



Exclusive Networks strengthens its position in the Baltics with the acquisition of DAN Distribution

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Exclusive Networks, a global cybersecurity go-to-market specialist, announces the acquisition of 100% of DAN Distribution, a leading distributor of cutting-edge cybersecurity solutions in the Baltic States.

This acquisition empowers Exclusive Networks to create new growth opportunities for its vendors across Estonia, Latvia, and Lithuania, while further solidifying its position as Fortinet's leading global distribution partner.

Headquartered in Riga, Latvia and with office in Vilnius, Lithuania, DAN Distribution has been a long-term distributor of Fortinet since 2004. The company was established in 2024, as a spin-off of DAN Communications by Ileana Rutman (CEO of DAN Communications) and Aleksandrs Libensons (Managing Director of DAN Distribution).

DAN Distribution will continue to operate under its current brand within the Exclusive Networks ecosystem in Northern Europe, while maintaining its operational excellence and customer satisfaction.

Rob Tomlin, Regional General Manager of Exclusive Networks Northern Europe, commented:

This acquisition is an important step that allows us to strengthen our platform in the Baltics with a skilled team that shares our business values. I am delighted to welcome the DAN Distribution teams to Exclusive and look forward to working with them.

Aleksandrs Libensons, Managing Director DAN Distribution added:

Joining Exclusive Networks marks an exciting new chapter for DAN Distribution. From the beginning, our team's mission has been to bring world-class cybersecurity solutions to our region combined with a committed professionalism, agility, expertise, and trust. Partnering with Exclusive not only validates that commitment but also empowers us to scale our impact across the Baltics. We're proud to remain a trusted partner to our vendors and clients, and we look forward to shaping the future of cybersecurity distribution together with Exclusive Networks.

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About Exclusive Networks

Exclusive Networks is a global cybersecurity go-to-market specialist that provides partners and end-customers with a wide range of services and product portfolios via proven routes to market. With offices in over 45 countries and the ability to serve customers in over 170 countries, we combine a local perspective with the scale and delivery of a single global organization.

Our best-in-class vendor portfolio is carefully curated with all leading industry players. Our services range from managed security to specialist technical accreditation and training and capitalize on rapidly evolving technologies and changing business models. For more information visit www.exclusive-networks.com.

About DAN Distribution

DAN Distribution is a leading distributor of cutting-edge cybersecurity solutions in the Baltic States. Our mission is to provide businesses with the most advanced security technologies, ensuring robust protection against evolving digital threats. For more information visit www.dan.lv/en/distribution.