

Secure More Business: Let's Grow Together

WHITEPAPER



Accelerate your security portfolio growth with Exclusive Networks

At Exclusive Networks, we're a different kind of value-added distributor. We believe in disrupting the status quo of distribution. We believe in creating value with our solution partners. We pride ourselves on consistently delivering a premium, single-touch client experience while giving you the power and reach of a global distributor.

Exclusive Networks is the go-to-choice for solution providers expanding their security portfolio and tapping into the rich opportunities of managed security services.

When you build your security portfolio with Exclusive Networks, you will create greater value with our services:

- 1. Effective go-to-market programs:** Selling advisory, integration and managed services means selling your expertise to the market. You need to build the value of your brand. You need to develop deeper relationships with customers across business and IT lines. Work with Exclusive Networks to streamline your sales cycle as you identify new market opportunities, acquire new customers, nurture strategic relationships and drive account penetration. Exclusive Networks provides the go-to-market expertise, marketing services, lead generation and marketing support you need to drive your business forward. A managed security services provider must maintain a constant vigil to protect today's businesses. Ultimately, this trusted relationship enables customers to reduce their everyday security workload and focus on other critical projects.
- 2. Best-in-class security portfolio:** Exclusive Networks works with Fortinet, a proven leader in security tailored for small and midsize businesses (SMBs). The Fortinet Security Fabric, paired with MSSP training and support, are a dynamic combination that drives solution provider confidence, competence and sales. Fortinet offers a broad portfolio of SMB-focused security solutions designed for comprehensive user and IoT device security, secure wired and wireless access, network security and application security.

MSP-friendly management features, tailored tools and training and flexible business models help solution providers offer more billable features. How? We use devices designed for high-performance security, producing higher margins and quicker ROI for the Opex services that SMB customers increasingly demand.

3. Cyberthreat assessment: Demonstrate immediate value to your prospective customers with Exclusive Networks' Cyber Threat Assessment Program (CTAP). Exclusive Networks can help install a Fortinet FortiGate next-generation firewall unit, running in listen-only mode, on your customers' network. Data is collected and analyzed, helping detect existing risks within your customers' infrastructure.

Usually a 7- to 10-day process, Fortinet will compile a customized stability review report for you and your customer. Through CTAP and its resulting review with the customer, service providers realize an 85 percent closing rate, on average. In addition, partners receive 2,500 FortiRewards points for selling any FortiGate solution and qualifying products.

4. Subscription-based security: Exclusive Networks and Fortinet have created hardware-as-a-service (HWaaS), a subscription-based platform to jumpstart your managed security services business. With HWaaS, your customer gets right-sized security, while simplifying the challenges of building and managing a robust managed security services platform. With HWaaS, solution partners subscribe to a monthly recurring business service, taking the Capex load off their customers and handing Opex over to you, the partner.

5. Advance your expertise: Fuel new opportunities with advanced expertise through Exclusive Networks' hands-on training programs. Take advantage of our sales and technical enablement resources, including group training sessions for sales and engineering to get them up to speed on everything Fortinet.

6. Professional and support services: Every solution provider business is unique, and it's a common need to extend your reach into new competency areas or geographic locations. Exclusive Networks offers a range of white-label professional services that empower you to create more business value for your customers. Exclusive Networks provides on-site services, Tier-1 and Tier-2 engineering services and monitoring.

7. Global logistics and field support: Exclusive Networks can assist with stocking, logistics and configuration for your customer engagements. With more than 195 global locations, we can support your business, wherever you are.

8. Financing and leasing: With Exclusive Networks' financing and leasing services, solution providers improve their cash flow while meeting customer demand for subscription-based IT services. Exclusive Networks offers a broad range of leasing options for services, support, hardware and software that provides risk-free access to more profitable opportunities.

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