



GLOBALLY TRUSTED CYBERSECURITY SOLUTIONS

EXCLUSIVE NETWORKS

CLOUD SERVICES

Enter



Contents

Introduction - Exclusive Networks	03
The Cloud Revolution	04
Why Exclusive Networks Cloud Services?	05
The Exclusive Networks Cloud Services Portal	06
Product Overview	07
Colocation	08
Consumption Model	09
Why Become a Cloud Services Partner?	10
Case Study	11
Contact Us	13





Introduction to Exclusive Networks

GLOBALLY TRUSTED CYBERSECURITY SOLUTIONS FROM EXCLUSIVE NETWORKS UK.

Exclusive Networks is a globally trusted cybersecurity specialist helping to drive the transition to a totally trusted digital world for all people and organisations.

Our distinctive approach to distribution gives partners more opportunity and more customer relevance. The Exclusive Networks story is a global one with a services-first ideology at its core, harnessing innovation and disruption to outstrip market growth. 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.

2,400 EMPLOYEES

36 COUNTRIES

\$2.4 BILLION REVENUE FY20

LARGEST FORTINET PARTNER

FIRST DISTRIBUTOR TO BRING PALO FROM THE US





The Cloud Revolution

THE “CLOUD” SIMPLY REFERS TO SERVERS, SOFTWARE AND DATABASES THAT ARE ACCESSED OVER THE INTERNET.

More and more companies are moving to the cloud and it’s not without reason. By adopting a cloud or hybrid cloud strategy, companies can enjoy a whole host of advantages, including:



IMPROVED FLEXIBILITY AND SCALABILITY

Scope your requirements to make sure you only get what you actually need with the capability to grow and shrink your infrastructure as needed. This can also be dynamic over the course of a year to deal with increases in demand at peak times.



IMPROVED AVAILABILITY AND DURABILITY

We have 99.9% uptime, scalable bandwidth with multiple redundant internet links, no single point of failure, monitored 24/7, on-site security all qualities you won’t typically get with an on-premise solution.



REDUCE COMPLEXITY

No install or management, you don’t require a tech team with product knowledge to keep the lights on.



REDUCE COSTS

The install and management mentioned beforehand are all additional costs not needed with a cloud strategy. The flexibility and scalability also results in cost savings as it can help you avoid over provisioning.

GLOBAL PUBLIC CLOUD SERVICES END-USER ANNUAL SPEND WILL INCREASE FROM **\$145BN** IN 2017 TO (PROJECTED) **\$482BN** IN 2022.

— STATISTA 2021

THE PROPORTION OF CLOUD SPEND VS TOTAL IT SPEND WILL ACCELERATE IN THE WAKE OF THE PANDEMIC. CLOUD IS PROJECTED TO MAKE UP **14.2%** OF THE TOTAL GLOBAL ENTERPRISE IT SPENDING MARKET IN 2024, UP FROM **9.1% IN 2020**.

— GARTNER 2020

THE PERCENTAGE OF WORKERS AROUND THE WORLD PERMANENTLY WORKING FROM HOME IS EXPECTED TO DOUBLE TO **34% IN 2021** AS PRODUCTIVITY HAS INCREASED DURING THE CORONAVIRUS PANDEMIC, ACCORDING TO A SURVEY FROM U.S.-BASED ENTERPRISE TECHNOLOGY RESEARCH (ETR).

— REUTERS 2020





What Does Cloud For The Channel Mean For You?

EXCLUSIVE NETWORKS CLOUD SERVICES (ENCS) IS A UK&I HOSTED ENTERPRISE GRADE CLOUD PLATFORM.

ENCS enables partners to provide high performance, reliable cloud at an incredibly competitive price. With no ingress or egress charges, 7-day snapshot backup and service desk support free of charge, our costs are predictable month on month with no hidden fees. Colocation services are available across the UK and Ireland, at a remarkably low price.



NO CLOUD PHD NEEDED

We help customers through every stage of the cloud journey, sanity checking and helping design solutions throughout. No matter the level of experience we can help take partners to the next step on their cloud journey.



