Introduction to Data Center Services

Data Centers are as complex as they are fundamental to the effective function of any modern business. Ultimately, whichever business someone works in, there is a need for a robust, flexible and fit-for-purpose infrastructure. The complexity and critical nature of a datacentre can sometimes be overlooked by end-customers, especially when there are no immediate issues or problems. However, ensuring a business continually evolves to transact and function in line with market demands requires an approach that can perpetually adapt and grow for fear of being left behind the competitive curve.

Immediate Benefits to you

A broader, deeper and more robust Data Center offering – instantly

Grow a new dimension of your business without up-front capital investment

Augment your existing skillset seamlessly to see and win a wider variety of DC opportunities

Leverage our Cisco engineering DC skill sets to train up and educate your in-house services resource – We are your trusted IT Provider

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.

As a reseller, your customers trust you to deliver that evolution as a part of your role as their IT provider. Comstor Datacentre (DC) Services are designed in a modular, flexible and relevant way to ensure that if you find a gap in your capability, capacity or reach; we have the team, methods and skills to assist at any stage of an opportunity.

Start talking Data Center… Instantly

The method of getting this new service offering to market couldn't be simpler. The availability of these services and the resource behind it means you can begin talking to your customers about your DC offering now – we can assist you from the pre-sales conversation through to support. Comstor Services Solutions offers you 10 distinct services, split in DC Assessment Services and DC Installation services.

DC Assessment Services

- **Inventory Review:** Our engineers will make a full review of all active infrastructure components including servers, storage, switches, IT management layer and network: determining which items are end-of-life and which are due to become obsolete within the next 12 months. With the report that is delivered back, you will have the data to suggest strategic steps forward, backed by a team of experts.

- **Design Service:** Deliver your customers the reassurance of "best in class" designs delivered using leading edge data center design tools. Then follow up with providing them the necessary infrastructure elements to deliver upon the design. It doesn't stop there though, servers, storage, switching, power, cooling? Comstor can be your end-to-end provider from concept through to maintenance delivering you assurance and business continuity

- **Physical Infrastructure Evaluation:** Our engineers will conduct a visual examination of the physical infrastructure within the data center, including thermal management, power distribution, racks and cabinets, cabling, pathways, telecommunications grounding and bonding, labelling and administration, and evaluate them against current network needs, future network requirements, and relevant industry standards and best practices.

- **Thermal Assessment:** We assess your data center's thermal management conditions, analyse their workings using advanced Computational Fluid Dynamics (CFD) analysis software, and identify solutions that will allow you to optimize your data center for maximum performance and energy efficiency.

- **Extended Services:** Comstor Services has the manpower, skillsets, tools and processes to help you offer non-standard services and deliver them to the highest standards.

DC Installation Services

- **UCS Installation:** The scale and depth of the expertise behind Comstor's UCS full service offering means you can begin talking to your customers about UCS instantly – we can assist you from the pre-sales conversation all the way through to support

- **Virtualisation Installation:** As an IT reseller, your customers turn to you to offer solutions as a part of your role as their trusted IT provider and it is difficult to know, understand and experience every facet of Cisco's ever-changing portfolio. A virtualised install offers flexibility and scalability.

- **Flexpod Installation:** FlexPod's architecture can be configured for the growing demands of many requirements and we can help you deliver all this value as a part of your own offering. By partnering with Comstor Services, you can make a transition to forward-thinking IT without the headaches.

- **X-Pod Installation:** We provide a full installation and configuration service. By using the Cisco X-Pod reference architecture we can prioritise performance optimisation for Virtualised Desktop Infrastructure (VDI)

- **Nexus Data Center Migration / Implementation:** Comstor's in-house team has been delivering Nexus DC deployments for many years. As a result of that, we know what matters – we take exceptional care with migrations and thoroughly investigate any impacts or requirements to ensure continuity of service with minimum disruption of business services during the project lifecycle.

LEAP is a program that will help you LEAP into Data Center with Comstor and Cisco

The LEAP Program is a focused partner enablement program, that enables you to discover, test and sell complete Data Center solutions build around Cisco's Unified Computing System (UCS), Cisco's Nexus Series Switching and Cisco's Application Centric Infrastructure (ACI). With Cisco's compute, network and storage solutions working together, complemented by Cisco's ecosystem partners, you will be at a competitive advantage and you will be able to achieve all your virtualisation goals, improve your time to revenue and accelerate your growth.

This program provides you with a selection of enablement and training courses, along with demand generation and business development activity, business planning and a training roadmap. Think of it as a partnership between you and Comstor, where everything you need to know about Cisco Data Center solutions is provided so we can grow together.

About Comstor

Comstor is the Cisco dedicated business unit within the Westcon Group. We work very closely with our operations organization, 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.

EDGE