



Comstor

# EDGE Networking



Switches, routers, wireless access points, SD-WAN, DNA, intent-based networking, wireless networking, LAN, WAN – the list goes on. How do you keep up with the ever-evolving and complex networking world?

Comstor EDGE: Networking will show you the simple way to keep up by utilizing Cisco – the world leader of IT.

EDGE: Networking provides a comprehensive roadmap to becoming a Select, Premier, and/or Gold Certified partner with Cisco. Certify your skill set to show customers that you can help them become networking leaders.

We offer a participation level for every phase of development.

Which level is right for you?



## Level 1: ENGAGE

DESIGN YOUR PLAN

- Comstor Quick Start Program
- Register to sell Cisco with Comstor
- Assigned Account Manager for single point of contact
- Discovery call with our architecture experts to create a partner-specific roadmap to success
- Introduction to Enterprise Networking



## Level 2: DEVELOP

BUILD YOUR PRACTICE

- Become a Cisco Select Partner
- Map relevant rebates, incentives and discounts
- Focused networking trainings
- Engineering and Sales
- SD-WAN / Intent Based Networking
- Access to Comstor exclusive tools
- Recurring revenue discussion – Services and Software

Participation levels for every phase of development



## Level 3: GROW

INCREASE REVENUES

- Qualify for Managed Marketing campaigns
- Increase knowledge of solutions
- Gain additional specializations and certifications
- Cisco Value Incentive Program (VIP) Rebates
- Become more profitable with existing business



## Level 4: EXTEND

REACH BEYOND YOUR VISION

- Achieve additional Advanced Networking Specializations
- Maximize product revenue
- Develop into a market leader and trusted advisor
- Explore additional Cisco technologies

Gain the competitive EDGE with Comstor Progression Programs – your blueprint for success.