gen & Bus Dev
- Sales
- Sales Ops
- Cross-selling, up-selling, solution selling
- Pre-sales
- POC shadowing



Orchestrate

- Global Deal Desk
- Project Management Office
- Pre-sales services
- Assessment & Design
- Customer portal



Sell

- Automated renewals
- Exclusive On Demand (X-OD) SaaS Subscription Platform
- Stocking programmes
- Exclusive Capital financing
- AWS CPPO



Deliver

- Supply chain & logistics
- Legal, tax & compliance
- Post-Sales Professional Services



Manage

- 24x7x365 Global Authorised Support Centres
- World-class Exclusive Training Centres
- MSSD



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.



We Are Digital.



With our Exclusive Access Customer Portal.

Providing self-service access to services, key features & day to day information.

Our customer portal is a digital sharing mechanism and information centre for our partners and is accessed with sign-in credentials.

Key Features

Track Orders



Check Stock



Browse Quotes



View Invoices





We Are On Demand.



With our X-OD SaaS Subscription Platform.

X-OD offers unique, Exclusive Networks-only monthly subscriptions in one, user-friendly place.



The platform

- Simplifies cybersecurity technology consumption
- Fast-forwards MSP success



Key features

- Unique, X-OD-only offerings
- Monthly billing
- Autonomous quoting & ordering
- Automated cash collection
- Renewal automation
- Marketing-as-a-Service



Customer success

- Differentiate your offerings
- Avoid missed revenue opportunities
- Simplify technology consumption
- Save time & effort
- Grow profitability



We Are **Agile.**

With local & central stocking across global warehouse hubs.

Accelerating customer lead times, delivering quicker access to superior levels of security, and supporting customers with a predictable platform for growth.

Experience

Sure Availability



Faster Delivery



Latest Hardware



Happier Customers





We Are Flexible.



Through our Exclusive Capital financing & leasing arm.

More and more businesses are looking at financing options to ease cash flow. We make deals possible around the globe.

The service

Our finance programme enables end customers to move to an OPEX model while partners maintain CAPEX, upfront payments. Partners select the payment plan – standardised, deferred, or ramped – that fits their customers' requirements and finance hardware, software, and services through us.



Convert more
sales
opportunities



Get paid
quicker,
improving
business
cash flow



Differentiate
your offering
in the market



Reduce your
cost of sales



Pursue bigger
deals without
financial or
reputational
risk



Extend more
valuable,
strategic
customer
relationships



We Are

AWS CPPO.



Acting on your behalf as AWS Channel Partner for Private Offers (CPPO).

As a CPPO, vendors authorise us to sell their software and additional services through a Private Offer to our partners' end customers and carry out the AWS transaction on their behalf.

This allows partners to leverage our knowledge of the AWS marketplace, while providing them with the same level of Exclusive Networks purchase experience they're accustomed to.

1.

Partner notifies us that they'd like us to act as AWS CPPO on their behalf.

2.

We'll help to shape the software, services, support, pricing, and terms that will form the Private Offer.

3.

With authorisation from the vendor, we'll make the Private Offer to the end customer as agreed.

4.

On Private Offer acceptance by the end customer, standard AWS payment terms of 30 days will apply.

5.

On end customer payment, partner's margin from the deal will be transferred by Exclusive Networks.



We Are **Skillful.**

Providing opportunity through the full technology lifecycle.



**Design
Services**



**Deployment
Services**



**Engineer as
a Service**



**Recycling
Services**



**1:3 ratio technical
engineers to sales**



**>1,200 cyber & cloud
certified tech &
salespeople**



**An ASP network
of >10,000
engineers globally**



**4 logistics hubs for
global deployments**



We Are Scalable.



4

major logistics hubs

USA, Netherlands, UAE,
& Singapore

Export capabilities, FTZ,
carrier management

Staging in transit

40+

warehouses

Advanced storage &
rapid deployment
capabilities in 900 pick
up/drop off points

A bench of skilled engineers

600+ Exclusive engineers

10,000+ trusted third-
party engineers

Global, reliable Lifecycle Services



Assess

- › Surveys
- › Audits
- › Assessments



Design

- › Technical workshops
- › High and low-level
designs



Deploy

- › Pre-staging
- › Logistics & compliance
- › Installation & testing
- › Remote / onsite
configuration
- › Project management
- › Handover training



Support

- › 24x7 TAC & NOC
- › SLA led hardware
maintenance
- › Proactive monitoring &
SOCaaS
- › Resident engineer
(IT outsourcing)



Optimise

- › Healthchecks
- › Tuneups
- › Vendor-authorised
training courses



Recycle

- › Decommissioning
- › WEEE (& equivalent)
recycling
- › Blancco certificated
wipe, shred &
destruction
- › BioLeaching



We Are 24x7x365.

