

A POWERFUL FORCE



ONE DOES NOT PROSPER WITHOUT THE OTHER

Exclusive Networks' **longest** partnership
Value added distribution in 13 key EMEA/APAC regions
Selling in 25+ countries
Deployment/support into **100+ countries**
Fortinet EMEA **distributor** of the year in 2015

TECHNICAL SYNERGY

380

Demo units in the **field**

15

Fortinet **trainers**

40

Certified Fortinet **engineers**

50

Fully **trained** technical heads

20

Dedicated **technical** people

REACHING A

HIGHER DIMENSION

A decade of delivering

59% **Sales growth**
In last 2 years

Boosting sales x3 times **faster** than other VADs

Growing deal sizes

Growing solution **diversity**

2500
Pros trained

450
Fortinet reseller events a year

100+
Live POCs at any given time

6000+
Qualified sales leads generated annually

FORTINET

SUCCESSING IN HARMONY

85 Enabled sales heads

45

Dedicated Fortinet sales team

Supporting Fortinet from start-up to global leader

COORDINATING CHANNEL GROWTH

FORTINET