

## Exclusive Group opens an agency in Portugal

Boulogne December 2008,

Already established in several countries such as Belgium, Switzerland, the Netherlands, Spain, Italy, the U.K. and also in the countries of North Africa, Exclusive Group is opening an agency in Portugal. This agency based in Lisbon will from the outset include 3 people, an agency manager, a pre-sales person and a salesperson. It will report directly to the Madrid office. Exclusive Group, a high added value distributor specializing in infrastructure security, data storage and continuous applications access tools pursues its expansion in Europe that began in 2007.

The agency, headed by Sonia Casaca will allow the rapid development of relations of trust with Portuguese vendors and integrators through the Exclusive Networks "business model" that differentiates itself from the distribution policy of its competitors. This strategy based on preferred partnerships with a restricted and targeted number of quality publishers will enable the agency to develop a network of vendors through its support and strong commitment.

Initially the Portuguese agency will focus its efforts on the following products:

AeroHive: wireless LAN architecture

Allot Communications: traffic management

Consentry: NAC Solution

Imperva: protection of data, Web applications and data bases

Infoblox: consolidation of IP services

IronPort: e-mail and Web security

Palo Alto: new generation firewall

### About Exclusive Group

Exclusive Group is a value added distributor with specific expert entities. Exclusive Networks specializes in IT security, Exclusive Storage in data storage and Exclusive Access in applications access systems. Exclusive Group, established in Paris and Lyon for several years now, henceforth takes on a European dimension with agencies in Benelux, Switzerland, the U.K. or Spain and the countries of North Africa. Exclusive Group whose business model is based on preferred partnerships with a limited number of publishers has a 100% indirect approach. The success and growth of Exclusive Group are essentially due to its level of expertise in each of its business sectors enabling it to gain the confidence of leading publishers on the world market.

Exclusive Group is a growing company that doubles its revenues every year. The company's goal is to become one of the leading European distributors of IT security and storage products.

### Press Contacts:

#### Exclusive Networks

Virginie Mouton

98 route de la reine

92100 Boulogne

Tel.: 01 78 16 42 54

[vmouton@exclusive-networks.com](mailto:vmouton@exclusive-networks.com)

[www.exclusive-networks.com](http://www.exclusive-networks.com)

#### ITGS PR

Bernard Moal

15 rue Estienne d'Orves

92130 Issy-les-Moulineaux

Tel.: 01 58 88 39 59 – Cell: 06 22 28 67 3

[Bmoal@itgspr.fr](mailto:Bmoal@itgspr.fr)