Through our Global Support Service.

Comprehensively addressing customer needs.

Provide customers with peace of mind for their technology investment with award-winning Exclusive Networks 24x7x365 technical support.

Our support centres are staffed with certified engineers, which means that in more than 80% of cases, our team will find the solution themselves. And where this is not possible, as an authorised support partner, we will escalate to the vendor. Our 24x7x365 technical support lets you increase customer satisfaction and retention through a single point of contact, with SLAs aligned to business objectives.



**24x7x365
support**



**Global
Coverage**



**Same or better SLAs
than vendor**



**Engineers with
the highest
certifications**



**Single point of contact
for all support
requirements**



**NPS score
of +70**



We Are

World-class.

With our Exclusive Training Centres (ETCs).

Delivering worldwide technical education and accreditation.

Become your customers' trusted go-to advisor and access our worldwide expert training programme led by our specialist in-house accredited trainers.

Stay up to date on all the latest industry technologies and maintain a competitive advantage by investing in new skillsets for you and your team. Equipped with greater knowledge, you can better emphasise the benefits of the world's best cybersecurity technologies, leading to potential increased revenues as customers build out their cybersecurity infrastructure.



**Continuously
high pass rates**



**Trusted by
vendors**



**World-class
instructors**



**State of the art
training facilities**



**Virtual and
Remote training**



**Maintain vendor
partner status**



We Are A MSSD.

Providing worldwide continuous monitoring with our Managed Security Services Distributor (MSSD) offering.

Based on a zero-trust approach, our Managed Security Services provide a 24x7 SOC-based solution. We support multiple technologies 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 Baselineing (requires XDR)



We Are

Aggregators.

Of the world's best cybersecurity solutions.

Endpoint Security	Network Security	Web & Email Security	Data Security	Vulnerability & Security Analytics	Identity Access Management
Cloud Security	OT & IoT Security	Application Security	Network Detection & Response	Cybersecurity Risk Assessment	Human Factor Security



We Are

Services-Led.

Delivering instant access to new capabilities.

Right-sized precisely to your needs.



Skills

Certified team

Deeper knowledge

Practical experience



Scale

Global reach

Strength in numbers

Instant bench



Specialisations

Local language

Subject Matter Experts

Product specific



We Are

Startup Experts.

IGNITION 

DRIVING TECHNOLOGY INNOVATION

An Exclusive Networks Company

From
startup
to **scale out.**

Reinforcing Exclusive's heritage and reputation as a launchpad for disruptive cybersecurity vendors, Ignition Technology focuses on growing emerging vendors from market challengers into market leaders.

- Start-up vendors have access to a broad range of new service offerings to aid their growth
- A dedicated entity providing the focus of local specialists but with global scale-out capabilities
- A distributor providing a clear long-term pathway from start-up to scale-out
- Ignition Technology can leverage Exclusive Networks resources to ensure vendor success



We Are Trusted.



By providing Fortinet's industry-leading Secure SD-WAN technology through the expert distribution routes of Exclusive Networks, we are opening new doors for our partners.

John Maddison, EVP of products and CMO, Fortinet



Exclusive has built a highly successful SentinelOne practice across EMEA and APAC and we are looking forward to replicating this success across North America. Exclusive's highly specialist cybersecurity focus, extensive partner ecosystem and footprint with organisations with diverse networks spread across multiple geographies helps SentinelOne reach a key target market that is well positioned to benefit from comprehensive autonomous protection.

Ken Marks, VP Global Channels, SentinelOne



We Are **Unique.**



Cybersecurity specialist
for digital infrastructure



The best blend of partners
and technology ecosystem



Complete **global**
coverage & scale



Creating partner value through
a **global service portfolio**



Constantly innovating,
forever relevant



Highly skilled people
and disruptive culture



#WeAreExclusive

We Are
Exclusive.



EXCLUSIVE
NETWORKS

www.exclusive-networks.com