



EXCLUSIVE
GLOBAL
DEAL DESK

It's
what
connects
us



Why we're here to help

Our globe is an exciting place to do business. Still barriers to break. Connections to make. Global business affects us all. But with such scale often comes risk.

Navigating global business can be difficult. On top of different languages, cultures, currencies and time zones, there are also different laws, policies, politics, and economies to contend with.

It's what makes global cybersecurity deals more complex and difficult to manage.

Added to this, deal values are increasing along with project scope. Sales cycles are lengthening, too. Customer decision-making units are more diverse, and many teams lack the right skills and specialisations they need for global co-ordination and deployment.

Global business comes with these unique challenges. But managed right, it can also be a huge opportunity for growth. To accelerate global deals, exceed quotas and create happy customers, you need to act quickly and efficiently with conviction in this fast-paced and competitive world.

That's where we come in.

Together, we can:

Bring certainty to the excitement of taking your cybersecurity deal-making global.

Extend our capabilities across our world.

Beat the competition across distant playing fields.

Speak in many languages, but with **just one voice.**

What connects us



We're Exclusive Global Deal Desk. Here to help you level up and live up to your full potential.

To quickly build and execute truly global deals. To help you make commitments and promises to your biggest prospects and customers, anywhere in the world, and keep them with confidence.

We are the pivot around which global deals revolve at Exclusive Networks. Your single

focus for creating quotations, accessing expert professional services, harnessing powerful logistics and on-the-ground technical expertise smoothly, anywhere in the world.

We're committed to acting globally. To being responsive and transparent. To orchestrating our wide networks and deep local resources to create seamless global sales and support experiences for you. Together, we are unbeatable. Wherever it matters to you, we are there.

Exclusive Global Deal Desk is what connects us.



How Exclusive Global Deal Desk works

Exclusive Global Deal Desk is a specialist concierge-style service designed to help you thrive in global business.

It's an expertly connected single point of contact with the ability to answer all your questions - global tax, local billing, compliance, freight, discounting, logistics to the intricate facets of consulting and technical services - so you can confidently land your deal and fulfil it while helping global customers navigate every stage of their technical lifecycle from pre-sales and deployment to training and ongoing support.

Here's how it works.

Exclusive Global Deal Desk regional leaders are the cornerstone of communication and decision-making at Exclusive Networks. We work our magic to understand customer needs, shape deals with global services, bring all the key players together, and make sure risks and issues are kept in check throughout the deal cycle.



Faster closure of large and complex deals



Increased success rates and deal sizes



An enhanced customer experience



Going beyond the scope of a traditional distributor, Exclusive Networks adds value throughout the entire IT lifecycle. It's this commitment that gave rise to the Exclusive Global Deal Desk - your go-to team for orchestrating global deals. We collaborate seamlessly with subject matter experts across multiple teams to ensure a smooth process that not only saves you valuable time but presents everyone involved an opportunity to win.

Wherever your business is unfolding, Exclusive Global Deal Desk has got your back. Dedicated to streamlining the deal-making process, we're ready to assist you in making the deal global and ensuring its success whenever and wherever you need us.

Sales Coordination

When it comes to global deals, communication is key. Exclusive Global Deal Desk is the central point of coordination between Exclusive Networks, vendor, and partner sales teams. Think of us as the expert fixers, connecting global deal desks or equivalent contacts.

We provide valuable sales guidance and support for your deal from start to finish.

We help set things in motion, define the scope of work, manage pricing, discounts, and quotes. As the global deal progresses, we handle objections, keep everything on track, and provide detailed reports.

And when it's time to handle orders, we've got it covered, ensuring that data integrity is maintained throughout.

Trade Legal, Compliance, Tax & Financing Solutions

Working deep into the detail of each global deal, Exclusive Global Deal Desk liaises with our legal, compliance, tax and finance solutions experts. From negotiating, Terms and Conditions to, financial engineering, central and local invoice structuring, and contract management.

Supply Chain & Logistics

Exclusive Global Deal Desk ensures all import, export, customs, and duties are managed. We coordinate global and local fulfilment, and take care of warehousing, delivery tracking, staging, technical testing, and asset tracking. Our supply chain and logistics capabilities include:

- 4 major logistics hubs across the USA, Netherlands, UAE, and Singapore
- Customs Foreign Trade Zones
- Carrier management
- Staging in transit
- 40+ warehouses worldwide
- Advanced storage and rapid deployment capabilities in 900 pickup/drop off points worldwide

Global Consulting and Professional Services

Exclusive Global Deal Desk works hand in hand with our regional services operations and Exclusive Global Solutions teams to provide consulting and professional services, producing Statement of Works, coordinating delivery, and gathering customer satisfaction feedback, all tailor-made for the customer.

To ensure first class service, we have a team of over 600 skilled Exclusive engineers, as well as a network of over 10,000 trusted third-party engineers spread across the globe. You can count on our expertise to get the job done right. Plus, we always maintain a skilled bench, ready to step in and provide instant capabilities whenever needed.



Digital Distribution

Our Exclusive Digital Deal Desk thrives on a digital approach. Automation helps us get rid of repetitive tasks, gives us a clearer view of global deals, and boosts collaboration.

We further enhance operations with EDI integrations in our core business systems. This reduces any unnecessary obstacles in our digital operations. And our user-friendly customer portal - Exclusive Access - is there to make life even easier, giving you self-service access to all the day-to-day information you need.

Exclusive Access features include:

- Order tracking
- Stock checks
- Quote browsing
- Invoice viewing

When it comes to our global lifecycle services, we've got you covered. Here are the technical lifecycle services we cover:



Assess

- Technical Pre-Sales Support
- Demo, Pilot and POC
- Security Audits
- Configuration Assessments
- Wireless Surveys



Design

- Technical Workshops
- High and Low-Level Designs



Deploy

- Pre-Staging
- Managed Deployment
- Installation and Configuration



Support

- 24x7 Premium Support Centre
- 24x7 Networks Operations Centre
- Managed Security Services
- Engineer Onsite



Educate

- Authorised Training Centre



Optimise

- Healthchecks





Connect with us

Choosing Exclusive Global Deal Desk means you can secure swift and effective global deals and roll out deployments across continents. We make the process simple, seamless, and fast.

To accelerate your global deals, connect with us at:

globaldealdesk@exclusive-networks.com

For vendors & partners

- ▶ You're responsible for selling to multi-national customers with global presence.
- ▶ You're dealing with big brands, so you need a distributor that prioritises customer experience and understands global business.
- ▶ Someone who can orchestrate a deal on your behalf to help save you time. A single point of contact who'll make it easy for you and will move fast to get you the answers you need.
- ▶ Someone who talks the right language, understands local billing and taxation, professional services, compliance, freight, logistics - all the complex moving parts needed to move goods from place to place and have them up and running smoothly, right on time and budget.
- ▶ You need someone you can go to and say, "We need to get this product into Turkey, Thailand and Tanzania, with 24x7 support and training by the end of next month", and they'll just get it, and sort it.

If you're looking for the right distributor with the right skills in the right places to support the growth of your global business, then Exclusive Global Deal Desk is for you.

www.exclusive-networks.com

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