

Your Trusted Advisor in cybersecurity, cloud and network infrastructure

We partner with you to spark incredible growth for your business, driving you forward with in-depth market analysis, hands-on support and the right digital tools and resources.

Welcome to Infinigate

Infinigate is the leading technology platform and the trusted advisor in cybersecurity, cloud and network infrastructure, covering 35,000 partners in over 100 countries.

We provide the continuous support and technical expertise 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** which is 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 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. **Global presence and delivery capabilities** our skilled experts in local countries support all projects and end-customers.
5. **Expert, modular professional services** helping our partners execute fully in their markets and increase their revenues and margins.
6. **Powerful market data and lead generation engine** enabling vendors and resellers to target the right customers and win more deals.

Seize the market opportunity

\$424.97

billion global cyber market by 2030



24%

YoY growth in cloud security spending in 2024



14% ↑

growth in security and risk management spending in 2024



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 to enrich the channel – leading to rapid growth for all our partners.

Everything we do is focused on helping you achieve your goals. To do this, we:

Get you started

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

Grow your knowledge

to boost your technical marketing and sales capabilities and to grow in partnership with us and our vendors.

Build your pipeline

with Smart Data services to help you optimise your strategy, and the right marketing tools and expert channel marketing support to build your deal pipeline.

Help you win

to optimise your offers, bid stronger and beat the competition.

Help you deliver

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



Infinigate's global footprint

- Australia
- Austria
- Bahrain
- Belgium
- Bulgaria
- Croatia
- Denmark
- Egypt
- Finland
- France
- Germany
- Ireland
- Jordan
- KSA
- Kuwait
- Morocco
- Netherlands
- New Zealand
- Norway
- Oman
- Pakistan
- Poland
- Qatar
- Romania
- Slovenia
- Spain
- Sweden
- Switzerland
- South Africa
- UAE
- United Kingdom

Infinigate in numbers



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. We offer:

1. Cybersecurity

that helps organisations build their cyber resilience and protect their mission critical systems and data across infrastructure, endpoints and everything in between

2. Secure networks

that harness AI to make networks more intelligent, automated and efficient

3. Secure cloud

that ensure end customers can adopt cloud infrastructure and services rapidly and securely

Cybersecurity compliance advice and solutions

Together with our vendors, we provide partners with advice, consultancy services and a leading portfolio of solutions to ease their customers' path to cybersecurity compliance.

Our services portfolio

With our modular services, partners can fill gaps in their capabilities, or provide 'white labelled' services to end customers. We offer:

Partner enablement services

identify more opportunities, target the right dtrain your teams

Managed services

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

Professional configuration and installation

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

Support and maintenance

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

Vendor-accredited training

to upskill partners and help them build their own services capabilities

Global logistics support

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

Marketing services

create demands for new services and generate high-value leads with programmatic, ROI-focussed and data driven marketing

Financial services

close more deals with flexible and cost-effective finance solutions

Customer retention

to protect your recurring revenue and optimise your existing customer base

Seize the IT services opportunity

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

Gartner predicts a

8.7% 

uplift in IT services spending in 2024

Infinigate Cloud

Infinigate Cloud is an expert business unit within the Infinigate Group.

As a born in the cloud distributor with a deep technical heritage, we continually invest in our teams and evolve our value-add services to ensure we deliver the very best in technical expertise and 24/7 support for partners.

Our 25+ years of experience in the cloud has taught us that we are only successful if our partners are. Award winning education and go to market services help our partners achieve their full potential and grow their businesses faster.

The Infinigate Cloud platform serves 6,500 Cloud Service Providers (CSPs), Managed Service Providers (MSPs), and Managed Security Service Providers (MSSPs), generating \$200 million in Annual Recurring Revenue (ARR).

Become a Trusted Security Advisor and MSSP with Infinigate Cloud MSSD

The managed security services market offers one of the most attractive growth opportunities for the channel.

Our Managed Security Services Distributor (MSSD) approach helps you enter the market quickly, with no upfront investment or risk, ensuring sustainable growth.

The Infinigate Cloud MSSD advantage

Zero Trust Framework

with solutions built on a robust Zero Trust approach, ensuring security and compliance.

Professional services and 24/7 support

access world-class support and professional services with an outstanding NPS score.

Marketing and lead generation

leverage our marketing as a service and lead generation engine to boost your business.

Training and knowledge transfer

equip your team with the necessary skills with our comprehensive training programmes.

White labelling

offer our services under your brand, with full support from our technical experts.

State-of-the-art procurement and provisioning platform

designed for seamless integration, enhanced security, and detailed analytics.

Our MSSD services

- Penetration Testing-as-a-Service
- Breach Attack Simulation-as-a-Service
- Security Operations Centre-as-a-Service
- Firewall-as-a-Service
- Managed Detection and Response-as-a-Service

ID Connect

ID Connect is a gateway to seamless digital transactions and value-added services that spark our partners' growth.

Through ID Connect, you can access cloud services, MSP platform, technical training, professional services and marketing and sales support.





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 high-quality 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
- win more projects with our lead generation engine
- accelerate your go-to-market strategy with opportunity support, from **quote to cash**
- expand your business into new regions with our **global 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**

About the Infinigate Group

The Infinigate Group, the leading technology platform and trusted advisor in Cybersecurity, Cloud & Network Infrastructure covers over 100 countries across EMEA, Australia and New Zealand. In the 2023-2024 financial year the Infinigate Group revenue reached 2.3B€. Our focus and deep technical expertise on cybersecurity, secure networks and secure cloud for SMB and enterprise set us apart. Our 1,250 employees provide locally tailored services complementing a robust central supply chain, sparking growth for our partners, MSSPs and vendors.

In 2022, Starlink, Vuzion (now Infinigate Cloud) and Nuvias became part of the Infinigate Group.

In 2024, Wavelink became an Infinigate Group company, adding coverage for the Australian and New Zealand (ANZ) market.

For additional information please visit www.infinigate.com.

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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