



DEVELOP

your Cisco practice, transform your business potential and enhance your business's visibility with Cisco.

Technical updates and workshops

Relevant knowledge will increase selling ability. We provide you with the most up-to-date technical information and training on Cisco technology and affinity vendors, completing the Cisco solution.

Demo equipment and support

We can support you to set up a testing or proof-of-concept (POC) environment in three ways:

- Leveraging Cisco's remote lab dCloud,
- Comstor's demo equipment in our locations
- On premise through Rent-a-Lab

Certification Support

Training-need analysis to help you define your journey. Attaining and maintaining Cisco accreditations will ensure your profitability.

Marketing workshop

Learn how to create a Cisco marketing plan, including leveraging campaigns, tools and services available from Cisco

With EDGE

we help you to Engage and Onboard with Cisco, Develop your Cisco business, Grow your business through additional architectures, marketing and services, and Extend your business with new consumption models or geographies.

Mentor Program

One-to-One business planning and mentoring through our award-winning Mentor program.

- Create and execute a Cisco-centric business plan for your business helping you increase your level of revenue and profitability.
- You will also be invited to attend, ComMENT, a bi-annual conference for your, Comstor's and Cisco's executives, where you can have peer-to-peer discussions, workshops and networking opportunities.



Sales Excellence and soft skills Training

Both methodologies change the way you do business:

- Instead of talking about technology you translate solutions into processes that drive hard cash flows, like net revenue, internal rates of return and payback periods
- Prepare a technical business case for a non-technical decision maker
- Speak the language of CxO and address key executive concerns



About Comstor

Comstor is the Cisco dedicated business unit within the Westcon Group. We work very closely with our operations organisation, but also with our sister company Westcon to provide you with the most comprehensive services, products and support offering.

It is about complementing the skills you already have – supporting you in the areas you need, mentoring you and your team to succeed and empowering you to grasp every opportunity and embrace every challenge. Distribution is just the beginning.

This is **Comstor**.
This is **your EDGE**.



Comstor UK, Merchants House, Love Lane Cirencester GL7 1YG
United Kingdom | Phone: 01285 647 001 | uk.comstor.com | comstoredge.com