



Vendor Overview

Exclusive Networks

Accelerating market entry and growth for innovative
Cybersecurity, Data Centre and Cloud Technologies

This is Exclusive Networks

Exclusive Networks is the 'go to' value-added distributor that accelerates market entry and growth for innovative cybersecurity, networking, infrastructure, data centre and cloud technologies.

Combining specialist value-adding sales, technical and marketing support, with the volume and reach of a global distributor, we enable our partners to boost business opportunities and help achieve new revenues from the changing enterprise technology landscape. Exclusive Networks continually challenges traditional VAD models, redefining value and creating differentiation.

Here is an overview of our marketing leading portfolio:

Key

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|--------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------|
|  NG FireWall Platform |  PIM |  Network Response |
|  EndPoint Protection |  Vulnerability Assessment and Patch Management |  Threat Intelligence |
|  Email Protection |  Key Generation and Management |  Network Threat Detection |
|  Encryption |  User Entity Behaviour Analytics |  Wireless |
|  Secure Web Gateway |  EndPoint Detection |  Operation Technology |
|  Web Application Firewall |  Software Defined Networking |  SD-WAN |
|  EndPoint Response |  Data Discovery |  Object Storage |
|  SIEM |  Data Loss Prevention |  Primary Storage |
|  Virtual Execution (sandbox) |  Advanced Threat Protection |  Hyperconverged |
|  Distributed Denial of Services |  SSL Decryption |  Data Protection |
|  Privilege Access Management |  Cloud Access Security Brokerage |  Cloud Data Management |
|  Strong Authentication |  Network Packet Capture |  Active Directory Visibility and Security |

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Forescout

Forescout Technologies, Inc. helps make the invisible visible. They are pioneers of an agentless approach to network security to address the explosive growth of mobile computing, IoT and cloud computing. Forescout offers a highly scalable, heterogeneous platform that provides Global 2000 enterprises and government agencies with agentless visibility and control of traditional and non-traditional devices, including physical and virtual infrastructure, PCs, laptops, tablets, smartphones and the latest IoT devices, the instant they connect to the network. Their technology continuously assesses, remediates and monitors devices and works with disparate security tools to help accelerate incident response, break down silos, automate workflows and optimise existing investments.



Gigamon



Gigamon delivers network visibility and analytics for digital applications and services across physical, virtual and cloud infrastructure, enabling organisations to run fast, stay secure and innovate. Since 2004, Gigamon has been awarded over 75 technology patents and enjoys industry-leading customer satisfaction with more than 3,000 organisations around the world, including over 80 percent of the Fortune 100 and the majority of the world's Top 10 banks, healthcare providers, technology companies, mobile operators and government agencies. Gigamon and their Technology Partners seek to provide the most flexible and efficient joint solutions, that allow you to maximize the effectiveness of your investment in infrastructure and tools, to achieve the positive business outcomes your customers are looking for. Gigamon Technology Partners within the Exclusive portfolio include LogRhythm, Imperva, Fortinet, Palo Alto, Forescout, Nutanix and Exabeam.



Imperva



Recognised by industry analysts as a cybersecurity leader, Imperva champions the fight to secure data and applications wherever they reside. In today's fast-moving cybersecurity landscape, your assets require continuous protection, but analysing every emerging threat taxes your time and resources. For security to work, it has to work for you. By accurately detecting and effectively blocking incoming threats, we empower you to manage critical risks, so you never have to choose between innovating for your customers and protecting what matters most. At Imperva, we tirelessly defend your business as it grows, giving you clarity for today and confidence for tomorrow. Imperva - Protect the pulse of your business.



Netskope



Netskope is the only security vendor that accelerates your digital transformation journey with a proven security platform that is data-centric, cloud-smart, and as fast as your business. The Netskope Security Cloud provides unrivalled visibility and real-time data and threat protection when accessing cloud services, websites, and private apps from anywhere, on any device.

The rapid adoption of cloud apps, services, and mobile devices has resulted in data going to places where traditional security technology is blind. Netskope takes a data-centric approach to cloud security, following data everywhere it goes. From data created and exposed in the cloud to data going to unmanaged cloud apps and personal devices, Netskope protects data and users everywhere.