VENDOR INTEGRATION

Drawing on our years of experience working with market leading vendors, we can offer hosting across large swathes of our portfolio including Fortinet, Palo Alto, Silverpeak and more. This includes prebuilt bundles meaning your virtual licenses are already configured, ready to go.



SAVE 30% ON HOSTING

Our Pricing is on average of 30% more cost effective like for like when compared with the major hyperscalers, before factoring in the additional savings of no hidden fees.



NO INGRESS OR EGRESS FEES

No fees for ingress, egress, intra-region transfers or use of our network to move your data around the cloud. This stops costs fluctuating month on month, a big problem with other cloud providers.



INNOVATIVE PORTAL

Partners can have their own white labelled portal reflecting their company branding. Their customers can then easily provision their own virtual machines while EXN looks after the managed support wrap around.



HIGH PERFORMANCE

Built on best-of-breed Nutanix; Gartner's top-rated leader in Hyperconverged infrastructure, we give customers all-flash, Solid State tiered storage at no extra cost. To date, every POC moving VMs across has exceeded the performance of when hosted on Azure or AWS.



The Exclusive Networks Cloud Portal

CUSTOM BUILT WITH OUR PARTNERS AT THE FOREFRONT OF THE DESIGN PROCESS, OUR PORTAL ALLOWS CUSTOMERS TO BUILD VIRTUAL ENVIRONMENTS IN SECONDS.

NO NEEDLESS COMPLEXITY, NO HEADACHE.



FAST TO PROVISION AND DEPLOY

With prebuilt instances ready to go on our Hyperconverged Infrastructure; you can provision VMs faster than on any other cloud platform.



EASY TO USE

No expertise or even experience needed, become competent after a training session or two and start building VMs right away.



EASY TO SCALE

Build out as and when you need it with all the flexibility you would want from a cloud provider.



WHITE LABEL YOUR PORTAL

Customise your portal for your employees and customers. Add your own logos, colours and branding to truly make it our own cloud offering.



TRY BEFORE YOU BUY

Build virtual environments in a testing capacity before having to commit to any long-term contracts



SIMPLY AND SECURELY MANAGE YOUR CUSTOMERS

Manage your customers easily through our Simple and secure management interface with two factor authentication as standard.





Product Overview



IAAS

Host your enterprise applications on the ENCS Platform. Built on best of breed hyper converged infrastructure, we offer high performance cloud solutions to the channel, at a fraction of the cost of the hyperscalers.



FWAAS

With Firewall as a service, we support Fortinet, Palo Alto and many other top security vendors. Virtual Appliances are spun up in seconds, protecting your assets from the cloud.



COLOCATION

Colocation services across our UK&I datacentres, each run to a tier 3 standard. Remove the headache of storage, power, connectivity, cooling and security by renting rack space at a price that won't easily be beaten.



BAAS

Backup Virtual and Physical servers leveraging HYCU, Ekco and our own bespoke back-up solution to suit any requirement. Don't risk losing your valuable data.



S3 STORAGE

Global, Secure, managed, fast – S3 storage with no hidden download and upload fees keeping our low costs fixed.



PROFESSIONAL SERVICES & MANAGED SUPPORT

We help our customers on each step of their journey to the cloud with our skilled cloud architects. Bridge the market's skill gap by leveraging our expert support. Varied levels of managed support available depending on customer's needs.



DRAAS

Offered either as a Public Cloud solution, or between multiple sites as a Datacentre to Datacentre solution. DRaaS gives you a comprehensive copy of your infrastructure, ready to be made the primary at a moment's notice.



CONTAINERS/ KUBERNETES

We support docker containers and Kubernetes as a service leveraging Nutanix Karbon.





Colocation

Colocation has never been more popular with more and more companies opting to remove the headache of storage, power, connectivity, cooling and security by simply renting Rack space in a Datacentre. Here it is safe and secure, being monitored by expert staff.

