

Exclusive Group leverages its global expertise to Enhances its Growth in North America.

SAN JOSE, CALIFORNIA, USA, December 7, 2018 /EINPresswire.com/ -- By pursuing a specialist focus in cyber and cloud, Exclusive Group is addressing the widening global shortage in skills and knowledge among channel partners and end-user organizations to enable the desired pace and success of digital transformation

Exclusive Group, the global value-added services and technologies (VAST) group, today announced significant investment in the following months to leverages its global expertise to accelerate its US Growth. With 62 offices in over 100 countries, we drive the rapid market penetration and high growth needs of ambitious IT vendors by enabling reseller partners to differentiate, add value, and create new market opportunities. These reseller partners range from leading telecoms, service providers, and major system integrators, to VARs, software houses and specialist cybersecurity consultancies.



“Following our recent investment from Permira funds to become the global specialist VAD for cybersecurity and cloud migration, we set ourselves high objectives for North America,” said Olivier Breittmayer Chairman & Chief Executive Office, Exclusive Group. “we already will invest in people such as Andy Travers as SVP of Global Sales and marketing to build a strong infrastructure in insure we are be able to scale and secure a strong business in this region.”

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*Olivier Breittmayer Chairman
& Chief Executive Office,
Exclusive Group*

Andy Travers, SVP of Global Sales and Marketing, Exclusive Group, also explained “We’re focused our growth strategy in 3 specific areas for North America by getting market shares with the existing vendors we represent (Fortinet, rackmount IT, SentinelOne, Picus Security, JASK or Nozomi Network,...), reaching consistency with our vendors globally and getting a stronger geographic coverage where we are currently represented”.

Exclusive Group is known for boosting margins and helping

partners differentiate, grow recurring revenues and build strong customer relationships. The Exclusive Group helps complement our partners capabilities to deliver complete global rollouts in some of the remotest parts of the world.

Across both cyber and cloud technology markets, Exclusive Group identifies the latest disruptive and innovative high-margin vendor technologies for resellers to take advantage of. Having a good mix in the vendor portfolio is critical to offering maximum value and relevance as the global specialist VAD. for more information, please visit: <https://www.exclusive-networks.com>

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