Brand Guidelines





Contents

1. We Are Exclusive Networks

2. Our Brand

People & Culture	5
L'Esprit Exclusive	6
Our Vision	7
Our Mission	8
Value Proposition	12
Brand Personality	10

3. At Our Core

Our Brand Values 11-22

4. Tone of Voice

Strong Words	23
Powerful Message	24
Authoritative	25
Confident	26
Creative	27
Creating Copy	28-31

5. Visual Identity

Our Logo	33
Logo Variants	34
Exclusion Zone	35
Restrictions	36
Dual Branding	37

6. X Identity

Identity	38
X Idents	39
Download Artwork	40
Colour & Gradient	41-42
Restrictions	43
X Layouts	44

7. Colour Palette

Our Colours	47
Gradients	48
Application	49

8. Brand Typography

Typeface	51
Hierarchy	52
Stats & Quotes	53

9. Bold Statements

Image Based	55
Using Gradients	56

10. Our Imagery

Correct Imagery	58
Incorrect Imagery	59
Image Application	60

11. Our Iconography

lcons library	62
Alternative Colour	63
Using General Icons	64

12. Print & Publications

Stationery	66-67
Documents	68-69
Posters	70
Banners	71
Pull-Up Banners	72
Signage	73
Tickets/Lanyards	74
Exhibitions	75

13. Digital Media

Online Advertising	77
Social Media imagery	78-80
Presentations	81-84
Websites	85-86



We Are EXCLUSIVE



Specialist in trusted digital infrastructure



Most relevant – partners and technology ecosystem



Global-scale – Complete geographical coverage



Distribution services provider with Services 1st ideology

3



Talented and highly skilled team

We Are Exclusive Networks Exclusive Networks Brand Guidelines



Our B146 Market Control of the contr



Culture.

We are a people-driven business with a strong sense of place in the world. We know who we are, why we exist, who we serve and why we matter to them. Our unique culture defines us and fuels our relentless quest for growth. Growth of our people, our partners, our ambition and our business.

The Exclusive Networks brand has been at the centre of our business since being founded in France in 2007. Since then we have expanded – first throughout Europe, then into Africa, the Middle East, Asia-Pacific and North America – to become a highly successful global organisation.

This rapid and unprecedented market success brought with it expansion into distinct specialisms and service offerings to address the growing needs of our customers, partners and other stakeholders.

Today, the Exclusive Networks brand enables our global family to speak with one voice, and reflects our vision, competencies and unique value.





Our values are embodied by 'L'Esprit Exclusive' – the spirit of Exclusive – and defined by our continuing commitment to be disruptive, challenging, bold, brave and curious. Dare to be different!

DOWNLOAD LOGO ARTWORK

Our Brand



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



The globally trusted digital infrastructure specialist, driving the transition to a 'totally trusted' digital world.



Boilerplate

Exclusive Networks is the global trusted digital infrastructure specialist driving the transition to a totally trusted digital future for all people and organisations.

Our distinctive approach to distribution gives partners more opportunity and more customer relevance. Our specialism is their strength – equipping them to capitalise on rapidly evolving technologies and transformative business models.

The Exclusive Networks story is a global one with a services-first ideology at its core, harnessing innovation and disruption to outstrip market growth. With 50+ offices across five continents and presence in over 100 countries, Exclusive Networks has a unique 'local sale, global scale' model, combining the extreme focus and value of local independents with the scale and service delivery of a single worldwide distribution powerhouse.



At the core of Exclusive Networks are vision and skill. These ideas underpin the brand and are fundamental to its personality.

At all times, Exclusive Networks is a specialist that is unique, trusted and confident. The brand is straightforward and agile. Exclusive Networks has no time for gimmicks.



At OU

At Our Core

Exclusive Networks Brand Guidelines



We Are Trusted

At Our Core Exclusive Networks Brand Guidelines





MEARE



At Our Core



WeAre













At Our Core Exclusive Networks Brand Guidelines



We Are





At Our Core Exclusive Networks Brand Guidelines





We Are



We Are Good Good







Trusted.



Me

We Are

We Are Structured to the state of the state



We Are
Me Are

Exclusive Networks Brand Guidelines



Strong Market Color Col

Our brand is strong, confident and disruptive. Words are key to how we portray ourselves, and the style of writing should reflect this.



Powerfu

It isn't just what we say about Exclusive Networks that's so important – it's how we say it. Our tone of voice should always be authoritative, confident and creative.



Authoritative

This means professional, but not necessarily 'formal'. We are a major global business, and our customers and partners rightly expect us to present ourselves accurately and diligently. Poor grammar, spelling errors and inconsistent use of the brand all reflect badly on the reputation of Exclusive Networks.

Tone Of Voice



confident

We are experts and specialists. We have a unique business approach that continues to lead us to unprecedented market success. The result of this should be a confident and direct way of expressing our business value. So be concise, where possible. Don't use 100 words when 10 will do.



Creative

Our creativity and passion for change is deeply embedded in our DNA, and this should be expressed in our tone of voice. We have a track record of entrepreneurial flair and being disruptor's. Use human language rather than business jargon – say sentences out loud before committing them to paper.

Tone Of Voice



Be Direct

Exclusive Networks is a global brand that needs to communicate it's message in a concise and clear way. Sentences need to be structured so they are short and to the point. As we operate around the world this will also help the message to be translated.

Here is an example of how this style of writing should be applied to our marketing collateral.



Correct

Consumers prioritise high quality customer experience.



Incorrect

Using our leading capabilities in technology consumption we have access to a plethora of customer insight which tells us that consumers are more likely to opt for services that provide a high quality customer experience.

Tone Of Voice

No Jargon

When describing technology we should always avoid technical language which can be difficult to understand. We should explain in a clear way without dumbing down our offering.

An example of this is applied here.



Exclusive offers three key solutions:

- SaaS Vendor subscription resold with the full flexibility offered by the vendor
- 2. Transformed SaaS 1 3 year subscriptions converted to monthly or quarterly plans
- 3. HaaS hardware subscriptions available on monthly or quarterly plans



Incorrect

Exclusive offers SaaS, HaaS and transformed SaaS.



No Clichés

We don't use gimmicks or clichés. Why follow the herd when we pride ourselves on being disruptive and different to the norm.

An example of this is applied here.



Correct

Our success as a business depends on you achieving your goals. Therefore, we've built our operation around your needs.



Incorrect

We're only in business because you are – our business succeeds when your customers succeed.

Tone Of Voice



cet Real

We don't use complex terminology but language that is practical and simple and engages with our audience in a realistic way.

An example of this is applied here.



Correct

Transforming to a subscription-based business model is simple. Here are the key steps you need to take in order to achieve your goal:

- 1. Focus your offering on technical expertise and customer intimacy rather than finance and operations
- 2. Reduce workload and operating cost
- 3. Develop a predictable revenue stream



Incorrect

There are many different ways that might work to fulfil your goal of a subscription-based business model and a variety of features available on Exclusive that can help you do this.

31

Tone Of Voice Exclusive Networks Brand Guidelines





Our Logo

DOWNLOAD LOGO ARTWORK

The Exclusive Networks logo is comprised of the X icon and the words EXCLUSIVE NETWORKS.

The two versions shown here are the two options available for use dependant on its application.
The full-width logo should always be used but where necessary or due to layout restrictions the stacked version can be applied.

The Primary colour version should always be used but where this is not possible due to print restrictions the single colour version can be used.

Primary Full Colour



Single Colour Purple



Stacked Version



Stacked Version



Visual Identity Exclusive Networks Brand Guidelines



Logo Variants

The Exclusive Networks logo has the strongest visual impact when

used on a white background. The preferred usage is in full colour.

For reproduction when the main full colour logo or the single colour purple logo cannot be used please use black or the reverse logo.

When the logo is being used on coloured or gradient backgrounds the reversed logo should be used.

Single Colour Black



Coloured backgrounds



Reversed Logo



Gradient



34

Visual Identity Exclusive Networks Brand Guidelines



Exclusion Zone

Across all marketing collateral, the logo should have an exclusion zone applied to it to stop other graphics and images clashing with it.

The clear zone around the logo should always be taken from the height of the Exclusive Networks part of the logo. This rule can be applied to all sizes and variants of the logo. When applied a clear zone around the logo gives it breathing space and prevents logo misuse.

Minimum Clearance Zone



Visual Identity Exclusive Networks Brand Guidelines



Restrictions

It is important that the Exclusive Networks brand is communicated consistently. Therefore the logo should not be altered.

Please DO NOT...

