

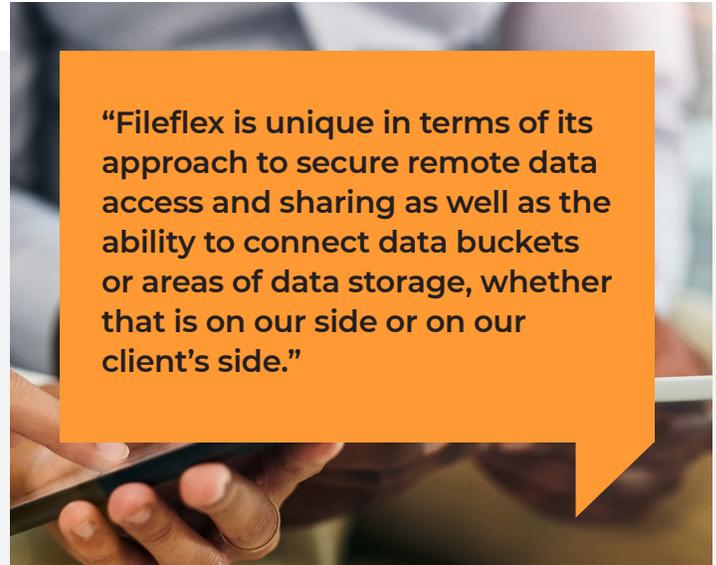
# We make innovative technology companies successful

Aexus is a 60+ employee sales organization with a unique business model. Headquartered in Arnhem, Holland with offices throughout Europe and in Fairfax, Va., the company provides complete commercial outsourcing services in both regions to technology companies, service providers and software developers.

“You can expect from us the same as you would from a salesperson on your payroll,” said Zacchary Couldrick, “We take responsibility for your European and American business development and sales activities and we save you the hassle and costs of having to open your own office here, employ your own staff and understand the legal and tax systems. Also, we save you time, since we know the local culture, speak the relevant languages and – most importantly – bring an extensive network of relevant contacts to businesses and government organizations.”

With Aexus providing a direct presence on either side of the Atlantic, key verticals for the firms that it represents include telecom and utilities, banking, insurance and finance, manufacturing, publishing, retail and media and publishing.

In order to support technology companies with marketing, channel development and client account management, there needs to be a sophisticated IT strategy in place and to that end, FileFlex has become a critical part of the company’s



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computing architecture.

Zacchary Couldrick, managing director of the UK and Ireland markets for Aexus, describes it as “interesting technology” that is not only assisting his company in its endeavors, but also the client base.

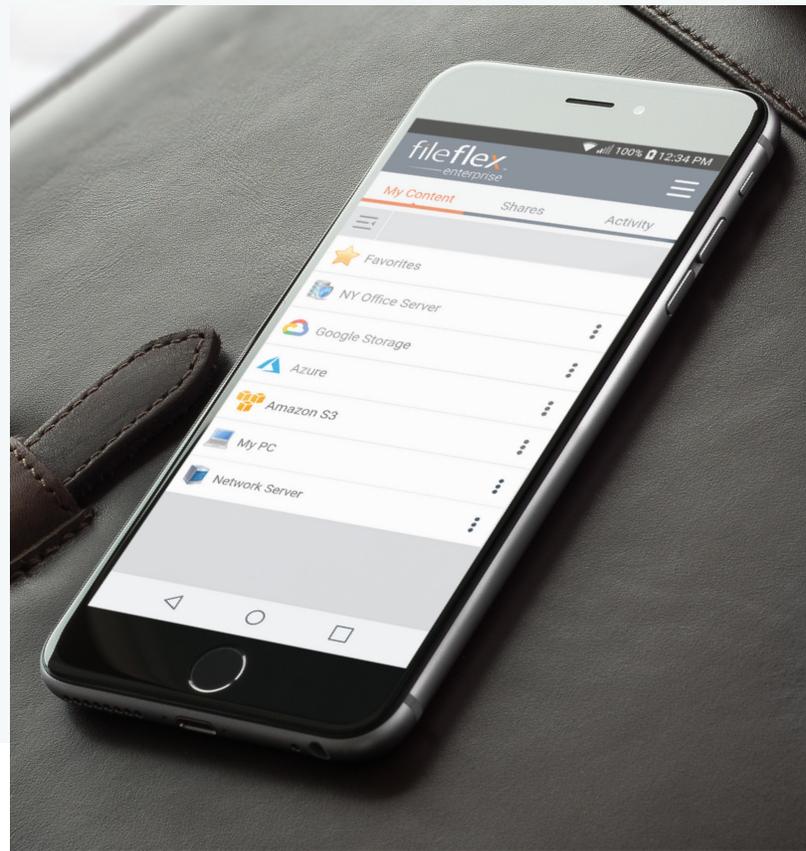
“Fileflex is unique in terms of its approach to secure remote data access and sharing as well as the ability to connect data buckets or areas of data storage whether that is on our side or on our client’s side,” he says. “If we need to connect to a Google Drive, or AWS storage, Azure storage or SharePoint we can securely access all of that data in one place.”

