



UK Vendor Overview

We Are Exclusive Networks

Globally trusted cybersecurity specialist for digital infrastructure helping to drive the transition to a totally trusted digital future for all people and organisations.

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Vendor Overview

Our vision is a totally trusted digital world. A safe place for all people and organisations across the globe. Because without trust, positive change is just not possible. We're on a mission to make universal trust happen and drive transformation, by being your go-to cybersecurity specialist that's always there for you. We want to share our outstanding people, services, innovation and technology choices. So, you can help us make the world more digitally safe. And we can help you be more successful.

No Trust. No Transformation

How do we create a totally trusted digital world? By building a vendor community of the best of the best. We are not only time-proven industry leaders, but also new challengers keen to push against the fast-changing boundaries of cybersecurity. Since 2007 we've been backing the brightest innovators. And taking the best pioneering technologies to market.

Explore our perfect blend of vendors and incredible choice of cybersecurity and data centre products.

Key

-  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

Alkira



Alkira Cloud Area Networking is the fastest way to unify clouds, sites, and users. Alkira automates the entire creation, management, and operation of your network. Need to expand to multiple regions? Or thinking of multi-cloud? Your Cloud Area Network unifies your entire network to form a high resiliency, low-latency global Cloud Fabric. Managed using the same controls, policies, and security network admins know. One that instantly scales. And is delivered as a service. Automatically deployed via UI or code. With end to end visibility.



Aruba



Aruba, a Hewlett Packard Enterprise company, is the global leader in secure, intelligent edge-to-cloud networking solutions that use AI to automate the network, while harnessing data to drive powerful business outcomes. With Aruba ESP (Edge Services Platform) and as-a-service options, Aruba takes a cloud-native approach to helping customers meet their connectivity, security, and financial requirements across campus, branch, data centre, and remote worker environments, covering all aspects of wired, wireless LAN, and wide area networking (WAN).



BitSight



BitSight creates trust in the digital economy and transforms how organisations manage cyber risk. The BitSight Security Ratings Platform applies sophisticated algorithms, producing daily security ratings that range from 250 to 900, to help organisations manage their own security performance; mitigate third-party risk; underwrite cyber insurance policies; conduct financial diligence; and assess aggregate risk. With the largest ecosystem of users and information, BitSight is the Standard in Security Ratings

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.



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 centre. 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.



Cymulate

Cymulate, the market leader in Cybersecurity Risk Validation and Exposure Management. Your customer's security posture is affected by many different variables—both known and unknown—that are constantly changing and causing perpetual drift. Maintaining a robust security posture and keeping risk low requires security teams to continuously monitor their security program's performance, end-to-end. Cymulate empowers security leaders to maximize operational efficiency while minimizing risk exposure with a continuous security assurance program.



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.



Extrahop

ExtraHop is on a mission to arm security teams to confront active threats and stop breaches. Their Reveal(x) 360 platform, powered by cloud-scale AI, covertly decrypts and analyses all cloud and network traffic in real-time to eliminate blind spots and detect threats that other tools miss. Sophisticated machine learning models are applied to petabytes of telemetry collected continuously, helping ExtraHop customers to identify suspicious behaviour and secure over 15 million IT assets, 2 million POS systems, and 50 million patient records.



 Active Directory Visibility and Security

 Advanced Threat Protection

 Network Threat Detection

 PIM

 SIEM

 User Entity Behaviour Analytics

 Network Threat Detection

 Network Response



F5

F5 empowers its customers – the world’s largest enterprises, service providers, financial and educational institutions, government entities, and consumer brands – to create, secure and operate applications that deliver extraordinary digital experiences. Fuelled by automation and AI driven insights, these applications will naturally adapt based on their changing environment so companies can focus on their core business, boost speed to market, improve operations and build trust with their customers. By enabling these adaptive applications, **F5** with **NGINX**, **Shape**, and **Volterra** technologies offers a comprehensive suite of solutions for every digital organisation in the world.



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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.



-  Web Application Firewall
-  Distributed Denial of Services
-  User Entity Behaviour Analytics
-  Advanced Threat Protection
-  SSL Decryption
-  Threat Intelligence
-  Network Threat Detection
-  Data Protection
-  Cloud Data Management
-  Network Response

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 Response | 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 Protection | Operation Technology | EndPoint Detection |
| Distributed Denial of Services | SSL Decryption | Data Protection |
| Privilege Access Management | Advanced Threat Protection | Cloud Data Management |

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.



Hashicorp

HashiCorp is a leader in multi-cloud infrastructure automation software, helping organisations move to the public cloud faster, while optimising their cloud strategy, re-platform apps and modernise current infrastructure. The Hashicorp stack provides a control plane for each layer of the cloud, enabling enterprises to make the shift to a cloud operating model. Each product addresses specific technical and organisational challenges of cloud infrastructure automation.



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.



Infinipoint

Infinipoint pioneers the first Device-Identity-as-a-Service (DaaS) solution, addressing Zero Trust device access and enabling enterprises of all sizes to automate cyber hygiene and increase visibility across their entire IT estate. Infinipoint is the only solution that provides Single Sign-On (SSO) authorisation integrated with risk-based policies and one-click remediation for non-compliant and vulnerable devices.



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.



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.



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.