- a) Change the colours
- b) Alter the proportions of the logo's elements
- c) Re-arrange the logo's elements
- d) Change the fonts
- e) Rotate the logo
- f) Position the logo on a complex background (unless a heavy colour overlay effect has been applied)













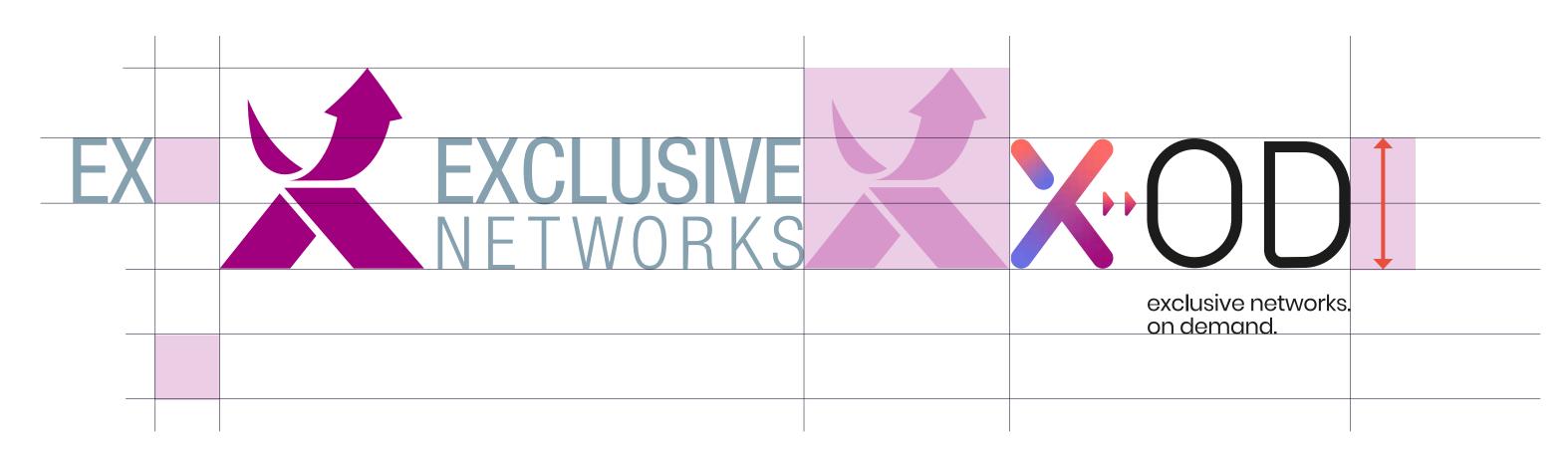


Dual Branding

Dual Branded Layout

The Exclusive Networks logo can be used in conjunction with other Exclusive brands or with vendor specific branding.

Please follow the guidelines here that describe how the rules should be applied.



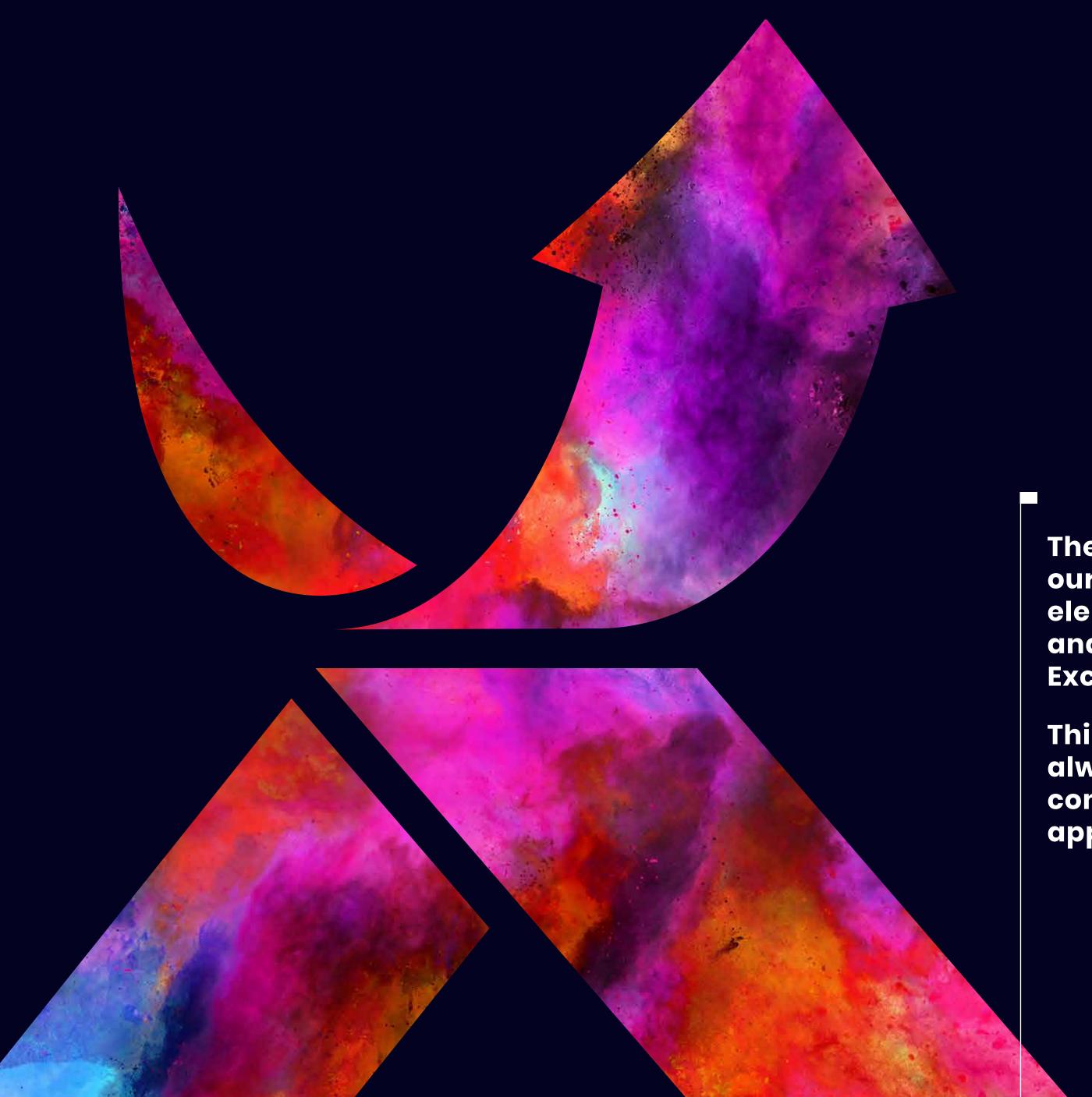
The x can be used for the minimum distance between the two logos. More distance can be applied dependant on the dimensions of the publication, or digital media asset.

The maximum height of the logo should never exceed the full height of "Exclusive Networks".

37

Visual Identity Exclusive Networks Brand Guidelines





The Exclusive X encompasses our brand dynamics. It is the core element of the brand identity and is instantly recognisable as Exclusive Networks.

