



Comstor

EDGE Collaboration



Think about the way you worked 10 years ago. Do you still do things the same way? Of course not. Chances are you no longer work 9–5 and possibly not even in an office. Work today requires collaboration and involves teams spread across time zones.

Comstor EDGE: Collaboration is a program designed to help value-added resellers (VARs) build and grow a successful Cisco Collaboration practice. This comprehensive program provides focused consulting, best practices, education, training, tools and tactics for each reseller’s core business functions.

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



Level 2: DEVELOP

BUILD YOUR PRACTICE

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

- Maximize product revenue
- Develop into a market leader and trusted advisor
- Explore additional Cisco technologies and specializations

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