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| EndPoint Protection | EndPoint Response | Distributed Denial of Services |
| EndPoint Detection | Network Response | Network Threat Detection |
| User Entity Behaviour Analytics | Threat Intelligence | |

Mimecast

Since 2003, Mimecast has stopped bad things from happening to good organisations by enabling them to work protected. Mimecast empower more than 40,000 customers to help mitigate risk and manage complexities across a threat landscape driven by malicious cyberattacks, human error, and technology fallibility. Mimecast advanced solutions provide the proactive threat detection, brand protection, awareness training, and data retention capabilities that evolving workplaces need today. Mimecast solutions are designed to transform email and collaboration security into the eyes and ears of organisations worldwide.



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.



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.




 Email Protection

 Cloud Data Management

 Cloud Access Security Brokerage

 Secure Web Gateway

 Data Loss Prevention

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.



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.




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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.




Network Threat Detection



Operation Technology



Hyperconverged



Data Protection



Software Defined Networking

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.



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.



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|  NG FireWall Platform |  EndPoint Protection |  Virtual Execution (sandbox) |
|  Cloud Access Security Brokerage |  EndPoint Detection |  Network Threat Detection |
|  Object Storage |  Cloud Data Management |  Data Protection |

Salt

Salt Security protects the APIs that form the core of every modern application. Its API Protection Platform is the industry's first patented solution to prevent the next generation of API attacks, using machine learning and AI to automatically and continuously identify and protect APIs.



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.



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.



Tenable

Tenable, Inc. is the Cyber Exposure company. Over 30,000 organisations around the globe rely on Tenable to understand and reduce cyber risk. As the creator of Nessus®, Tenable extended its expertise in vulnerabilities to deliver the world's first platform to see and secure any digital asset on any computing platform.





 EndPoint Protection

 EndPoint Response

 EndPoint Detection

 Vulnerability Assessment and Patch Management

 Cloud Data Management

 Active Directory Visibility and Security

ThriveDX

ThriveDX is the global leader in cybersecurity education, and an expert in providing cybersecurity training to upskill and reskill lifelong learners. Operating in two main divisions – Education and Enterprise – ThriveDX’s award-winning solutions exist to bridge the skills gap and impact the talent shortage in the cybersecurity and overall tech industry. Their determined focus is in future-proofing the workforce with the most in-demand cyber skills.

THALES

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.



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.



Wasabi

Wasabi provides simple, predictable and affordable hot cloud storage for businesses all over the world. It enables organizations to store and instantly access an unlimited amount of data at 1/5th the price of the competition with no complex tiers or unpredictable egress fees. Trusted by tens of thousands of customers worldwide, Wasabi has been recognized as one of technology’s fastest-growing and most visionary companies. Created by Carbonite co-founders and cloud storage pioneers David Friend and Jeff Flowers, Wasabi has secured nearly \$275 million in funding to date and is a privately held company based in Boston.



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-  Encryption
 -  Key Generation and Management
 -  Strong Authentication
 -  Network Response
 -  Object Storage

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.



Zimperium

Zimperium provides the only mobile security platform purpose-built for enterprise environments. With machine learning-based protection and a single platform that secures everything from applications to endpoints, Zimperium is the only solution to provide on-device mobile threat defense to protect growing and evolving mobile environments.



At Your Service

Who said value add? At Exclusive Networks we go further. We create value from scratch. Value that's laser-focused on helping you sell, implement and support the world's leading cybersecurity products. As a Partner you get to enjoy an unparalleled array of services designed to deliver you real, tangible, profit-driving business advantage.

Exclusive Networks Professional and Support Services

Increase your revenue and customer value with Exclusive Networks Professional and Support Services. Enhance your technical capabilities with access to our highly trained, fully accredited technical staff as and when you need them. Our Exclusive Services enable you to deploy the perfect combination of experience, product knowledge and skills into your client projects, and all co-ordinated from our 24/7 UK Support Centre. We give you the power to sell, implement and support client projects on the scale of a major value-added service and technology operation, but without the time and operating cost overhead.

Exclusive Networks Training

We offer our Partners the highest standard of technical education on products and solutions in the Exclusive Networks portfolio. All our courses are delivered by vendor-accredited trainers with real world experience and practical insight. This provides attendees with practical capabilities and excellent theory. All courses in our training schedule are available virtually as well as in-person, giving you every opportunity to narrow the skills gap.

Advanced Services

Today, the ways businesses like to consume their technology match how people consume services in their personal lives. They demand fast deliveries, pay-as-go, instant downloads, leasing and renting. That's why we've evolved our finance offerings to consumption models with XoD, As A Service and MSSD.

Finance and Leasing

Financing and leasing make it easy for our Partners to sell bigger IT solutions that more customers can afford, and rapidly address the enterprise market's increasingly OPEX-orientated, subscription-based IT consumption demands.

X-OD Exclusive On Demand

X-OD is an on-demand platform designed to simplify technology consumption and drive your growth by fast-forwarding your evolution to the subscription economy.

Cloud Services

Exclusive Networks Cloud Services (ENCS) is a UK-hosted, secure, enterprise-grade cloud platform. ENCS enables Exclusive Networks Partners to provide predictable, reliable cloud. Built with fixed monthly VM pricing with 7-day snapshot backup and no data charges, it allows you to offer cloud infrastructure with no hidden fees.

Managed Services

MSSD (Managed Security Services Distributor) is a 100% channel-focused service from Exclusive Networks. MSSD allows our Partners to capitalise on the growing demand for security-as-a-service, generating revenues without having to invest in infrastructure or skills by providing world-class managed security services simply and quickly. Featuring service management reporting and security improvement advisories as standard MSSD is backed by 24/7 SOC infrastructure, an ISO 27001 and ISO 9001-certified webscale MSS platform and highly accredited and experienced engineers.



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