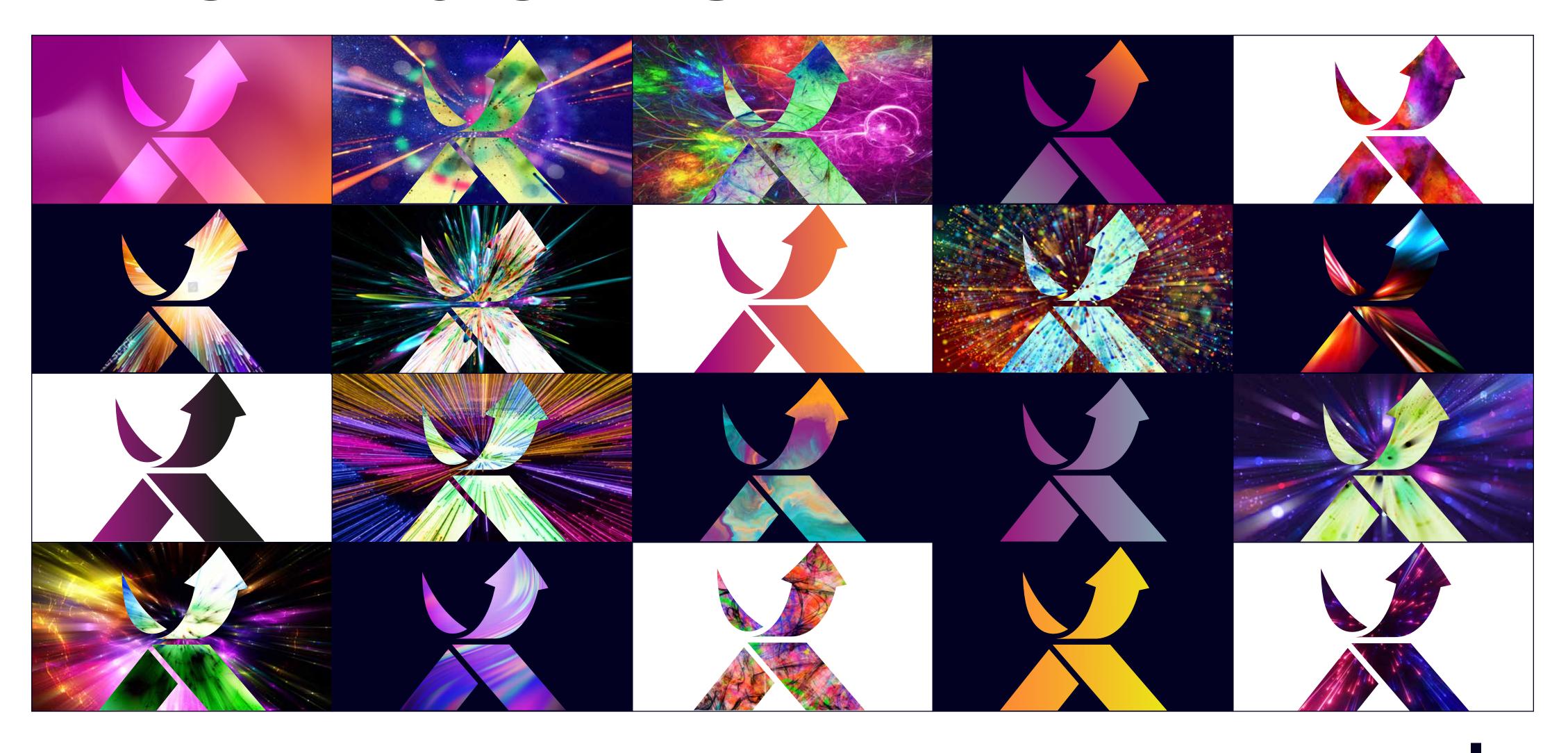
This powerful symbol should always be used in a bold and confident way. The following applications show it in use.





The X Idents

DOWNLOAD THE X IDENTS



X Identity Exclusive Networks Brand Guidelines

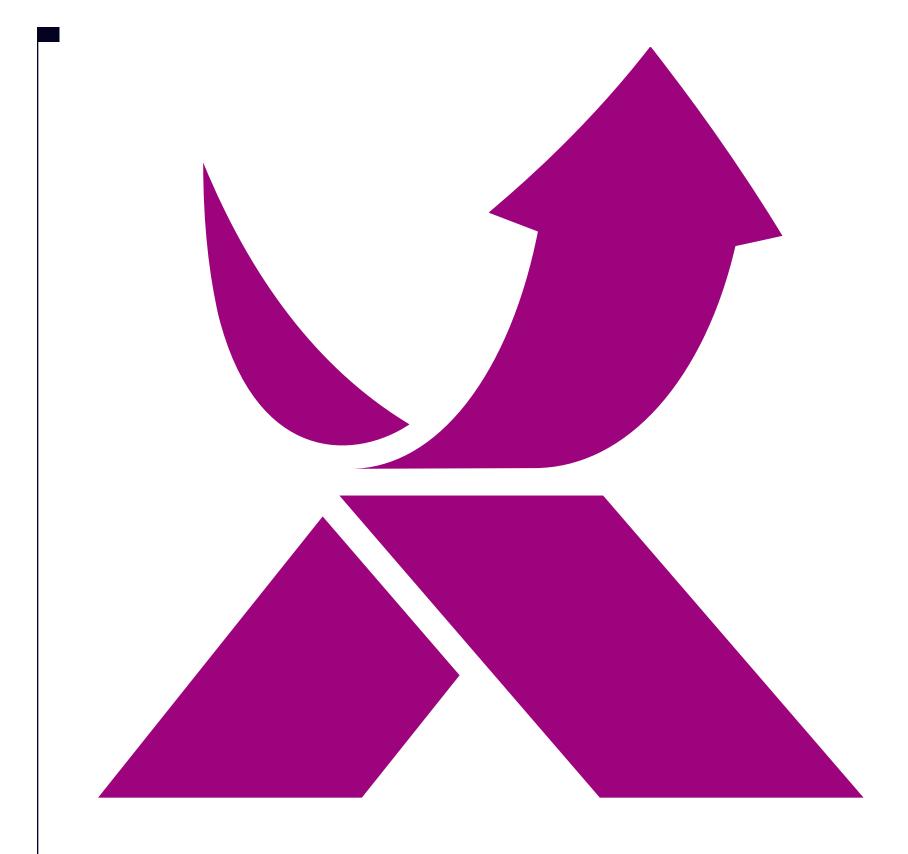


Gradients from within the colour palette can be applied to the X to create a vibrant and strong visual presence.



Colour & Gradient

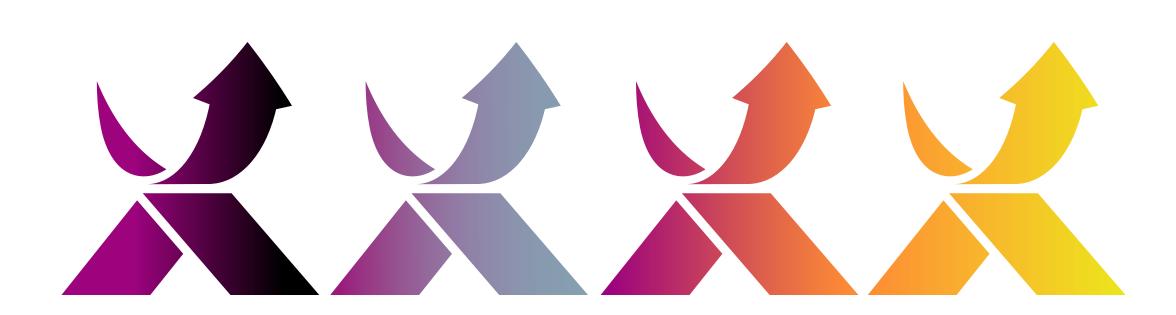
Primary Colour



Colour Variants



Gradient Versions



X Identity

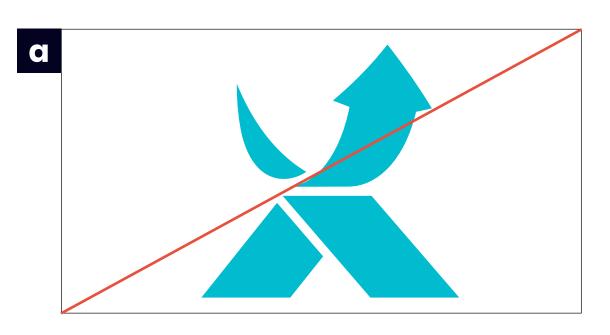


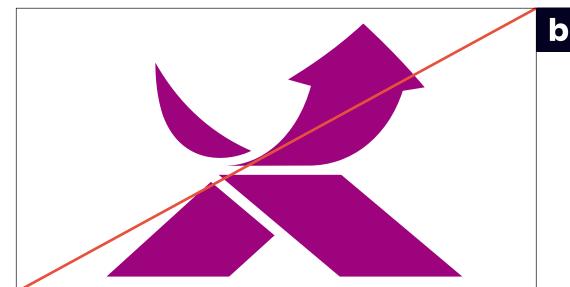
Restrictions

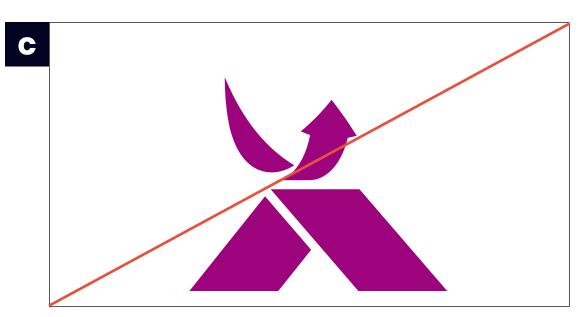
Our X Identity is a key element to our brand and its visual apperance should never be altered. Below are the rules that should be adhered to.