ENCS offers colocation services across UK and Ireland in our modern datacentres, each run to a tier 3 standard meaning no issue hosting customers with sensitive data or higher requirements of security/resiliency. All of this at a highly competitive price that won't easily be beaten.

WHAT'S INCLUDED WITH EXCLUSIVE NETWORKS COLOCATION?

- Power 8amp included or upgrade to 16 amp
- Bandwidth 200 mbs as standard, upgrades available
- Remote Hands Support 4 Hours 1st Line Remote Hands free of charge. No need to log a ticket before eventually speaking to an out of UK call centre, with ENCS we have a direct number for support, based in Leeds.
- Access to Expert Consultancy
- Hyperscaler connections High-speed interconnects to major cloud platforms, such as via Azure ExpressRoute and AWS Direct Connect
- No charge for cross-connect No charge to have multiple racks connected to one other

WHY USE COLOCATION?

- Flexibility
- Our datacentres have the space to expand your footprint
- Avoid overprovisioning by only growing as and when you need it
- Simplicity – let us manage your equipment and the headache that comes with it
- Flexibility – Our datacentres have the space to expand your footprint as and when needed
- Reliability – robust and resilient

RELIABLE, ROBUST AND RESILIENT

- Multiple high-bandwidth internet connections coming into the facility at different points. These multiple redundant links support business critical workloads
- Backup power supplies and generators to Failover to at a moment's notice
- On-site perimeter security and in place policies held to far greater standards than where on-site infrastructure would typically be held

MEET HIGHER STANDARDS/FRAWORKS

- ISO 27001
- Janet
- HSCN
- PSN

SUPPORTED BY US

- No need to keep your offices open, pandemic-proof sites managed 24/7, elsewhere, by professionals
- Remote hands support on-site ready to help





Consumption Model

T-SHIRT SIZING

To make provisioning VMs as simple as possible, we have built our range of 'T-Shirt' sizes. Customers will receive 100Mb to 200Mb Bandwidth, No Data ingress or egress Charges and 7 Day On-Site Snapshot Backup as standard. As customers move up the scale of Shirt sizes the number of CPUs increase along with the amount of RAM and Storage. Increased storage and improved Backup options are available as needed.

Outside of the T-shirt sizes, we can build bespoke VM pricing for when the standard T-shirts just don't quite fit snugly enough.

INCLUDES:

- 100Mb Bandwidth to 200Mb Bandwidth
- No Data Charges
- 7 Day On-Site
- Snapshot Backup



1 CPU
2GB RAM
64GB STORAGE



4 CPU
16GB RAM
256GB STORAGE



2 CPU
4GB RAM
128GB STORAGE



4 CPU
32GB RAM
512GB STORAGE



2 CPU
8GB RAM
128GB STORAGE



8 CPU
64GB RAM
512GB STORAGE





Why Become A Cloud Services Partners?



CLOUD SKILLS GAP

Organisations today don't always have cloud or virtualisation experience, yet they are keen to adopt cloud for a variety of benefits. Exclusive Networks Cloud Services offers managed cloud hosting with public and private cloud capabilities with a simple to use interface.



WE OFFER A FIXED PRICE

Exclusive Networks Cloud Services offers predictable ongoing costs, helping match business growth to IT spend. Offering a fixed monthly bill instead of an upfront Capex purchase or fluctuating cloud bills which may change from month to month, day to day.



PORTAL ENABLING FASTER, EASIER DEPLOYMENT OF VMS

Our Custom built portal is designed from the ground up with the partner in mind. Our easy to use interface can be mastered in hours and is fully customisable. Add your own logos, colour schemes and branding to truly offer your own cloud hosting for customers.



BUSINESS SCALABILITY & CONTINUITY

Ensuring operational continuity can be exceptionally difficult, sometimes requiring duplicate equipment and an additional physical location. This is made even more difficult when considering the need to grow on demand. With Exclusive Networks Cloud Services, keep highly resilient with a simple click of the mouse. Easily extend existing infrastructure or provision new resource enabling organisations to scale without compromising budgets.

