



UK 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 |

Cybersecurity Solutions



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.










CyGlass



CyGlass Network Defence as a Service (NDaaS) delivers a cost-effective network detection, response, and compliance solution for cybersecurity teams that have a distributed, hybrid network and do not have the resources to operate a SIEM or 24X7 security operations center. Utilising layered AI-driven security policies, CyGlass NDaaS reduces the massive volume of network traffic into prioritised smart alerts, investigative views, and threat & compliance reports.



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-  Active Directory Visibility and Security
 -  Advanced Threat Protection
 -  Network Threat Detection
 -  PIM
 -  SIEM
 -  User Entity Behaviour Analytics
 -  Network Response

Cybersecurity Solutions



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.



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Forescout

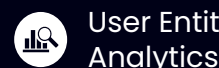
Forescout Technologies, Inc. helps make the invisible visible. They are pioneers of an agentless approach to network security to address the explosive growth of mobile computing, IoT and cloud computing. Forescout offers a highly scalable, heterogeneous platform that provides Global 2000 enterprises 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.



PIM



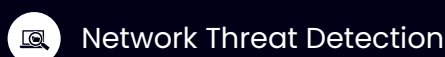
SIEM



User Entity Behaviour Analytics



Network Response



Network Threat Detection

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.



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

Cybersecurity Solutions



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, Imperva empowers you to manage critical risks, so you never have to choose between innovating for your customers and protecting what matters most. Imperva will tirelessly defend your business as it grows, giving you clarity for today and confidence for tomorrow. Imperva - Protect the pulse of your business.



Infoblox

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.



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|--------------------------------|---|---------------------------------|
| Software Defined Networking | Vulnerability Assessment and Patch Management | Web Application Firewall |
| Distributed Denial of Services | Data Discovery | Cloud Access Security Brokerage |
| Data Loss Prevention | Cloud Data Management | User Entity Behaviour Analytics |
| EndPoint Protection | EndPoint Detection | EndPoint Response |
| Network Response | | |

IronNet

Know more. Collaborate faster. Defend together.

IronNet brings the industry's most advanced network detection and response (NDR) platform and Collective Defense solution, built to detect and stay ahead of the most sophisticated cyber threats.

Gain unparalleled visibility of threats and campaigns across network and cloud infrastructure through AI-driven network behavior analytics.

Respond faster to attacks through API integrations with your existing network, endpoint, or other security tools to identify and stop adversaries from retargeting their attack.

Multiply your defences with crowdsourced situational awareness, triaged outcomes, threat indicators from the Collective Defense.



KENNA
Security

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

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.




 Vulnerability Assessment and Patch Management

 Network Threat Detection

 Network Response

 Threat Intelligence

 User Entity Behaviour Analytics

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.



 Cloud Access Security Brokerage

 Secure Web Gateway

 Data Loss Prevention

 Network Threat Detection

 Operation Technology

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 80,000+ 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

Proofpoint is a leading cybersecurity company that protects organisations' greatest assets and biggest risks: their people. With an integrated suite of cloud-based solutions, Proofpoint help companies around the world stop targeted threats, safeguard their data, and make their users more resilient against cyber attacks. Leading organisations of all sizes, including more than half of the Fortune 1000, rely on Proofpoint for people-centric security and compliance solutions that mitigate their most critical risks across email, the cloud, social media and the web.













SentinelOne™

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.



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-  Email Protection
 -  Virtual Execution (sandbox)
 -  EndPoint Protection
 -  EndPoint Response
 -  EndPoint Detection
 -  SD-WAN
 -  NG FireWall Platform
 -  Cloud Access Security Brokerage
 -  Network Threat Detection
 -  EndPoint Detection

Cybersecurity Solutions



Silver Peak

Silver Peak, the global SD-WAN leader, offers networking software that enables enterprises to drive maximum value from cloud and digital transformation investments. Silver Peak delivers a self-driving wide area network™ that learns and adapts to business needs. Thousands of globally distributed enterprises have deployed the Unity EdgeConnect™ SD-WAN edge platform. They have been named as leaders in the Gartner Magic Quadrant for SD-WAN for three consecutive years and are now part of Aruba, a Hewlett Packard company, after their acquisition in 2020.



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.




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.




 SD-WAN

 EndPoint Response

 Vulnerability Assessment and Patch Management

 EndPoint Detection

 Encryption

 Key Generation and Management

 Strong Authentication

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.



ZeroFOX

ZeroFOX, the global category leader in digital risk protection, safeguards modern organisations from dynamic security risks across the public attack surface including social media, mobile application, surface, deep and dark web, email and domains, and digital collaboration platforms. With complete global coverage and an Intel-backed artificial intelligence-based analysis engine, the ZeroFOX Platform identifies and remediates targeted phishing attacks, credential compromise, data exfiltration, brand hijacking, executive and location threats and more. The patented ZeroFOX Platform technology processes and protects millions of posts, messages and accounts daily across the social and digital landscape, spanning LinkedIn, Facebook, Slack, Instagram, Pastebin, YouTube, mobile app stores, domains, cloud-based email and more.



Data Loss Prevention



Advanced Threat Protection



Data Protection



Network Response

Data Centre and Cloud Solutions

ARISTA

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.



CLLOUDIAN

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

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.



 Software Defined
Networking

 Object Storage

 Data Loss Prevention



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.



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 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.



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-  Hyperconverged
 -  Data Protection
 -  Cloud Data Management
 -  Software Defined Networking

Data Centre and Cloud Solutions

RSTOR

RSTOR

RSTOR provides object storage as a service for cloud native workloads with integration as a trusted and independent target location for popular backup and archive applications. RSTOR gives you all of the benefits of cloud storage without vendor lock-in or product complexity. Customers use RSTOR to geographically distribute copies of their data and seamlessly access via S3 compliant API's, File (NFS, SMB) and VTL interfaces.

RSTOR offers independence from CSPs eliminating vendor lock-in. Customers lower their total cost of ownership by up to 80% while improving governance and security. RStorage eliminates all of the variable fees associated with network, transaction (gets, puts), regional replication and egress so that customers can regain predictability and control of costs.



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 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?



 Object Storage

 Data Protection

 Cloud Data Management

 Primary Storage

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.



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