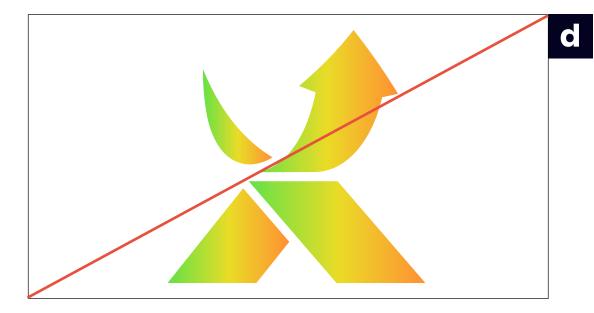
Please DO NOT...

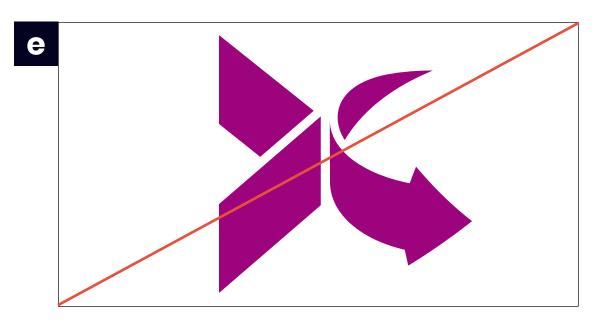
- a) Change the colours to anything other than specified.
- b) Alter the proportions of the logo's elements
- c) Re-arrange the logo's elements
- d) Change the gradient
- e) Rotate the logo
- f) Position the logo on a background that has the same gradient colour within it.

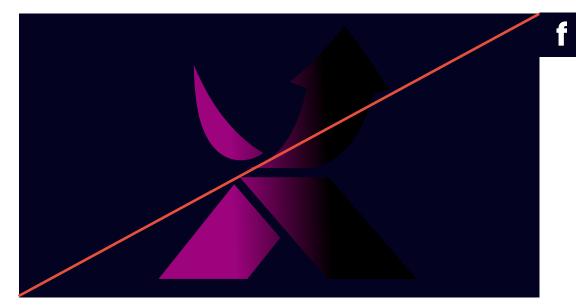














X Layouts

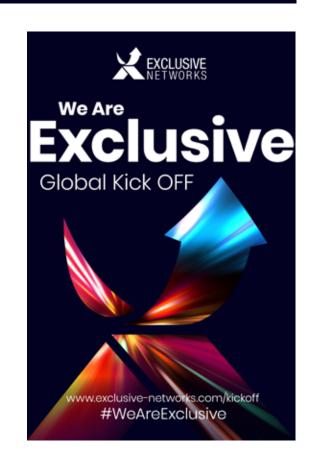
Posters

The X Idents can be used across marketing collateral and give any layout a strong brand identity and visual presence.

Our X Idents backgrounds and gradients can be used in a playful way and can interact with other elements within a layout. However you must not create any new X Idents and you must always use the artwork supplied.

The X can be resized within the background but must never be reduced to less than 30% of the total layout. Examples of how the X can be used in layouts is shown here.

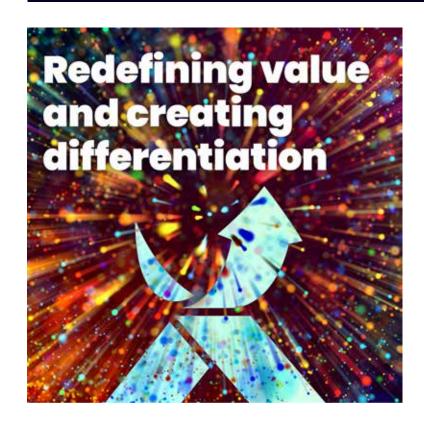


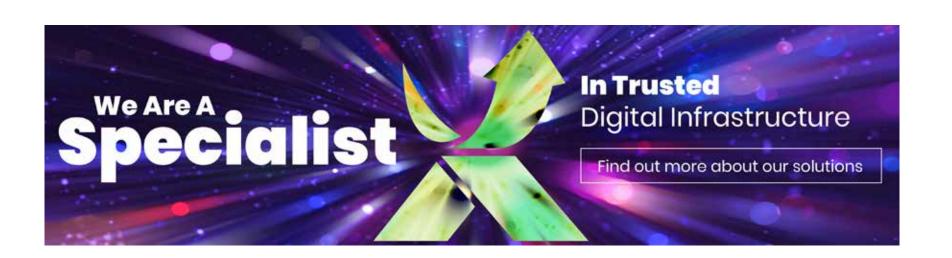


Brochure Spread



Social Media Posts And Online Advertising





X Identity Exclusive Networks Brand Guidelines







Our Colours

The brand colour palette has been carefully selected to distinguish Exclusive Networks from its competitors. Consistent use of these colours ensures brand recognition, even without logos and other recognisable brand elements.

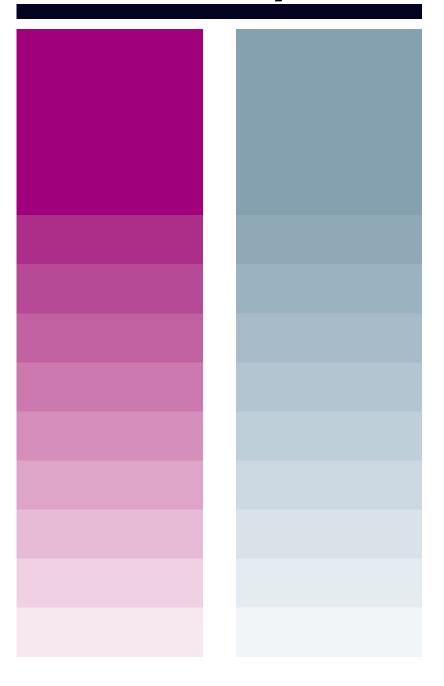
Primary Colours

All Exclusive Group communications should make use of the main corporate colours, Purple and Silver. Used consistently, the primary colour palette plays a key role in distinguishing our identity. To maintain consistency please use the colour references detailed here. Percentage tints of these colours can also be applied.

Secondary Colours

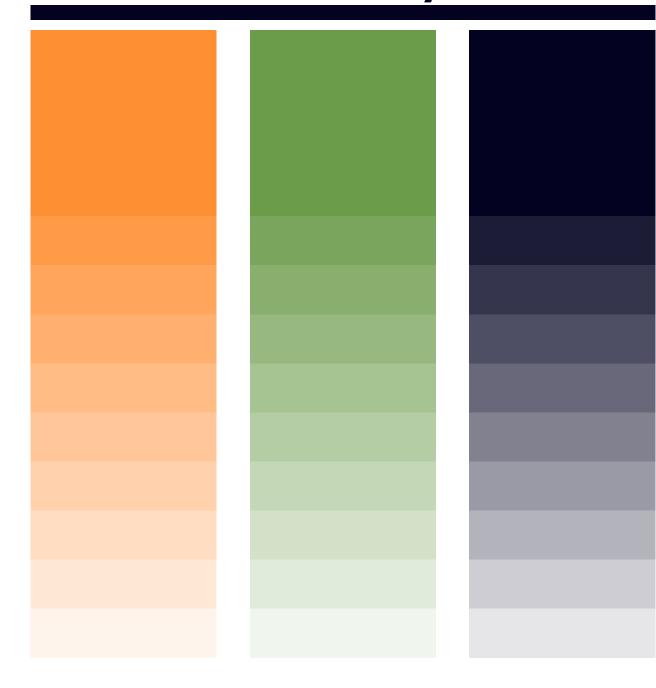
The secondary colour palette has been chosen to complement Exclusive Group's corporate colours. These colours should not dominate the colour of a particular design, they should only be used to supplement the primary colour palette.

