



An Exclusive Opportunity You Can't Afford to Miss

Discover how you can build your business with Exclusive Networks North America

Capture your share of the rapidly growing cybersecurity and networking market.

There's a massive addressable market in cybersecurity and networking that's yours for the taking. Global spending on cybersecurity will **grow by 13% this year**, reaching a staggering **\$223.8 billion worldwide**. Cybersecurity remains a key growth sector for the channel due to myriad factors, such as hybrid work environments, ever-increasing cyber threats – including catastrophic zero-day threats – a chronic cyber skills gap, and more.

But these days, the relationship most technology and service providers have with their distributor is a one-way street: Poor customer service, slow response times, limited technical knowledge and little to no support when you need it most.

Quite simply, in an industry where every second counts, you need a trusted partner you can depend on.

We're here to show you how much a partner can deliver.

At Exclusive Networks, we're much more than a distributor; we're a cybersecurity solutions provider with profound expertise in product distribution, marketing, and solution sales. Rather than attempting to be all things to all people by hawking thousands of products with only limited expertise, our specialized cybersecurity focus and channel-centric approach mean you'll be confident your customers are getting the right solutions. We center our business around a select group of industry-leading vendors to ensure reliability, technical know-how, and seamless integration. Our global reach, combined with local presence, enables us to deliver the complete orchestration you — and your customers — can count on.

End-to-end business enablement and support resources.

ENABLE	ORCHESTRATE	SELL	DELIVER
<ul style="list-style-type: none"> • Business Intelligence • Marketing Consultation • Lead Gen & Biz Dev • Sales • Sales Ops • Cross-Selling, Up-Selling, & Solution Selling • Pre-Sales • POC Shadowing 	<ul style="list-style-type: none"> • Global Deal Desk • Project Management Office • Pre-Sales Consultation Services • Assessment & Design • Customer Portal 	<ul style="list-style-type: none"> • Automated Renewals • End-to-End Subscription or Consumption Quote to Billing Support • Stocking Programs • AWS CPPO 	<ul style="list-style-type: none"> • Supply Chain & Logistics • Legal, Tax & Compliance • Post-Sales Professional Services • World-Class Exclusive Training Centers

Above all, you can count on a dedicated support team, a comprehensive range of professional services, and steadfast engineering and technical support — 24/7/365. We consistently go above and beyond, to provide all the necessary tools to address your customers' diverse requirements, regardless of the inquiry, scale, or reach.

Simply put, Exclusive Networks is the partner you WANT to do business with, because our focus is always on helping you grow your business.

Here's what makes Exclusive Networks the right partner for you.

Our deep cybersecurity expertise and our carefully selected portfolio of cybersecurity and networking technologies keep you — and your customers — securely on the leading edge.



Leading-edge technologies

Cybersecurity is constantly evolving. You can count on us to stay up-to-date with the right list of technologies for all types of requirements.



Expertise at every stage

Our deep bench of experts, including technical and engineering teams with a full range of certifications, is always available to help.



Easy access to training and support

The Exclusive Training Center offers critical training for your staff to ensure they are armed with the right knowledge.

Putting customer and service back in customer service.

Whether your customers are local or global, we are always accessible and ready to collaborate, answer questions, or solve problems. With Exclusive Networks, you'll get one-on-one, white-glove service from an experienced, dedicated team. Here's what sets us apart:



A dedicated account manager

Work with someone who knows your business, cares about your customers, and will always provide a quick response when you have a question or need assistance.



Local or global, we've got your back

Every deal matters, large or small. With 50+ offices, servicing 195 countries, we offer a global concierge to provide global coverage and scale when you need it.



Value-add services

We offer a full range of services including marketing and solution-selling support:

- **Solution Services** including partner meetings, demos, webinars, product updates, and training
- **Professional Services** including vendor product implementation, deployment, and Wi-Fi site surveys
- **Staging Services** including firmware upgrades or downgrades, configuration deployment, sanity checks, and additional peripherals
- **Technical Training** including advanced engineering certification/training for all partners/vendors to ensure they are armed with the right knowledge

The frictionless customer experience you've always wanted.

We're invested in making every aspect of doing business with Exclusive Networks easy and worry-free, so you can spend your time building your business and serving your customers.



Quotes in less than 4 hours

No more chasing after quotes while your customers become impatient. We turn around quotes in less than 4 hours — and often under 1 hour.



Information at your fingertips

Enjoy the ease of your Exclusive Access Portal with API connections to make data sharing simple, so you always know the latest status updates and have complete transparency.



On-time delivery

We know you rely on us to meet commitments to customers, so we take our promises seriously, with on-time delivery of products and fulfillment documentation.

Become an **Exclusive Networks** partner today.

A proven leader in cybersecurity solutions trusted worldwide. Dedicated, white-glove service from an experienced team of professionals. Longstanding partnerships with the world's most trusted brands. And a partnership you can rely on for everything from sales enablement to technical training. Don't let this Exclusive opportunity pass you by. Become a partner today with the email address below or the QR code.

newpartner_us@exclusive-networks.com



Visit us at www.exclusive-networks.com/usa
or give us a call at (888) 891-9988.