Cybersecurity Solutions

Palo Alto Networks



Palo Alto Networks, Inc. The world's cybersecurity leader

Secure the Enterprise.

Secure the Future.

Secure the Cloud.

Palo Alto Networks' Security technologies give 60,000 enterprise customers the ability to protect billions of people worldwide. Palo Alto Networks' mission is to be the cybersecurity partner of choice, protecting our digital way of life and striving to provide the technology teams need to improve competitiveness and increase security in our rapidly changing world.

Innovation is at the heart of what Palo Alto Networks do. Their next-generation firewall delivers visibility and control over applications, users and content within the firewall using a highly optimised hardware and software architecture.

At the core is the data lake that stitches together data across network, branch, mobile, SaaS and public cloud environments. This allows for a prevention first approach with a highly targeted detection, investigation and response capability, turning analytics into action to stop attacks.



Proofpoint



Proofpoint helps the most successful companies in the world protect and govern their most sensitive business data. Proofpoint is a Leader in Secure Email Gateways and Enterprise Information Archiving, delivering an integrated suite of on-demand data protection solutions spanning threat management, regulatory compliance, data governance and secure communications—all of which are based on a common security-as-a-service platform.



Silver Peak



Geographically distributed enterprises view the cloud and wide area network as critical to connecting users to applications. Strategic IT leaders are under pressure to balance the complexities of managing legacy Infrastructure while accelerating the migration to the cloud – which can compromise their effectiveness. Silver Peak offers a complete range of best-in-class hardware, software and cloud-based SD-WAN solutions that provide secure and reliable virtual overlays to connect users to applications, with the flexibility to use any combination of underlying transport without compromising application performance. This results in greater business agility and lower costs.



Thales



Thales is a provider of data protection, securing and protecting organisations' most valuable data assets and intellectual property. Thales authenticate people, transactions and objects, encrypt data and manage that encryption securely. Enterprises and government agencies trust Thales to protect and control access to sensitive data, manage risk, ensure compliance, and secure virtual and cloud environments and the same products are equally as applicable for every company.



Exclusive Networks Global Services

Exclusive Networks Global Services provides multi-vendor professional and technical services that enable reseller partners to add significant value throughout every stage of the customer lifecycle. From pre-sales consultancy, training and logistics, through to project management, implementation, 24/7 support and a host of monitoring, alerting and reporting services, any part of Exclusive Networks Global Services' comprehensive offering can be leveraged on a global or local basis. Our engineer-staffed technical assistance centres, accredited training centres and logistics hubs provide round-the-clock access to unique skills with on-the-ground reach into over 100 countries worldwide. Exclusive Networks Global Services are orchestrated from Exclusive Networks 24/7 Support Centre in Alton, Hampshire. The result? With Exclusive Networks Global Services, you have the power to sell, implement and support client projects on the scale of a major 24/7 value added service and technology operation, but without the time and operating cost overhead.

Arista Networks



Arista Networks pioneered software-driven, cognitive cloud networking for large-scale data centre and campus environments. Arista's award-winning platforms, ranging in Ethernet speeds from 10 to 400 gigabits per second, redefine scalability, agility and resilience. At the core of Arista's platform is the Extensible Operating System (EOS™), a ground-breaking network operating system with single-image consistency across hardware platforms, and modern core architecture enabling in-service upgrades and application extensibility.



Cloudian



Cloudian turns information into insight with an infinitely scalable platform that consolidates, manages and protects enterprise data. Cloudian Enterprise Object Storage brings cloud technology and economics to the data centre with uncompromising data durability, intuitive management tools and the industry's most compatible S3 API. Cloudian and its ecosystem partners help Global 1000 customers simplify unstructured data management today, while preparing for the data demands of AI and machine learning tomorrow.



Rubrik



A modern approach to backup and recovery.

Rubrik has developed the world's first converged data management platform to deliver web-scale backup for virtual environments. Turning a multi-billion-dollar market on its head by redefining the possibilities, processes and economics of data management, Rubrik's technology eliminates the need for backup software, and realises the full potential of cloud storage.



Driving **success** for **vendors and partners** through:





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