Primary



Exclusive Purple	Exclusive Silver
PANTONE: 2415 C	PANTONE: 5493 C
CMYK: 47 / 100 / 4 / 1	CMYK: 52 / 27 / 25 / 5
RGB: 156 / 2 / 125	RGB: 131 / 159 / 173
HEX: 9C027D	HEX: 839FAD

Secondary



Exclusive Orange	Exclusive Green	Exclusive Ink
PANTONE: 715 C	PANTONE: 7489 C	PANTONE: 282 C
CMYK: 0 / 49 / 83 / 0	CMYK: 64/13/86/1	CMYK: 100 / 90 / 50 / 80
RGB: 255 / 153 / 51	RGB: 106 / 165 / 75	RGB: 3 / 2 / 33
HEX: FF9933	HEX: 6AA54B	HEX: 030221

Colour Palette Exclusive Networks Brand Guidelines



Gradients

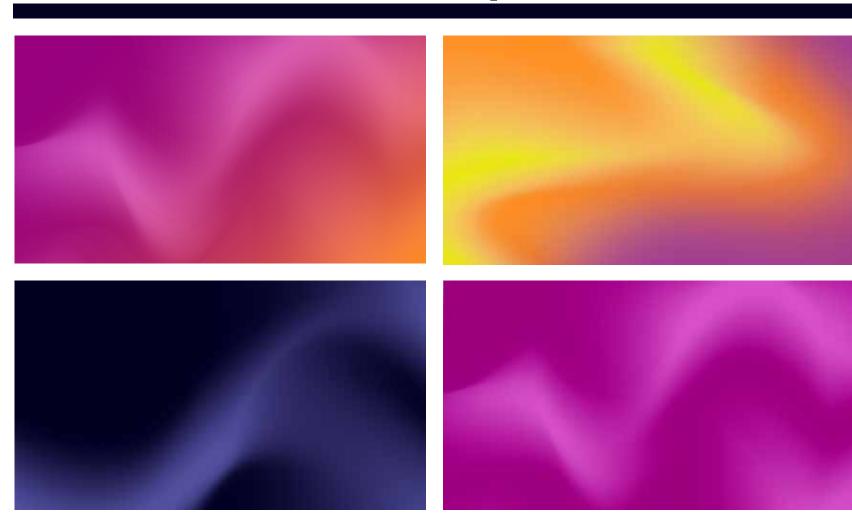
Gradients can be used for backgrounds and colour within typography and bold statements.

We have developed various levels of gradients to be used across both print and digital media for this purpose.

Primary gradients are to be used for backgrounds and key information areas. Secondary gradients can be applied as backgrounds and used within typography.

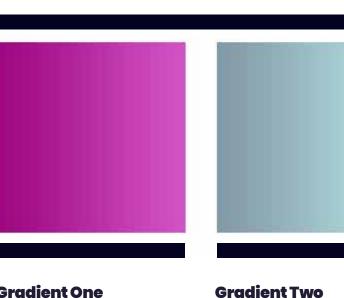
Full colour breakdowns are referenced with each particular gradient and these must be adhered to.

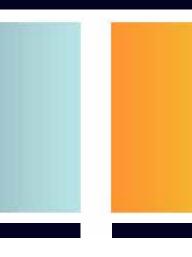
Primary

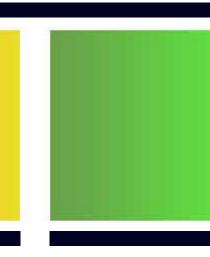


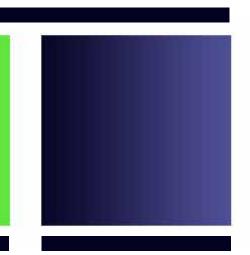
Artwork for primary gradients are available to be supplied.

Secondary









Gradient Five

Gradient One	
СМҮК:	47 / 100 / 4 / 1 – 26 / 75 / 0 / 0
RGB:	156 / 2 / 125 – 213 / 88 / 201

HEX: 9C027D - D558C9

CMYK: 52/27/25/5-25/0/10/0 **RGB:** 131 / 159 / 173 -187 | 223 | 223 **HEX:** 839FAD – BBE9E9

Gradient Three CMYK: 0/49/83/0-**RGB:** 255 / 153 / 51 -

Gradient Four 12/2/96/0 232 / 226 / 38

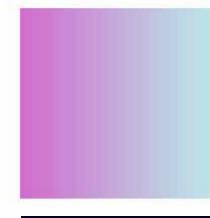
CMYK: 64/13/86/1-**CMYK:** 100/90/50/80-57/0/100/0 **RGB:** 106 / 165 / 75 -**RGB:** 3/2/33-93 / 235 / 61

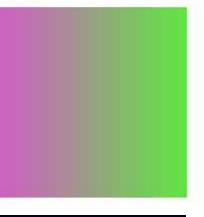
HEX: 030221 – 54549E













79 / 76 / 4 / 1

84 | 84 | 158

Gradient Six

CMYK: 0/49/83/0-47/100/4/1 -25/0/10/0

RGB: 255 / 153 / 51 -156 / 2 / 125 -187 | 223 | 223

HEX: FF9933 - 9C027D **–** BBE9E9

Gradient Seven

CMYK: 47/100/4/1 -0/49/83/0 **RGB:** 156 / 2 / 125 -

255 / 153 / 51

Gradient Eight

CMYK: 26/75/0/0-25/0/10/0 **RGB:** 213 / 88 / 201 – 187 / 223 / 223 **HEX:** D558C9 – BBE9E9

CMYK: 26/75/0/0-57 / 0 / 100 / 0

RGB: 213 / 88 / 201 -93 / 235 / 61

Gradient Nine

HEX: D558C9 – 5DEB3D

Gradient Ten

CMYK: 47/100/4/1-100 / 90 / 50 / 80

RGB: 156 / 2 / 125 -3/2/33

Exclusive Networks Brand Guidelines Colour Palette



Application

Typography

Icons

Backgrounds

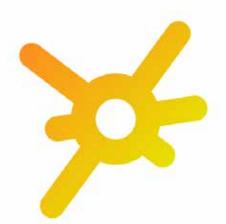
The gradients help bring our creative assets to life.

Examples contained within the page show how the gradients can be applied to typography icons and backgrounds.

Stay current

Flexible finance programme

Global services operations















Branc

Brand Typography Exclusive Networks Brand Guidelines

50



Typeface

Poppins is a sans serif typeface which is both elegant and bold. It's geometric shapes work in various weights and sizes giving layouts flexibility. Poppins is key to giving the brand strength and authority in all mediums.

Below are the various weights of Poppins that can be used in marketing collateral.

DOWNLOAD FONT

Pobblis

Poppins Black

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 0123456789£\$€+-*/=%"'#@&_(),.;:?!|

Poppins SemiBold

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 0123456789£\$€+-*/=%"'#@&_(),.;:?!|

Poppins Extra Bold

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 0123456789£\$€+-*/=%"'#@&_(),.;:?!|

Poppins Regular

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 0123456789£\$€+-*/=%"'#@&_(),.;:?!|

Poppins Bold

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 0123456789£\$€+-*/=%"#@&_(),.;:?!|

Poppins Light

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 0123456789£\$€+-*/=%"'#@&_(),.;:?!|

Brand Typography



Hierarchy

To ensure that the brand is consistent across all collateral, it is important that the various weights of the Poppins font family are applied correctly.

The hierarchy shown on this page should be followed when creating any asset for print or digital. All the various weights can be used in various sizes.

Bold Statement

Poppins Black

- **Headline** Poppins Extra Bold
- Intro Paragraph Poppins Bold
- **Body Copy** Poppins Regular
- **Subhead** Poppins SemiBold

Pull Quote - Poppins Light

Headline Font

Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat.

Ultrices eros in cursus turpis massa tincidunt dui. Nec nam aliquam sem et. A erat nam at lectus urna duis convallis.

Subhead Font

Sagittis nisl rhoncus mattis rhoncus. Senectus et netus et malesuada fames. Nibh cras pulvinar mattis nunc sed blandit libero volutpat sed. Habitasse platea dictumst quisque sagittis purus.

Arcu ac tortor dignissim convallis aenean et tortor at risus. Ultrices mi tempus imperdiet nulla malesuada. Tortor at auctor urna nunc id cursus. Aliquet sagittis id consectetur purus ut faucibus. Mus mauris vitae ultricies leo integer. Cras ornare arcu dui vivamus arcu felis bibendum ut. Enim sit amet venenatis urna cursus eget. Ultricies leo integer malesuada nunc vel risus commodo.

"Netus et malesuada fames ac turpis egestas sed tempus urna. Suspendisse sed nisi lacus sed viverra tellus in. Urna neque viverra justo nec ultrices dui. Blandit cursus risus at ultrices."

52

Brand Typography Exclusive Networks Brand Guidelines



Stats & Quotes

For important information within marketing collateral, we have developed various styles that can be applied to make them engaging.

Large pull quotes can use any of the gradients from the colour palette and are applied to give them more emphasis.

Statistics should use icons from the brand library and should be written clearly as shown.

Statistic Style











€2.4 billion revenue fy19

17% annual growth fy19

3,000+ talented people

Founded in 2003 in Paris Offices in 40 countries worldwide

53

Quote Style

This is a bold quote style.
This is a bold quote style.
This is a bold quote style.

This is a light quote style.
This is a light quote style.
This is a light quote style.

