



Comstor

EDGE Data Center



Turn the complexities of data center into opportunities with Comstor EDGE: Data Center. With the increasing diversity of applications, users, devices and an ever-expanding attack surface, data center may seem perplexing. We have developed a program to simplify data center and elevate your practice.

EDGE: Data Center will show you how to become a data center expert, expand your market share, and achieve specializations and certifications that will boost sales and revenue.

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
- Introduction to Data Center
- 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
- Focused Data Center trainings
- Engineering and Sales
- 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 data center specializations
- Maximize product revenue
- Develop into a market leader and trusted advisor
- Explore additional Cisco technologies and specializations
- Access to high-level data center assets

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