



Exclusive

At A Glance

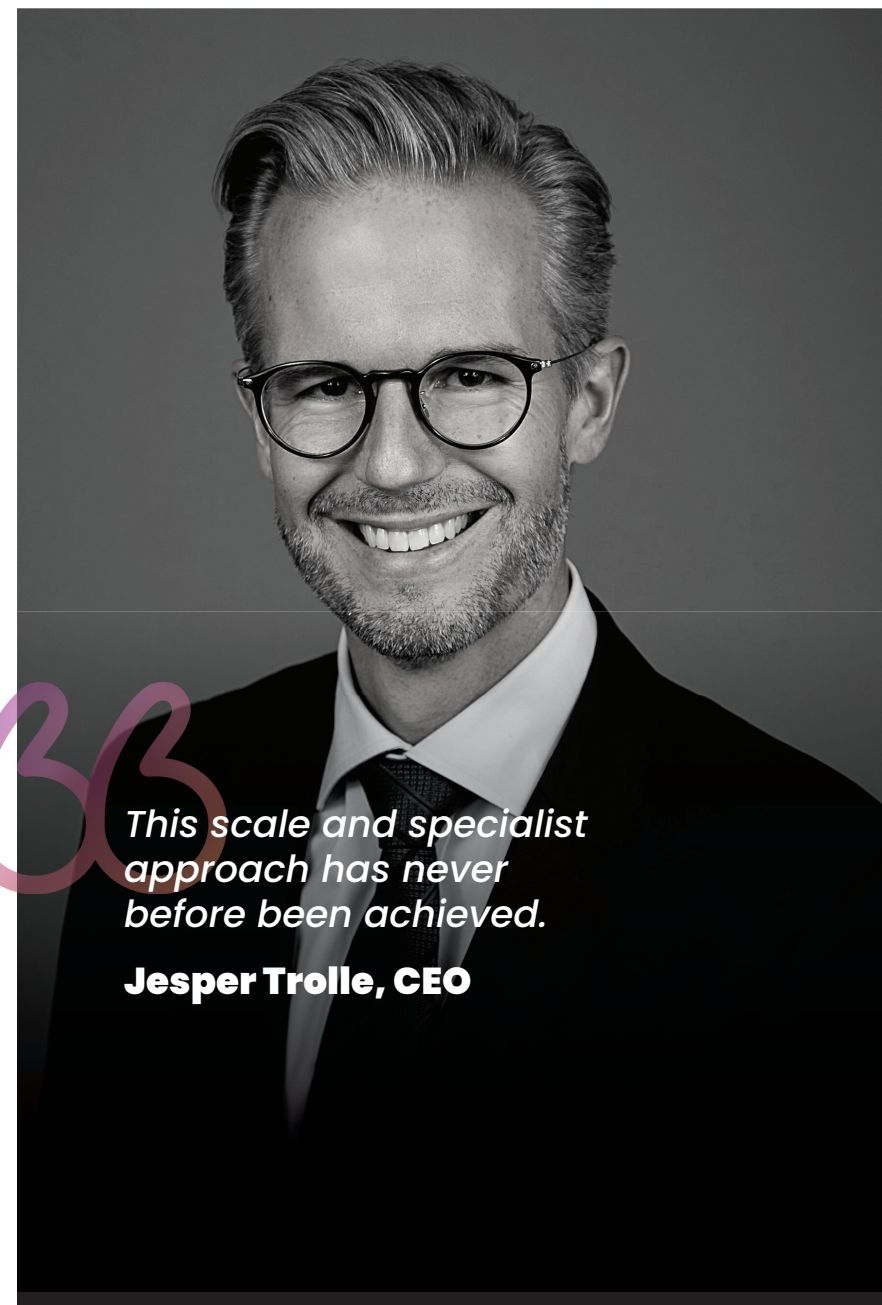
www.exclusive-networks.com

We Are **Exclusive Networks**

Exclusive Networks is a global trusted cybersecurity specialist for digital infrastructure helping to drive 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 deliver partner value. With offices in 40 countries and the ability to service customers in over 150 countries across five continents, 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.



This scale and specialist approach has never before been achieved.

Jesper Trolle, CEO

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Fast facts

All of the key statistics about Exclusive Networks.

