



Vendor Overview

Exclusive Networks

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



Vendor Overview

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 |

Alsid



Alsid aims at breaking the dynamic of most modern threats to enterprises by preventing attacks from spreading internally. They do this by focusing on the cornerstone of all IT infrastructures and root cause of corporate compromise: Active Directory. Being Active Directory-centric, Alsid's solution is the first proactive AD Security platform capable of identifying breaches, detecting real-world exploitation on Directory infrastructures in real-time and elaborating on in-context remediation plans to secure critical assets. Founded by two former incident responders from France's national security agency, they set about creating a no-nonsense and agentless solution that offers practical solutions to prevent incidents on a company's directory infrastructure. As a fast-growing, international organisation, Alsid are protecting over 2.5 million users in more than 6 countries, across 3 continents.



Attivo



Attivo Networks®, the leader in deception technology, provides an active defense for early detection, forensics, and automated incident response to in-network cyberattacks. The Attivo ThreatDefend™ Deception Platform provides a comprehensive and customer-proven platform for proactive security and accurate threat detection within user networks, data centers, clouds, and a wide variety of specialised attack surfaces. The portfolio includes expansive network, endpoint, application, and data deceptions designed to efficiently misdirect and reveal attacks from all threat vectors. Advanced machine-learning makes preparation, deployment, and operations fast and simple to operate for organisations of all sizes. Comprehensive attack analysis and forensics provide actionable alerts, and native integrations automate the blocking, quarantine, and threat hunting of attacks for accelerated incident response.



Exabeam



Exabeam provides user behaviour analytics, leveraging existing log data from both network and cloud applications, to detect modern attacks, prioritise incidents efficiently, and help valuable SOC staff respond effectively. User behaviour analytics analyses actual behaviour to determine risk and to inform overburdened security analysts about potential attacks, as well as how to remediate them. Done correctly, UBA adds a powerful analytics layer over existing security technologies, detecting new attacks, prioritising incidents, and guiding a more effective response.



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.



Cybersecurity Solutions

Fortinet

FORTINET

Fortinet's mission is to deliver the most innovative, highest performing network security platform to secure and simplify your IT infrastructure. A leading global provider of network security appliances for carriers, datacentres, enterprises and distributed offices, Fortinet empowers its customers with intelligent, seamless protection across the expanding attack surface and provides the power to take on ever-increasing performance requirements of the borderless network - today and into the future.

Fortinet's security fabric architecture can deliver industry-leading, end-to-end simplified security without compromise to address the most critical security challenges, whether in networked, application, cloud or mobile environments.



Gigamon

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.



Greenbone
Sustainable Resilience

Greenbone

Greenbone Networks delivers a vulnerability analysis solution for enterprise IT which includes reporting and security change management. The Greenbone Security Manager (GSM) is a Vulnerability Management Solution that seamlessly and transparently integrates into your Security and GRC strategy, providing Vulnerability Assessment, Vulnerability Intelligence and Threat Management capabilities in the form of a dedicated or virtual appliance. Identifying breaches of corporate security policy and regulations is also covered. With a strong focus on Third Party integration and open standards, the Greenbone Security Manager is a best of breed security solution that enhances and supplements security posture and allows a proactive approach to automated Vulnerability Lifecycle Management.



Imperva

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.



Infoblox



In our digitally driven, globally connected world, your network is your business. And yet fast and reliable networking is harder than ever to achieve. You must efficiently manage ever-rising numbers of devices and applications across increasingly complex physical, virtual, hybrid and multi-cloud infrastructures.

As the leader in secure, cloud-managed network services, Infoblox enables you to easily deliver next level networking experiences that are seamless and worry-free. Infoblox provides all the capabilities you need to ensure complete network reliability and security in a simplified way.



Kenna Security



Kenna Security sees a world where enterprises can efficiently manage current and future cyber risks across the global attack surface. Kenna Security's revolutionary platform takes the approach proven most effective towards risk mitigation: reduce their risk by prioritising the vulnerabilities that matter most. Kenna Security's unique technology leverages real world exploit data and predictive modeling that lets your security teams know the exact risk of every vulnerability, and focus on those that matter.



Lastline



Lastline Defender, a Network Detection and Response (NDR) platform, detects and contains sophisticated threats before they disrupt your business.

Lastline's network security software delivers the cybersecurity industry's highest fidelity insights into advanced threats entering or operating in your on-premises and cloud network, enabling your security team to respond faster and more effectively to threats.



