



with Comstor and gain access to our Core Services.

Welcome introduction by your dedicated Cisco Trained Account Manager

We will show you how to navigate Cisco's online tools. We will summarise this information in our SMB reseller handbook. Your dedicated account manager is your day-to-day contact for quotes/Cisco enquiries and alignment with Cisco teams.

Sales-oriented webinars on services, programs, promos and products

Giving knowledge to make the most from being a Cisco partner

Invitation to Comstor Select Boot Camps

Gaining the Select Accreditation for access to deal registrations

Personalised Credit limit facility and Cisco Capital

We offer finance solutions, not just conditions.

- We process applications based on individual requirements.
- We finance entire projects to help partners build bids and implement major projects.
- We are open to new ways of financing to partners

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.

Logistical services and inventory management.

- We make sure the right stock is available at the right time, all the time.
- We offer 24x7 emergency services and same day shipment to most location across the globe.
- Backlog management, in the case a product is not on stock

Technical Services

Our unique range of non-competitive technical services enhance and extend your ability to deploy solutions. Our Technical Services teams have specialists that are Cisco-certified to fully understand the function, capabilities, performance and implementation of Cisco-focused solutions. Other vendor accreditations are held to ensure that your customer's solution will be complemented by best-of-breed products. With Comstor you have access to pre-sales support for Bill-of-Materials and to Cisco architecture specialists. We are your white-labeled tech team.

Cisco Services training and support

If you're not sure how to position Cisco services to your customers, let us know and we'll show you how. Start bundling SMARTnet with every Cisco hardware sale and do yourself and your customers a favour. We will help you with contract management, co-termination of contracts and managing your renewals.



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**.



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