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Distribution at scale

A view of our reach and capability across the world.

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Innovation

Learn more about how our innovation continues to create channel opportunities.

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Growth

A look at how Exclusive Networks continues to grow their business year on year.

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Services

An overview of our extensive services portfolio to take advantage of.

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Subscription

See how Exclusive Networks are changing the way technology is bought and sold.

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Locations

Locate your nearest Exclusive Networks office.

Fast Facts



Disrupting distribution since 2003



€2.9B gross sales FY20



Offices in 40 countries



>500 technical engineers



>2,100 of the best talent worldwide



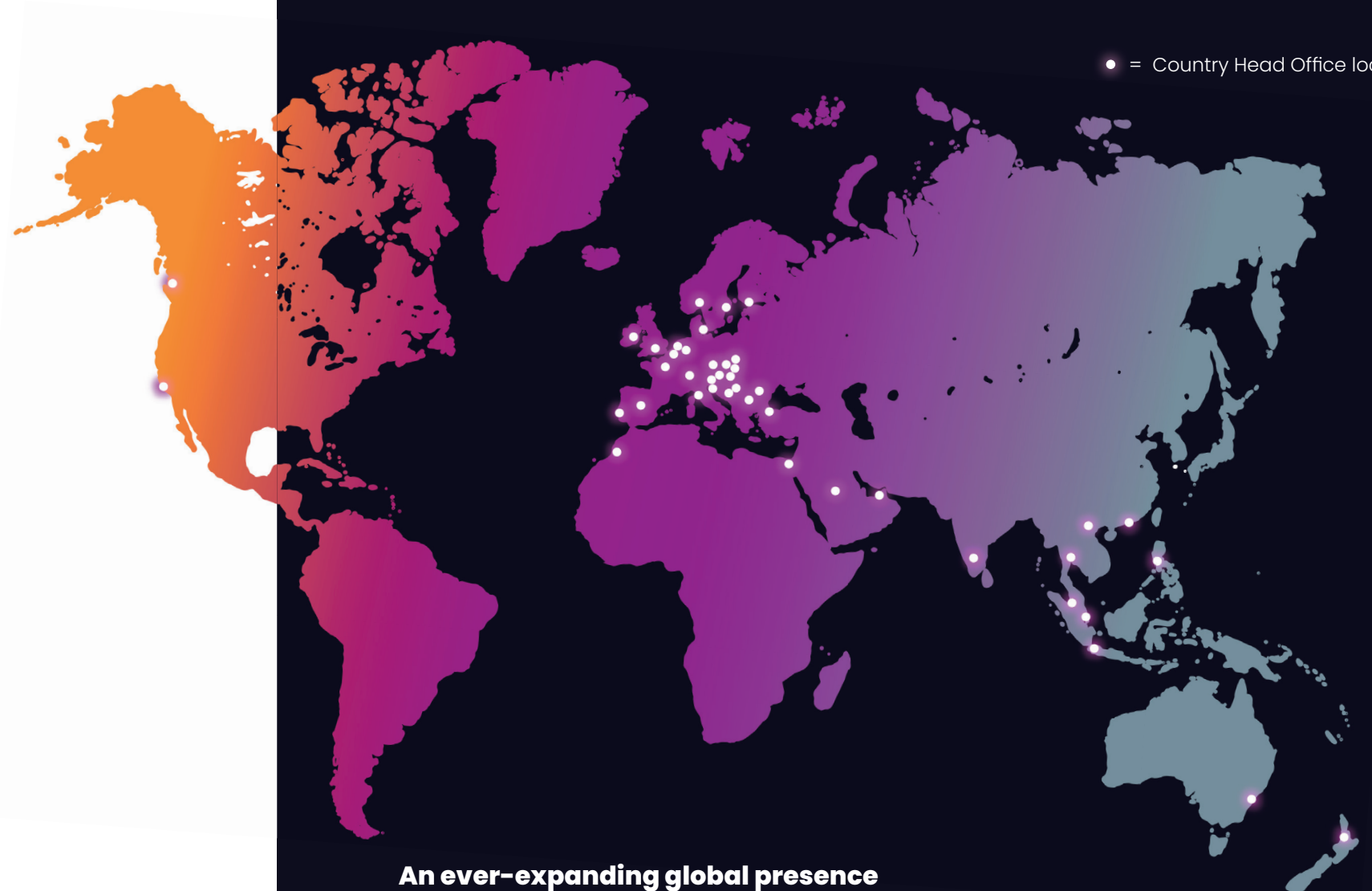
1:2 ratio technical engineers to sales



>150 World-class accredited trainers

Distribution at scale

• = Country Head Office location



An ever-expanding global presence

Since being founded in Paris in 2003, we have massively expanded our global coverage and now have offices in 40 countries around the world.

