

Leaders in **Cloud Transformation, Data Centre, Unified Communications & Multi-Region Managed Services.**

Through our transatlantic alliance our customers are able to benefit from the collective strength of our two companies. Looking Point & Tesrex are proud to be able to provide quality, market-leading services throughout Europe and North America.

- ✓ **Multi-region design & end-to-end delivery services**
- ✓ **Seamless international procurement & lifecycle management**
- ✓ **Combined expertise across the full technology stack**
- ✓ **Up to 24-hour live support with fully accredited engineers**
- ✓ **Local Account, Project Management & Professional Service teams**
- ✓ **Managed services delivered through a unified platform**

### Worldwide distribution through:



#### North America

Looking Point Inc.  
391 Taylor Blvd. Suite 120  
Pleasant Hill,  
California 94523

+1 925 566 3480  
sales@lookingpoint.com  
lookingpoint.com

#### Europe

Tesrex Ltd.  
27A Church Street,  
Rickmansworth,  
Hertfordshire, WD3 1DE

+44 1923 77 66 44  
sales@tesrex.com  
tesrex.com

## Company Overview

### Introduction

Tesrex is a quality focused technology consulting firm specialising in providing tailored Security, Networking & Unified Communications solutions to mid-market and enterprise level companies. Our range of services encompass; design consulting, implementation, assessments, professional services and ongoing support.

As a company, we place a strong emphasis on forging strong partnerships with our clients. We see ourselves as an extension your team, working with us will enable you to focus more on driving business success. Our well-rounded business knowledge and extensive technological prowess ensures we provide a truly advantageous service to each of our clients. We find that the most value-rich engagements are with customers who meet, engage and share their business goals and pain-points with us. Using our initial consultation session as a baseline, we can start to learn the technical environment and the changes that need to be made to align the technology platform to the business needs.

We have a heavy focus on doing in-house research and development, building tools and integrations that allow us to deliver uniquely tailored platforms, offering value and features that go beyond what is traditionally provided. Crafting a modular solution around the needs of the client ensures the business can enjoy the efficiency of a well integrated platform, rather than simple out-of-the-box point solutions with compatibility challenges across vendors.

### Core Services

#### 'Best of Breed' Modular Security Platform

- Network & Application
- DNS & Brand Protection
- SSL
- Cloud
- Correlation & Visibility
- Advanced Endpoint Protection

#### Hybrid Cloud

#### SD-WAN

#### Enterprise Grade Networking Solutions

#### Unified Collaboration

#### Design Consulting

#### Assessments

- Security
- Network Infrastructure
- Unified Collaboration

#### Storage & Virtualisation

### Background

Tesrex was founded in the UK as an agile technology consultancy with a key focus on client engagement and the introduction of innovative and modern technologies from Silicon Valley into the UK market.

We take a vendor-agnostic approach to the crafting and delivery of solutions and services. This allows us to offer balanced and informed advice at all stages of the engagement, from the initial consultation all the way through to delivery and on-going support.

Our company was founded upon two core fundamentals; providing exceptional customer service at all levels of the engagement and always delivering the best possible solution that suits each individual business.

On our path to accomplishing these two goals, we have established a core team that share our vision, work ethic and a passion for technology that drives us to deliver quality solutions and services, as well as a level of customer service that goes beyond traditional expectations.

For us, the most exciting parts of consulting are education and exploration. Our satisfaction is derived from building long-lasting success with each of our clients and nurturing their ongoing needs.

# Company Overview

## Introduction

LookingPoint is a leading solution provider specializing in advanced IT infrastructure solutions. We provide design consulting, professional services, and managed services to our customers. We can augment your existing IT Team through our Next Care Managed Services, as well as, recommend the appropriate IT product solutions that meet a customers' unique business and compliance requirements.

We are not your typical IT Solution provider. Rather, we choose to focus on building strong partnerships with clients by working closely with them as an extended member of their team. When engaging with LookingPoint, members of your IT staff will have more time to address key organizational initiatives that will drive innovation and lead to further business success. Our expertise centers on Collaboration, Data Center, and Networking Infrastructure. This technology alignment allows us to provide a consistent end-user and customer experience. In leveraging LookingPoint, your organization will have the time to focus on specific business needs that will drive innovation and stream line your company's path for success.

By having focused technology alignment around core IT principles, LookingPoint is able to effectively provide a consistent customer experience based on their own distinct business requirements.

## Core Services

### Unified Communications

### Network Security

### Cloudlock

- Advanced Malware Protection
- Network as a Sensor and Enforcer
- Next Generation Firewall

### Enterprise Grade Networking Solutions

### Cloud Based Solutions and Migration

- Collaboration
- Security
- Networking
- Data Center

### Managed Services

- Complete Infrastructure Management
- Software Upgrades
- MAC Support
- Monitoring
- Backup Management
- Best Practices

## Background

LookingPoint was founded in 2010 with the goal to provide our customers with advanced technology and efficient solutions. Through the use of technology, we enable our customers to achieve improved productivity, growth and empowerment of business. We are highly accountable to our customers and are dedicated to their success.

We have strong relationships with industry leaders in data center, collaboration, and networking technologies, and are strategically aligned with companies that enable your core infrastructure.

Our team is certified in the latest technologies and we keep current as new technologies develop.

Our unique methodology based industry best practices and deep technology expertise delivers consistent results to our customers. It's a proven approach that delivers improved uptime, greater agility, lower IT expenditures, and the support our customers need in order to grow their business.