



Comstor

EDGE Comstor Security Initiative



As technology continues to evolve, so do cyber threats. Are you prepared to keep up with the complexity and volume of these threats?

The EDGE: Comstor Security Initiative (CSI) program provides you with the deliverables it takes to become the trusted security advisor your customers rely on. We will show you how to increase sales and profitability by becoming specialized and certified to the highest level possible within Cisco. Make sure your company is using the latest security solutions and help protect your customers.

We offer a participation level for every phase of development.

Which level is right for you?



Level 1: ENGAGE

DESIGN YOUR PLAN

- Assigned Account Manager for single point of contact
- Comstor Quick Start Program
- Register with Cisco and Comstor
- Discovery call with our architecture experts to create a partner-specific roadmp to success



Level 2: DEVELOP

BUILD YOUR PRACTICE

- Become a Cisco Select Partner
- Map relevant rebates, incentives and discounts
- Access to Comstor-exclusive tools
- Access to collaboration trainings exclusive to Comstor to expand your skill-based knowledge
- Increase profit with services and software



Level 3: GROW

INCREASE REVENUES

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



Level 4: EXTEND

REACH BEYOND YOUR VISION

- Achieve additional security specializations
- Fire Jumper - Stage 5
- Develop into a market leader and trusted advisor
- Access to high-level security assets
- Explore additional Cisco technologies and specializations

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