

Engage with us

Our Partners are busy people with limited resources, pulling large amount of data from various sources into a proposed solution. They need reliable, easy access to information, and when they need help – they need to know they can call their account manager and get results.

- Do you find it hard to get hold of your account manager?
- How does a delay in resolving a supply or delivery issue impact your bottom line?
- Have you had examples where not being able to get hold of your Account Manager has impacted your profitability on a sale?
- How does it impact your perception of your Distributor when you have trouble getting hold of your account manager?

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.

Our Team

Our team is dynamic, responsive, reliable, creative and most importantly, committed. Globally, we have over 3,200 employees, on six continents, in 170 countries and with over 30 years of experience. All our teams will work with you to shorten sales cycles and win more profitable sales.

- Dedicated Cisco-qualified account management, responsible for driving your growth, providing complete ownership and simplified business engagement. Your account manager is your day-to-day contact for quotation support and follow up, special pricing & promotion support, as well as deal registration, support to navigate Cisco's online tools, bespoke deal flexibility, Pre-ordering inventory in anticipation of your order as well as alignment with the Cisco teams.
- Services Team; 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 and/or Smart Care 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.
- Business Development and product management, covering programs support, solution enablement, promotions and incentives and rebate management as well as in-depth support on Cisco technologies.
- Marketing, help you with strategic marketing consultation services as well as execution through our 'Marketing as a Service' initiatives: one-off projects or tailored marketing services that suit your needs.
- We are your white-labeled tech team. Our unique range of non-competitive technical services enhances and extends your ability to deploy solutions. All our technical 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. We provide in-depth technical knowledge of advanced networking products during each stage of the sales process, including consultancy, design, implementation and support.

- Customer Service and logistics: our experienced teams simplify and add flexibility to complex procurement processes as well as manages issue resolution, with fast response times. You have more important things to worry about than wheather the products you ordered will arrive at a customer site. We offer excellent logistics support capabilities to ensure your order is delivered how, where and when needed, which you can track online too. We are also able to provide you with automated reports about your business with us.
- Drive partner partner profitability through our training by leveraging our extensive portfolio of Cisco certification and competency sales and technical training. We can help you build a business case for training by linking it to readily available discounts and rebates.
- Our credit services team aim to manage your accounts in a friendly, efficient and professional manner. We deliver a flexible service, from run rate requirements to larger project orders. Our innovative solutions are designed to support your business when you most need it. You will have a personalised credit limit facility and Cisco Capital as back up for your projects.

We appreciate and want your business, and we go the extra mile for that

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.**

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