Climb adds Archer to its Security Portfolio, Bringing AI-Powered Risk, Compliance and Regulatory Change Management to VARs and MSPs

Eatontown, NJ (November 19, 2026) – Climb, an international specialty technology distributor and wholly owned subsidiary of Climb Global Solutions, Inc. (NASDAQ: CLMB), today announced a distribution agreement with Archer, the governance, risk and compliance (GRC) company trusted by more than 1,300 organizations, including half the Fortune 500 and 37 of the top 50 global banks. The agreement gives Climb's VARs and MSPs access to Archer's GRC solutions, including regulatory change management, AI risk management, regulatory intelligence, third-party risk, and IT and security risk, so they can help customers keep pace with regulatory change and govern AI with confidence.

Security is one of Climb's core focus areas, and organizations are under growing pressure to manage risk and stay compliant as regulations multiply and AI adoption accelerates. Archer gives Climb's partners a way to move beyond point security products and into governance, risk and compliance, where decisions involve the CISO, the chief compliance officer and the board. It opens a higher-value conversation with existing customers and a path into financial services and other heavily regulated industries.

A new regulatory change lands somewhere in the world every seven minutes, and agentic AI is outpacing most teams' ability to govern it. Static controls and periodic reviews leave a widening governance gap, catching too little too late. Archer replaces them with purpose-built AI grounded in the deepest regulatory data in GRC, updating continuously, tracing every result to its source, and catching what static controls miss. Now available to VARs and MSPs across North America through Climb, Archer brings partners a platform already proven at the world's largest enterprises and banks. Paired with Climb's real-time quoting, flexible financing and partner enablement, it lets partners build a GRC practice quickly and take on compliance-driven projects without starting from scratch.

“We're excited to welcome Climb as a distribution partner. Their strong reseller ecosystem, channel expertise, and commitment to partner enablement align perfectly with our growth strategy. This partnership will help us expand Archer's reach, build new relationships, and make it easier for partners to bring our solutions to market,” said Mike Sherwood at Archer.

“Our partners' customers aren't only asking how to stop threats anymore. They're asking how to prove compliance, keep up with new regulations and put guardrails around AI,” said Dale Foster, CEO at Climb. “Archer answers those questions with a platform trusted by half the Fortune 500, and that credibility matters when a partner walks into a risk or compliance conversation. Adding Archer lets our partners lead that conversation instead of handing it off, and it opens the door to larger, longer-term engagements.”

Those interested in distribution services and solutions should contact Climb by phone at +1.800.847.7078 +1.888.523.7777 (Canada), or by email at Sales@ClimbCS.com

About Climb

Climb is a global specialty technology distributor focusing on Security, Data Management, Connectivity, Storage & HCI, Virtualization & Cloud, and Software & Application Lifecycle. Climb is committed to transforming distribution by providing emerging and established IT technologies, flexible financing, real-time quoting, best of breed channel operations, speed to market, and exceptional service to our partners worldwide. Climb is a wholly owned subsidiary of Climb Global Solutions (NASDAQ: CLMB). Experience the Climb difference and learn how our people first approach empowers VARs and MSPs to grow, scale, and accelerate their business. Visit www.ClimbCS.com, call 1-800-847-7078, and connect with us on LinkedIn!

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About Archer

Archer powers how the world's leading enterprises govern risk, compliance, and regulatory change. More than 1,300 organizations run on Archer, including half the Fortune 500 and 37 of the top 50 global banks. A new regulatory change lands somewhere in the world every seven minutes, and agentic AI is outpacing most teams' ability to govern it. Static controls and periodic reviews leave a widening governance gap, catching too little too late. Archer replaces them with purpose-built AI grounded in the deepest regulatory data in GRC. It updates continuously, traces every result to its source, and catches what static controls miss. Archer delivers solutions across the full range of GRC, including regulatory change management, AI risk management, regulatory intelligence, third-party risk, and IT and security risk. For more information visit www.archerirm.com.

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