Supported by a global network of specialists

We have on-the-ground global services engineers in over 100 countries. Our services 1st ideology means we can create value and deliver expertise for partners around the world, helping them win bigger deals and grow their businesses.

Optimised by global logistics

Complementing our extensive in-country presence throughout EMEA, APAC and North America is a sophisticated global logistics and operations network. Our Global Services Operation (GSO) capability manages complex, multi-site deployments and projects from a single point of contact with fully managed logistics into more than 150 countries through IOR.

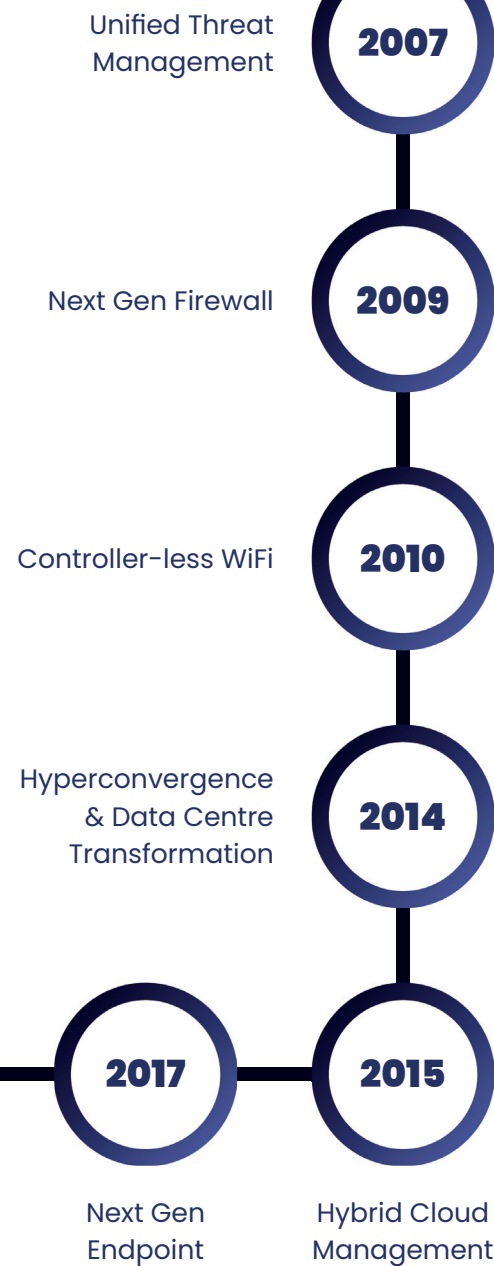
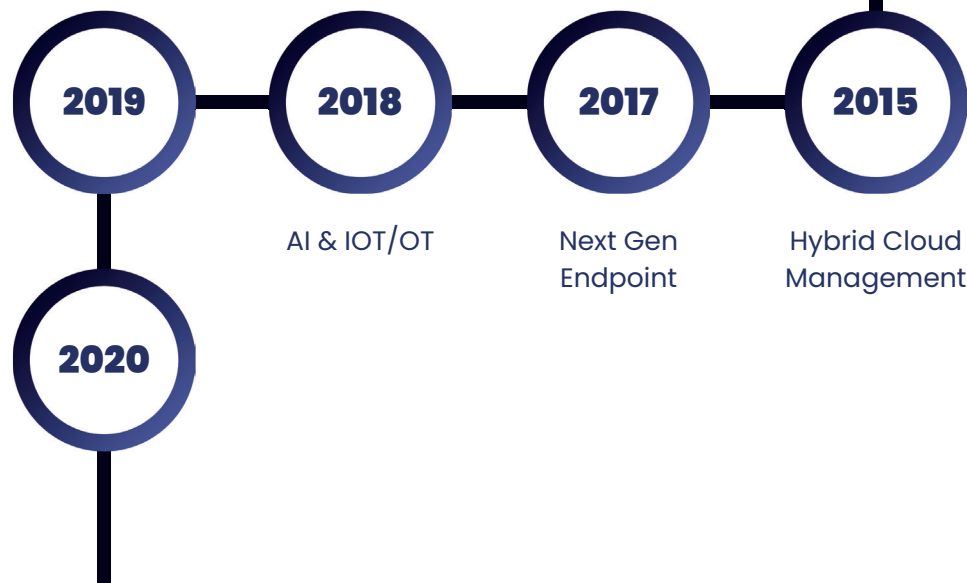
Trust us to continue innovating