LogRhythm



LogRhythm is a world leader in NextGen SIEM, empowering organisations to successfully reduce risk by rapidly detecting, responding to and neutralising damaging cyberthreats. The LogRhythm platform combines user and entity behaviour analytics (UEBA), network traffic and behaviour analytics (NTBA) and security automation & orchestration (SAO) in a single end-to-end solution. LogRhythm's Threat Lifecycle Management (TLM) framework serves as the foundation for the AI-enabled Security Operations Centre (SOC), helping customers measurably secure their cloud, physical and virtual infrastructures for both IT and OT environments.

LogRhythm has recently released the first true unlimited data plan for SIEM, providing predictability for CISOs; combatting the risk of unprotected data.



Cybersecurity Solutions

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.



Nozomi



Nozomi Networks is the leader of industrial cybersecurity, delivering real-time visibility to manage cyber risk and improve resilience. With one solution, customers gain advanced cybersecurity, improved operational reliability and IT/OT integration. With AI, the company helps industrial facilities around the world See and Secure™ their critical industrial control networks.



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.



SentinelOne



SentinelOne unifies prevention, detection, and response in a single platform driven by sophisticated machine learning and intelligent automation. It enables you to predict malicious behaviour across major threat vectors in real-time, rapidly eliminate threats with fully-automated, integrated response capabilities, and adapt your defences against the most advanced cyber-attacks.



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.



Tanium



Providing a fundamentally new approach, Tanium is being used by the world's largest organisations, across the largest and most complex global networks, to manage every endpoint with 15-second visibility capabilities and granular controls, giving better, more informed decisions and implementing required actions far more quickly.



Cybersecurity Solutions

Thales

THALES

Thales is a provider of data protection, securing and protecting organisations' most valuable data assets and intellectual property. Thales authenticates people, transactions and objects, encrypts data and manages 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 applicable for every company.



Tufin

tufin

Tufin enables organisations to implement network security changes in the same business day through automation and impact analysis – orchestrating change processes end-to-end across physical environments and hybrid cloud platforms. The award-winning Tufin Orchestration Suite automatically designs, provisions, analyses and audits network changes from the application layer down to the network layer. It minimises errors and redos for rapid service delivery, continuous compliance and business continuity.



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.



Guardicore



Guardicore is an innovator in data centre and cloud security that protects your organisation's core assets using flexible, quickly deployed and easy to understand micro-segmentation controls. Their solutions provide a simpler, faster way to guarantee persistent and consistent security – for any application, in any IT environment.



HYCU



HYCU makes it easy to thrive in a hyper-simple, multi-cloud world. The pioneering enterprise software company specialises in multi-cloud data backup, management, protection and recovery for on-premises and hyper-converged (HCI), Google Cloud and multi-cloud infrastructures.

HYCU is the only purpose-built application and data protection solution for Nutanix. Not only does it preserve HCI simplicity with native integration and a hypervisor-agnostic architecture that includes AHV and ESX, but it also makes fully reliable backup and recovery a sure thing.



Morpheus



Morpheus is an infrastructure-agnostic cloud application management and orchestration platform. It gives managers full control over their development and IT operations while avoiding the constraints of vendor lock-in. Headquartered in San Mateo, California, Morpheus focuses on providing next-generation DevOps technology to modern enterprises and service providers.



Data Centre and Cloud Solutions

Nutanix

NUTANIX™

Nutanix makes infrastructure invisible, elevating IT to focus on the applications and services that power their business. The Nutanix enterprise cloud platform delivers the agility, pay-as-you-grow economics and operational simplicity of the public cloud, without sacrificing the predictability, security and control of on-premises infrastructure. Nutanix solutions leverage web-scale engineering and consumer-grade design to natively converge compute, virtualisation and storage into a resilient, software-defined solution that delivers any application at any scale.



Opengear

opengear
A DIGI COMPANY

Opengear provides the automation, network resilience and security necessary to efficiently manage and protect critical IT, communications, network and power infrastructure and ensure business continuity, globally.

Opengear integrates true out-of-band management, always-available wired and wireless secure remote access, proactive monitoring, automated response and Failover to Cellular™ for uninterrupted remote site connectivity, even when the network is down.



Rubrik

 **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.



Tintri

 **Tintri**

Tintri delivers unique outcomes in Enterprise data centres. Tintri's AI-enabled Intelligent Infrastructure learns your environment to drive automation. Analytical insights help you simplify and accelerate your operations and empower data-driven business insights. Thousands of Tintri customers have saved millions of management hours using Tintri. Choose differently, the choice is yours. Where will you invest your resources to increase the scale and value of your business?



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





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