PARTNER BENEFITS

- High margins
- Open your customer base into new verticals
- Cost advantage against other Cloud providers
- Provides run rate business month on month
- Secure multi-year contracts with your customers
- Add value and credibility with a white labelled portal
- Technical, commercial, and marketing support available
- Fully channel centric model, never selling direct

BENEFITS TO YOUR CUSTOMERS

- Managed on your behalf - zero risk or headache
- No expertise needed - expert support given throughout the sales cycle
- Channel only model - never selling directly to end users
- High margins, protected with deal registration
- Add hosting to existing virtual license deals
- Win deals with competitive pricing
- Secure multi-year contracts providing run rate business monthly
- Add brand value and credibility with a white labelled portal
- Opportunity to act as a Managed Service Provider
- Technical, commercial, marketing, and lead generation support available

HOW EXCLUSIVE NETWORKS CAN SUPPORT:

- Sales training
- Technical training
- Marketing Support (Including co-branded collateral)
- Prequalified Leads
- Lead Generation (helping run activities such as call out days, mailout campaigns, etc.)



Case Study



EXECUTIVE SUMMARY

The partner was looking to evolve into a managed service provider and accelerate their business with hosted services.

Exclusive Networks Cloud Services offered a solution that enabled them to host cost-effective Infrastructure as a service on a scalable monthly model.

BACKGROUND

MSP Labs was established by two ex-engineers whose aim is to provide a fresh alternative for organisations that want an honest, transparent, and straightforward IT services partner.

Recognised as trusted advisors with clients of all sizes from leading UK Independent schools to mid-market law firms and enterprises; MSP Labs have the expertise and experience to solve customer challenges and deliver transformational IT.

CHALLENGES

The partner didn't want to purchase and manage their own infrastructure to provide hosted services to their customer. They had the experience and technical expertise to service their clients and wanted to expand their offering without the expensive investment in a custom built infrastructure.

Exclusive Networks Cloud Services provided an Infrastructure as a Service solution that met their requirements.

PROJECT PREPARATION

Hosting servers which had not been used on the IaaS platform before, Exclusive Networks offered the partner a proof of concept to test and manage the platform.

After reviewing the technology used, checking that the graphical interface provided simple, uncomplicated options, looking at data centre location and speed, the project progressed to POC stage testing.

THE SOLUTION

The managed platform scales according to virtual demands or workloads. As the quantity of VM instances increase, the platform scales to provide the relevant hardware and resources to support that workload. All managed within a simple, intuitive administrative portal, customers can access their various workloads with great simplicity. The single pane of glass also provides access to other offerings such as Backup, Disaster Recovery and S3 storage, enabling the partner to offer a complete Data Centre as a service offering.





Case Study



THE RESULTS

As well as addressing the following business challenges:

- Cloud skills gap
- Business Continuity
- Scalability
- Cash Flow
- Real Estate
- Lower total cost of ownership for their clients

The ENCS solution has also provided MSP Labs with multiple other benefits.

The cost advantage against other cloud providers means they can be highly competitive on prices well as enjoying higher margins.

The fixed monthly price and multi-year contracts provide run rate business month on month for the partner.

// HOSTED ON A FAST UK INFRASTRUCTURE THAT'S EASY TO USE, WITH COSTS UP TO 30% CHEAPER THAN AZURE AND A FIXED FEE EVERY MONTH CHOOSING EXCLUSIVE NETWORKS CLOUD SERVICES WAS AN EASY DECISION TO MAKE.

WE NOW HAVE OUR APPLICATIONS HOSTED IN UK DATACENTRES WITH EASE AND CAN PROVIDE THESE SOLUTIONS AS SAAS FOR OUR CLIENTS ACROSS THE UK. THIS ALLOWS US TO ENSURE PROFITABILITY AS WE HAVE SET COSTS AND OUR BILLING TO OUR CLIENTS CAN THEREFORE BE A SET COST."





Contact

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