Brand Typography Exclusive Networks Brand Guidelines



Bold Statements

Exclusive Networks Brand Guidelines



Using Images

Bold Statements are key to the Exclusive Networks brand and should project knowledge and authority. These are to be used in-line with our tone of voice and should always use a strong and powerful message.

All bold statements use Poppins
Black and should never use any
other font weight. These should
always be written in sentence case.
Images can be applied to the focus
word as shown here.

Greater Opportunity







Using Gradients

Gradients from within the colour palette can be applied to a word within the headline or key statement.

Creating Differentiation

Global
Operations

Flexible FINCINCE



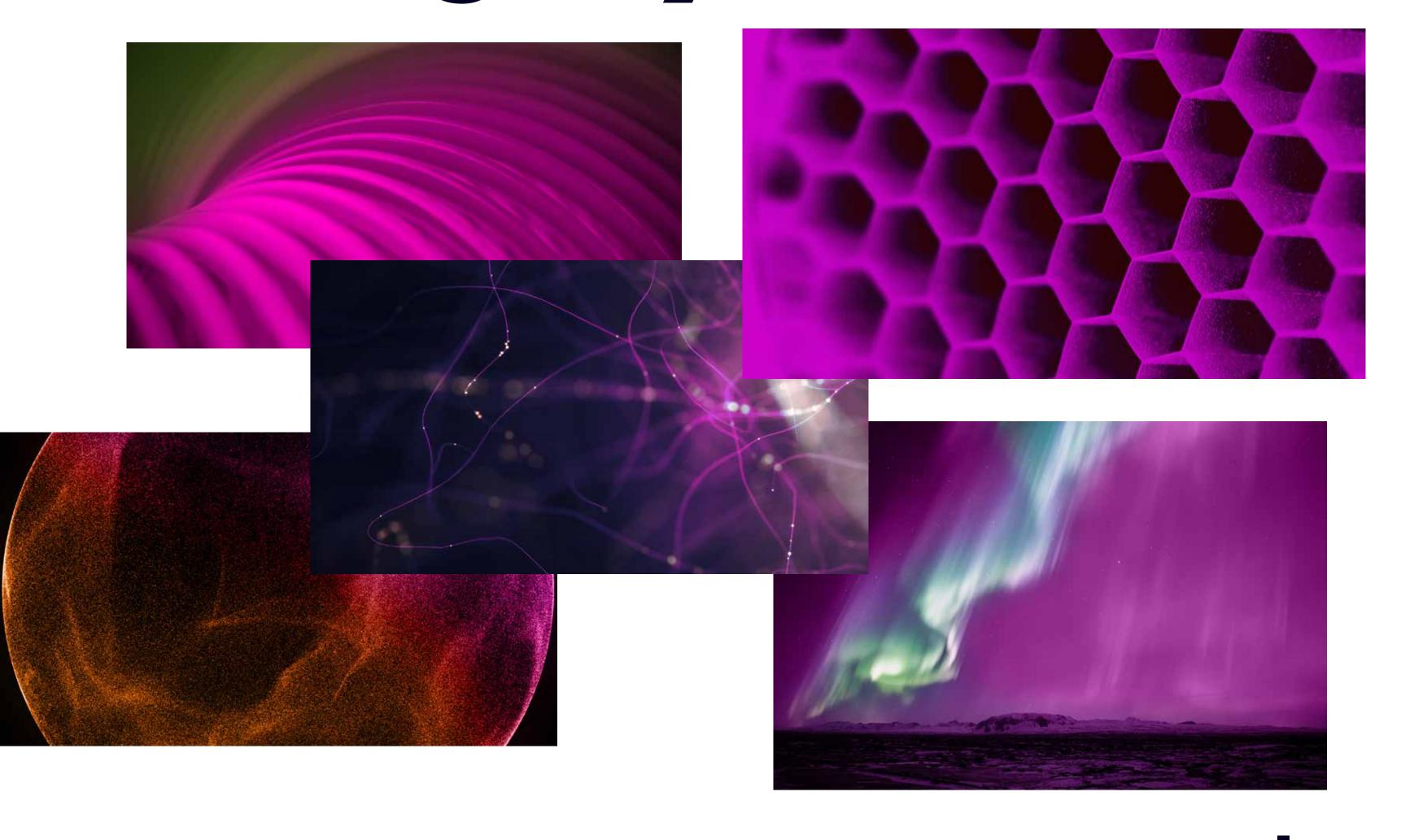


Correct Imagery

Our Imagery is strong and confident and should always represent our values. We are not stereotypical and all images should reflect our forward thinking.

We don't use standard stock concepts to reflect a topic such as server racks, computers or hackers. Our images should be thought provoking and intelligent but can also have a fun element to them.

Our images should be abstract and have a relationship to the topic and concept. Images should make the viewer think about the relationship between the words and image. They should always have a textural quality. All images should contain a brand colour with the EX Purple being the most dominant. Our gradients can also be layered over the images to give them a colour hue.



Our Imagery Exclusive Networks Brand Guidelines



Incorrect Imagery

Do not use images that are clichés of the subject or any layered photography with technical backgrounds.



Our Imagery Exclusive Networks Brand Guidelines

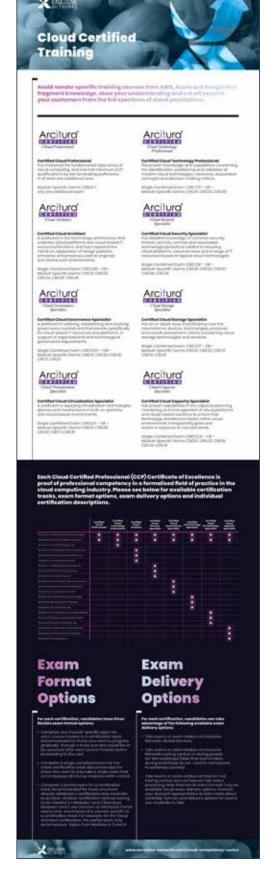


Image Application

Images are used to create dynamic layouts and to give emphasis to a particular section or topic.

The examples on this page show how images can be applied to individual tactics.

Single Page Documents





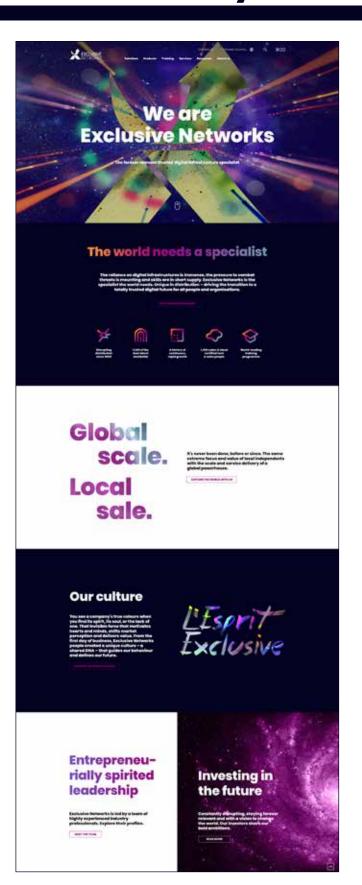
Presentation/PowerPoint







Website Layout



Our Imagery Exclusive Networks Brand Guidelines



Our Iconography Exclusive Networks Brand Guidelines

61



Icons

Our generic icons have been designed to represent various aspects of business, technology and solutions. They can be used as defined or they can represent and be applied to information with a similar message.

New icons can be added where required but must follow the design concept of being minimal and not over complex.

Icons represent business, technology and solutions





Resellers



Global



Home







Distribution/Shipping

Value

Buy











Technology Ecosystem

Growth/Double











Specialist



Cloud









Settings

Time/Schedule

GSO



Differentiation



Visionary

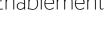
(V)

Cloud Competency





Renew



Solution



Subscription

Skilful















Subscription





Unified

Trusted

Disruptive





Training







Collection

Marketing



Recruitment

Support

Our Iconography

Exclusive Networks Brand Guidelines



Aternate Colour

Each icon can utilise the colour palette and can be displayed using the full range of gradients. The colours used must never clash with any backgrounds or images.

DOWNLOAD THE ICONS



Exclusive



Resellers



Global



Home

Acceleration

Skilful

Ŏ

Subscription



Distribution/Shipping

Direction arrow

Action

Settings

(P)



Value

Straightforward

田

Differentiation



Buy



Finance



Managed Services





Cybersecurity



Unified



Disruptive



As A Service



Subscription



Trusted



Technology Ecosystem

Specialist

G

Technical Support

Visionary

Cloud Competency





Cloud

Renew

Professional

Training













Marketing

Collection



Support



Time/Schedule Recruitment



GSO





Using Icons

Large Icons Within A Layout

Factual Icons

lcons are a strong visual asset to be used in layouts. However they must be used correctly and as shown.

