



your capabilities with Cisco architectures
to offer your customers more.

Architectural programs

When you can effectively show measurable improvements, show business value and demonstrate the right solutions, you increase your value to your customers and the probability of winning the sale. Let us guide you to develop a Cisco architectural-based business by participating in our architectural programs on Collaboration, Data Center, Security and Services.



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.

Architectural workshops

Architectural education training for pre-sales, internal sales and BDMs, hosted by Comstor's Architectural leads

Ecosystem vendors

Access to a portfolio of complimentary vendors that enhance the Cisco Solution

Campaign execution and lead generation

We offer a range of services that will allow you to build effective marketing campaigns and execute successful lead generation that will boost your sales pipeline with sales qualified leads and report Return-on-Investment



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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