Our vision for a totally trusted digital world for all people and organisations is dependent upon a high-performance cybersecurity ecosystem. Exclusive Networks prides itself on having a balanced portfolio comprising established (market-leading vendors), growth (scale-up vendors) and emerging (start-up vendors) technologies. We have always ensured the right mix of technology segments to enable our partners to remain relevant.

To align with this Exclusive Networks continues to innovate and ensure we are able to develop new services and consumption methods for our trusted technologies.

MSSD - Managed Security Services Distributor & Ref. Architectures

X-OD & DevSecOps Containers



Hyper-growth strategy

Acquisition Snapshot

2015
BigTec:
Cloud Distributor Acquisition
ITEC:
Global Services Acquisition

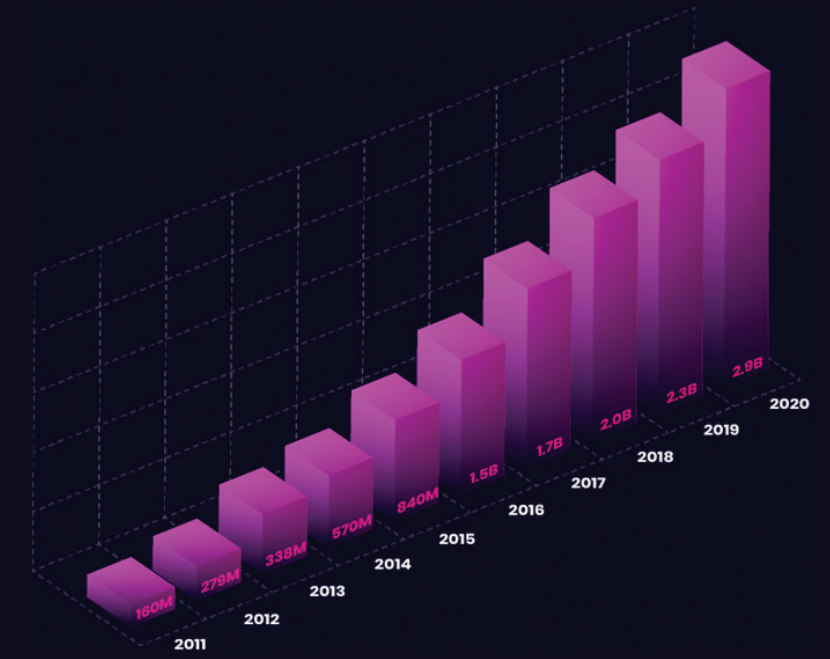
2016
Transition Systems:
Asia Distributor Acquisition

2017
TechAccess:
Netherlands Distributor Acquisition

2018
FineTec:
US Distributor Acquisition

2019
Exclusive Networks Hong Kong:
New entity created

2020
Nuaware:
DevOps Distributor Acquisition
X-OD:
Subscription platform created



Exclusive Networks has always maintained a relentless quest for growth; growth of our people, our ambition, our partners and our business. Since our creation, we have grown to become a €2.9bn organisation driven in large part by aggressive, continuous organic sales performance and aided by a highly successful acquisition strategy. We have continued to expand our presence into new territories, increase our market share in existing territories and develop new and disruptive market opportunities to become a global cybersecurity specialist distributor.

Services 1st ideology

Exclusive Networks is a distribution service provider with a vast array of global services, delivered locally, focused on providing the support and expertise you need throughout the customer buying cycle.