“We also get great benefit as an organization from the virtual data rooms capability when we are sharing new files or new presentations not just to do with FileFlex, but all of our partners.”

Couldrick adds that the fact it leverages the “fully secure benefits of Zero Trust Data Access has resulted in it being well received.”

“Organizations, regardless of size, like the look-and-feel of FileFlex, get the concept and understand why it is valuable.”

“They all see the fit, be it as an MSP for a 200+ employee organization or larger organizations that we have done a FileFlex demo for their internal requirements. They do have storage in different environments, and they do have a problem with sharing that storage either internally or externally with different parties.”



## FileFlex Enterprise Explained

FileFlex Enterprise is the world’s first remote data access and sharing solution designed from the ground up to facilitate business processes effectively and efficiently on a zero trust platform to reduce business risk and increase productivity.

Based on zero trust architecture, it supports an entire Hybrid-IT infrastructure of on-premises, SharePoint and IaaS storage, employs a Zero Trust policy engine and brings IT control over file sharing.

From a single pane-of-glass, FileFlex Enterprise provides fully audited and IT controlled access to all content located on a hybrid IT infrastructure including a re-

mote office, on-premises corporate server, department NAS, an individual’s PC, private cloud, public cloud, SharePoint or your Infrastructure-as-a-Service storage such as Microsoft Azure, Google Cloud or Amazon S3.

It requires no additional servers, no additional storage and no additional human resources. It is the only secure remote data access and sharing platform built from the ground up on a patented zero trust architecture. Zero trust augments traditional perimeter-based security by always authenticating and always verifying all transactions all the time or “never trust, always verify.”

*“never trust, always verify”*

## FileFlex Enterprise Deep Dive

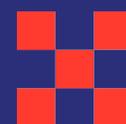
- Augments traditional perimeter-based security by always authenticating and always verifying all transactions all the time with a “never trust, always verify” model where access to data is secured and controlled through a zero trust policy engine. FileFlex Enterprise abstracts the infrastructure from shared information providing secure data access as granular as a single file and protects against unauthorized access to the organization’s infrastructure.
- The administrative console includes a view of all activities of all users that can be monitored in real-time or exported to your incident management software. It is the perfect tool to bring governance over PII and PHI information and GDPR and HIPAA compliance.
- This powerful layer gives IT control over how files are accessed and shared within or outside the organization. Works together and takes advantage of existing enterprise tools including AD, LDAP, AV, SSO, TFA, U2F. Prohibit sharing of select files, folders or devices on an organizational basis, group basis or on a user by user basis.
- The ‘never trust, always verify’ model that underlies the FileFlex Enterprise platform allows users to access their data from anywhere and any device without compromising on security.
- FileFlex Enterprise can be secured by hardware via the secure enclaves of Intel® SGX technology allowing users silicon-to-silicon secure access of files and folders from source locations.
- Qnext is a technology partner with Microsoft, Intel and Hewlett Packard Enterprise (HPE).



### **Zacchary Couldrick** **Managing Director, Aexus** **UK and Ireland**

Zacc is an experienced Director with a demonstrated history of working with start up and scale up software tech companies.

He has decades of experience selling telecommunications software solutions globally. Spent the last two years helping tech clients across Telecoms, FinTech, Logistics, IT Security, End-User Computing Applications, Automation and AI establish themselves in UK & Eire markets.



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