SYNNEX Comstor

EDGE Data Center

Turn the complexities of data center into opportunities with SYNNEX 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.

Level 1: ENGAGE
DESIGN YOUR PLAN

- Assigned Account Manager for single point of contact
- SYNNEX Comstor Quick Start Program
- Register with Cisco and SYNNEX 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 SYNNEX 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 SYNNEX Comstor Progression Programs — your blueprint for success.

For additional information, please contact: **EDGEprograms@synnex.com**

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Partner
Distribution Partner

SYNNEX
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