With Gradients





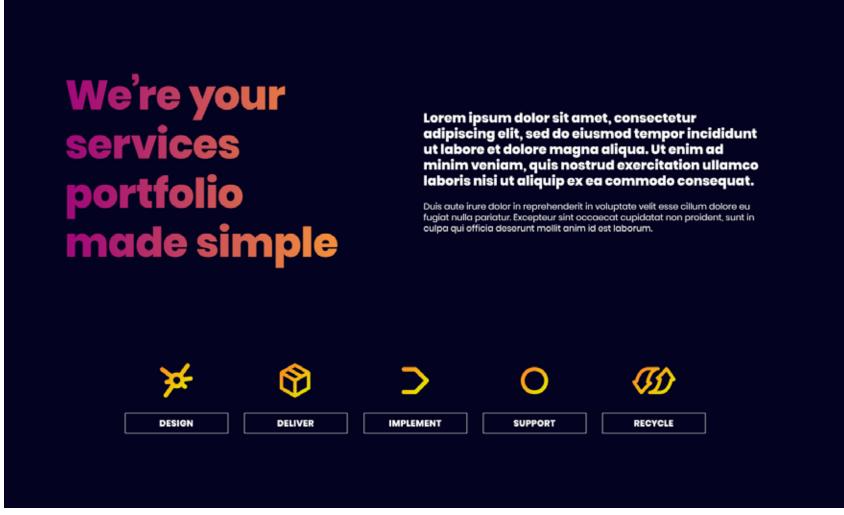












Our Iconography **Exclusive Networks Brand Guidelines**



Print Public Colons











Documents





Documents





Posters



We Are EXCLUSIVE Global Kick OFF

#WeAreExclusive



www.exclusive-networks.com/kickoff









#weareexclusive

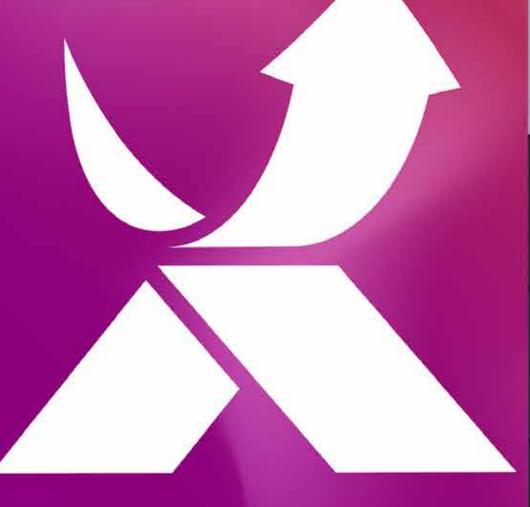
www.exclusive-networks.com





#weareexclusive

www.exclusive-networks.com









We can show you the way

EXHIBITION HALL

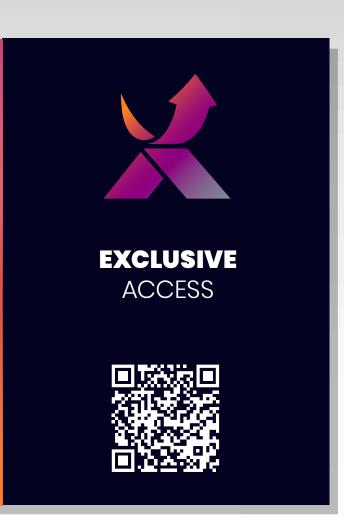
WC TICKETS REGISTRATION



Tickets & Lanyards



www.exclusive-networks.com/kickoff #WeAreExclusive









www.exclusive-networks.com/kickoff #WeAreExclusive







Exhibition booth









Online Advertising





Social Media Post Images

Facebook

(1200 x 628px / 1080 x 1080px)



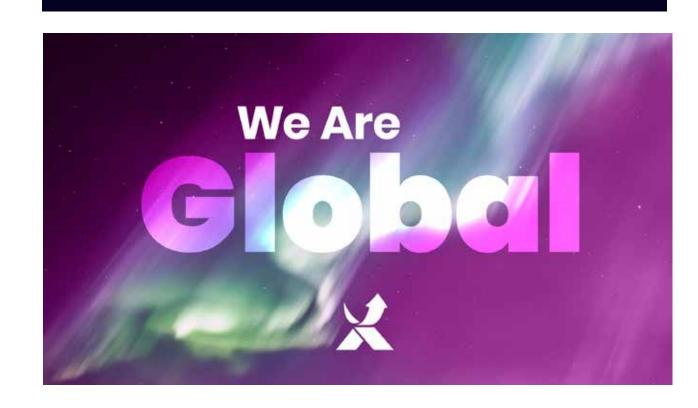
Instagram

(1080 x 1080px)



Twitter

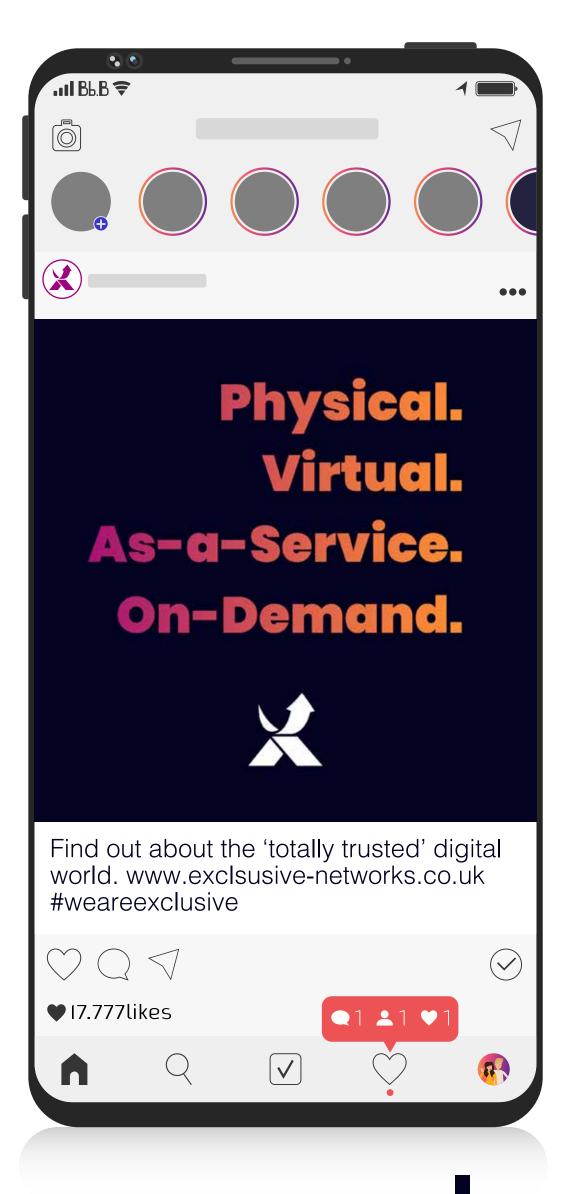
(1200 x 670px)



LinkedIn

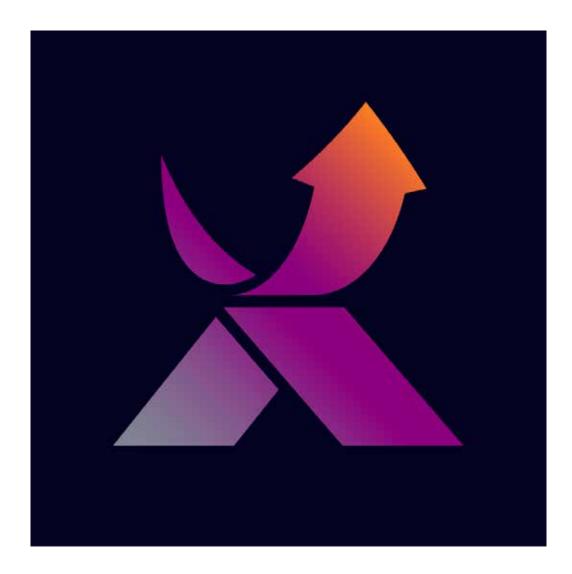
(1200 x 628px)