Simply pick and choose from our flexible service portfolio to start generating new, margin-rich service revenue streams. Augment your own service capability and resource with Exclusive.

Our services don't just add value. We are continually creating value with new channel-focused service offerings to maintain 'forever relevance'.

DevSecOps and Containers

In 2020 Exclusive Networks acquired Nuaware, a hyper growth, born-in-the cloud distributor at the bleeding edge of cloud, DevSecOps and containerisation.

The acquisition allows Exclusive to provide expert knowledge transfer in this niche area of the market; a market often perceived as uncharted territory for organisations. Our specialist training addresses both the commercial and technical aspects of containers, Kubernetes and cloud-native security.

Global Services Operation (GSO)

Global Services Operation is a host of professional services available throughout the entire customer lifecycle. Choose from an à la carte menu to enhance your own service capabilities.

Technical training and accreditation

Trusted by vendors, our expert technical training delivers accredited skills and knowledge to the channel. Get the skills to prosper across cybersecurity, cloud and DevSecOps.

Marketing

Stand out in a crowded market by leveraging our marketing expertise. Deliver on your business objectives with bespoke marketing campaigns from Exclusive.

Managed Security Services (MSSD)

Our Managed Security Services allow you to become an MSSP instantly, without the need to invest in resource and systems or outsource to a competitive reseller.

Infrastructure as a Service (IaaS)

Through Infrastructure as a Service, we make cloud opportunities easier with a managed cloud platform. IaaS takes all the key benefits of public cloud and brings them into a simple, fixed-price offering.

Finance and Leasing

Use our finance and leasing services as a sales enabler, particularly for high unit value technologies. Enable customers to make the shift from capex to opex.




X-OD

X-OD is an on-demand platform that brings together and enhances all of Exclusive Networks' products and services in one, user-friendly place. The platform is the centre of a new digitalised technology distribution ecosystem that is connecting the full value chain, bringing vendors and resellers closer to their customers.

X-OD is pivotal in enabling the shift to the subscription business model. The platform is transforming capex to opex payments, enabling technology to be bought in the same way it is sold and consumed. It is this flexibility combined with on-demand functionality, speed and simplicity that makes X-OD so relevant in a 'customer-first' world.

www.x-od.com

3 principles for faster growth

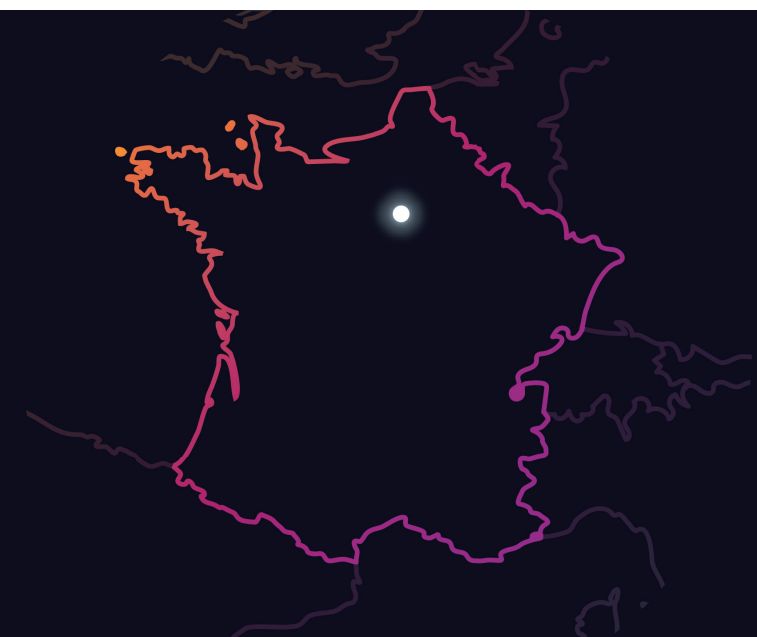
-  Transforming business to subscriptions
-  Digitalising your value chain
-  Empowering you with the expertise to achieve success



72%
B2B buyers INTEND buying through eCommerce, web direct, or marketplaces.
 Forrester, 2020

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#WeAreExclusive

Imagine a Totally Trusted Digital World

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