

A cybersecurity distribution powerhouse

We partner with you to spark incredible growth for your business, driving you forward with in-depth market analysis, expert support and advanced digital tools and resources

Welcome to Infinigate

Infinigate is a leading cybersecurity distributor with pan-EMEA reach. We provide the customised and continuous support our partners need to succeed – and build the best channels for our vendor community



We boost your market share with:

1. **Our relentless focus on your growth** reflected in our own business growth – which is 2.5x the industry benchmark for security markets
2. **Human support, with digital tools and education** we create the best channel for vendors and help reseller partners reach more customers and deliver more solutions to market
3. **Specialisation in cybersecurity, secure networks and secure cloud technologies**, which are central to organisations' digital transformation plans
4. **Pan-EMEA presence and reach** our skilled experts in local countries support projects and end-customers
5. **Expert, modular professional services** helping our partners execute effectively in their markets and increase their revenues and margins
6. **Powerful market data and insights** enabling vendors and resellers to target the right customers and close more deals

Seize the market opportunity

5.5% ↑

YoY growth in IT spending

Gartner

\$2trn

Cybersecurity market opportunity

McKinsey & Company

13.2% ↑

Cybersecurity market growth in 2023

Canalys

Your growth is our mission

We bring together the most innovative technology vendors and ambitious resellers to solve end-customers' business challenges – driving sustainable growth for our entire partner ecosystem

50% of our people are technical experts, ensuring that our partners can navigate the complex cybermarket, and design and deliver high-value solutions.

Together with our vendors and resellers, we are constantly learning and upskilling – leading to rapid growth for all our partners.

Everything we do is focused on helping you achieve your goals.

We get you started

with the right training and skills to bring cybersecurity, secure networks and secure cloud technologies to market faster

We grow your knowledge

to boost your technical, marketing and sales capabilities

We build your pipeline

with Smart Data services to help you target the best market segments and customers, and the right marketing tools and branded materials

We help you win

by optimising your offers and strengthening your bids

We help you deliver

with the right services, support and scale to deliver solutions to market faster and ensure success for your customers

Infinigate's pan-EMEA footprint

- | | |
|-------------|--------------------|
| 1. Austria | 16. Morocco |
| 2. Bahrain | 17. Netherlands |
| 3. Belgium | 18. Norway |
| 4. Bulgaria | 19. Oman |
| 5. Croatia | 20. Pakistan |
| 6. Denmark | 21. Poland |
| 7. Egypt | 22. Qatar |
| 8. Finland | 23. Romania |
| 9. France | 24. Slovenia |
| 10. Germany | 25. Spain |
| 11. Ireland | 26. Sweden |
| 12. Italy | 27. Switzerland |
| 13. Jordan | 28. South Africa |
| 14. KSA | 29. UAE |
| 15. Kuwait | 30. United Kingdom |



Infinigate in numbers

25+ years

of cybersecurity experience

25%

CAGR for 15+ years

1,250+

employees (50% technical experts)

30

countries

€2.6bn

predicted revenue 2023

Our technology and services

We specialise in the leading-edge technologies that are driving organisations' digital transformations

We aim for total security coverage across on-premises infrastructure, the cloud, and distributed endpoints, with AI-powered networks and automated threat detection and remediation.

1. Cybersecurity

Help organisations protect their mission-critical systems and data across infrastructure, endpoints and everything in between

2. Secure networks

Harness AI to make networks more intelligent, automated and efficient

3. Secure cloud

Ensure end customers can adopt cloud infrastructure and services rapidly and securely

Our services portfolio

With our modular services, resellers can fill gaps in their delivery capabilities, or provide 'white labelled' services to end customers.

We offer:

Partner enablement services

identify more opportunities, target the right customers, build strong marketing campaigns and train your teams

Support and maintenance

we triage across multi-vendor solutions to maximise responsiveness and minimise downtime and disruption to customers' operations

Managed services

that ensure your customers' technology stacks perform reliably and deliver the required ROI throughout their lifecycle

Vendor-accredited training

to upskill partners and help them build their own services capabilities

Professional configuration and installation

to deliver end-customers' projects reliably to ensure that all equipment works 'out of the box'

Global logistics support

that span all regions globally, with next-day capabilities in the EU and UK



Helping partners unlock Secure Cloud solutions

As your customers move their operations and apps to the cloud, they want to know that their IT is as secure as possible. With Infinigate Cloud – our expert cloud business unit – we can help you support this transition and give your customers peace of mind.

At Infinigate Cloud we believe that true value-add is delivered by real people, supported by efficient systems, and that is why every partner receives a named Account Manager, focused on your success.

With more than 25 years' experience, our deep technical heritage and knowledge of the market enable you to deliver secure cloud solutions at scale.

Our portfolio of services and cutting-edge tools bring together cloud, managed and professional services, and an ecosystem of partners, selected to help you build a successful and profitable business, that keeps your customers both secure and productive.

Partners earn up to 10x higher margins from services than traditional hardware and software sales

Gartner predicts a

9.1% 

uplift in IT services spending in 2023



Why partner with us?

We provide the infrastructure, skills, expertise and reach to help you outpace the market

Key benefits for resellers

Maximise your revenues with our vendor relationships, industry leading solutions and services and support.

We help you:

- access **leading-edge** vendors and solutions
- **fill gaps** in your services capabilities to boost your revenues
- identify new opportunities and **target the right customers** with smart data and market insights
- accelerate your go-to-market strategy with opportunity support, from **quote to cash**
- expand your business into new regions with our **pan-EMEA reach** and local-market presence
- **upskill your teams** quickly and effectively with vendor-accredited training

Key benefits for vendors

Investing in and supporting the channel, we, and our partners, have been able to grow an average of **2.5x the industry benchmark** for cybersecurity markets – and our vendor community is also achieving excellent commercial outcomes.

We help you:

- connect with the right partners to **maximise your market reach**
- **build the right skills** and knowledge in your channel
- create programmes to develop an **effective channel**
- **increase your sales** opportunities
- support your partners with everything they need from **quote to cash**

To discover more about how Infinigate builds the best channel for vendors and ignites growth for partners, please visit our website:

www.infinigate.com

Or contact us today to arrange a meeting:

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About the Infinigate Group

The Infinigate Group is a value-add distributor, fully committed to sustainable, leading-edge cybersecurity solutions. Founded in 1996 in Switzerland, it has grown to incorporate the entire EMEA region, with offices in 30 countries and partners in more than 50. Our more than 1250+ dedicated employees, half of them with in-depth technical expertise, are passionate about best-of-breed cybersecurity, secure networks and secure cloud for SMB and enterprise market segments, to protect on-premise and cloud-based IT infrastructure. The Infinigate Group relies on strong country organisations, which adapt to the needs of their respective partners, MSSPs and vendors, by providing technical, marketing, sales and professional services. For additional information visit www.infinigate.com