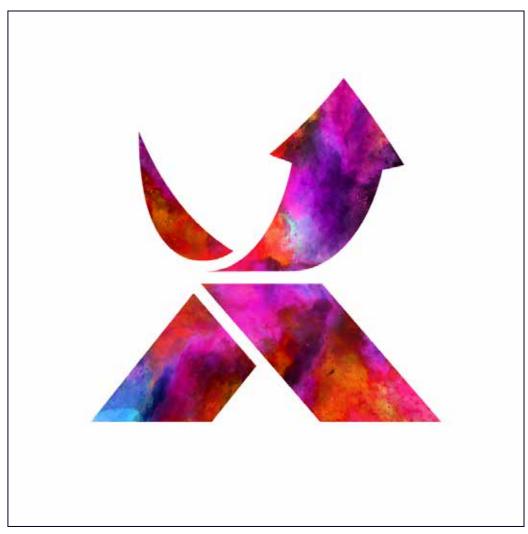


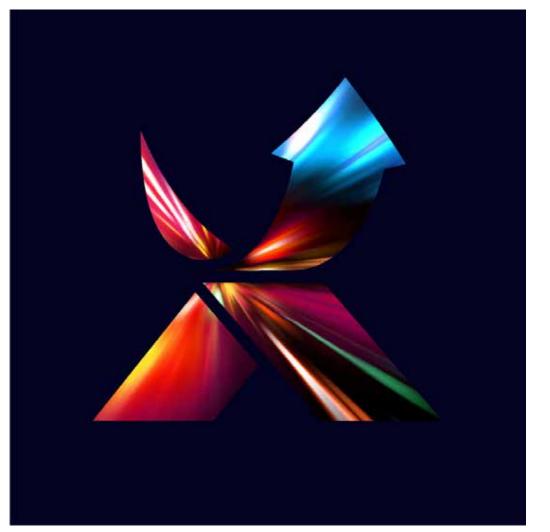




Social Media Profile Images

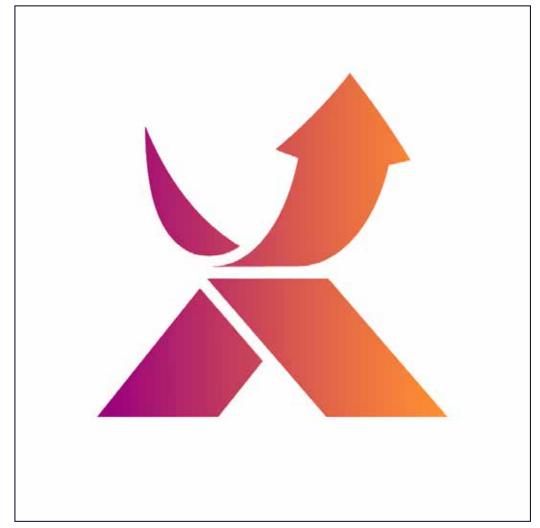








79





DOWNLOAD PROFILE IMAGE SUITE

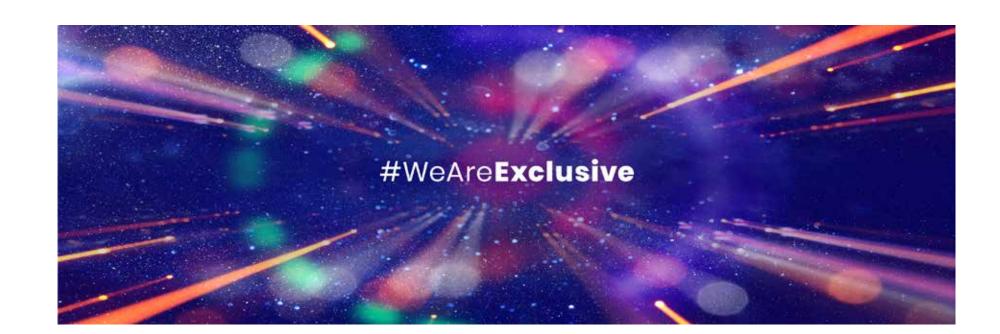
Digital Media Exclusive Networks Brand Guidelines



Social Media Cover Images

Twitter

(1500 x 500px)



Facebook

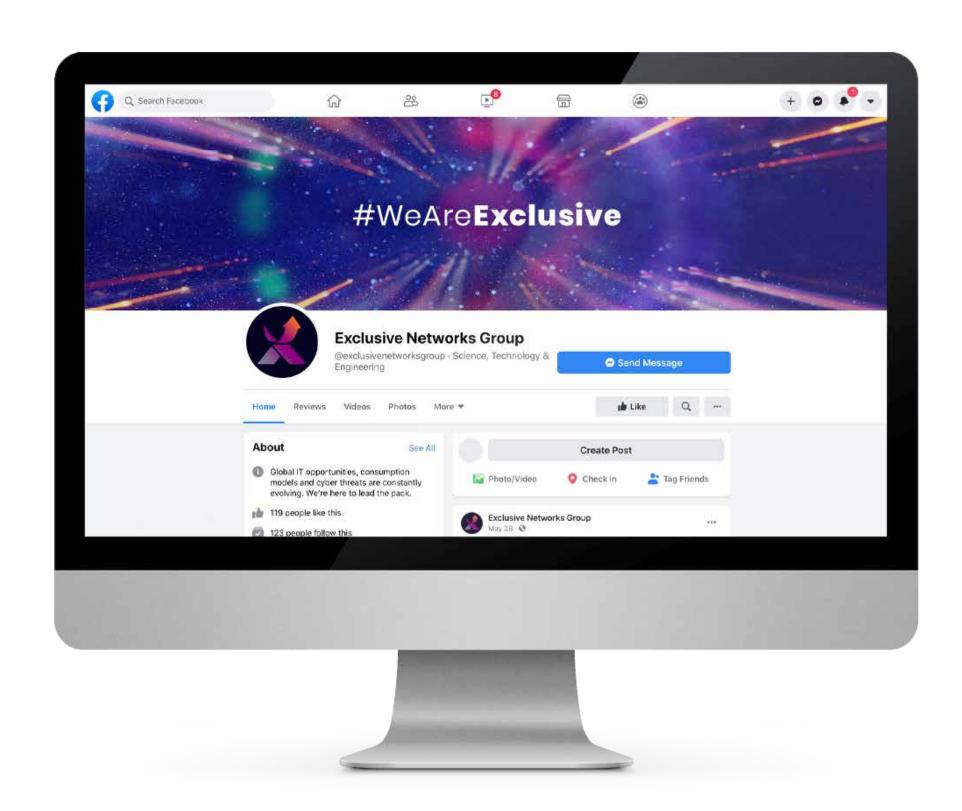
(820x 462px)

LinkedIn

(1536 x 768px)







DOWNLOAD COVER IMAGE SUITE



Presentations





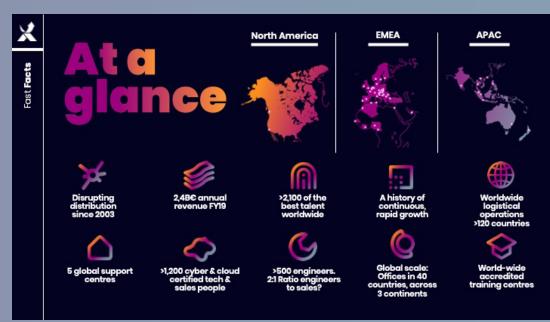


DOWNLOAD PPT DECK



























Video Background Images

Option 1



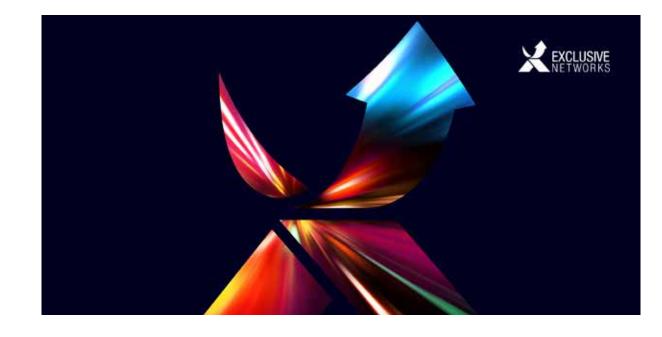




Option 3

Option 4







DOWNLOAD BACKGROUNDS

#WeAreExclusive

Trusted Digital Infrastructure Solutions

Physical. Virtual. As-a-Service. On-demand.



SEE OUR TECHNOLOGY PORTFOLIO



Websites



Digital Media Exclusive Networks Brand Guidelines

#Weare Exclusive



Find our more: www.exclusive-networks.com