



SYNNEX Comstor

# EDGE Meraki



SYNNEX Comstor EDGE: Meraki is a complete cloud-managed solution that reduces networking complexities. It simplifies powerful technology to free passionate people to focus on their mission.

If you're talking cloud, you must be talking Meraki.

Through the EDGE: Meraki program, you will have a trusted adviser that will help you navigate Cisco's partnership levels, trainings, certifications, and rebates to ensure you can grow your Meraki practice and maximize your profitability every step of the way. We will help you become the solution's expert and expand your market share so you can take your practice to the next level.

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
- SYNNEX Comstor Quick Start Program
- Register to sell Cisco with SYNNEX Comstor
- Discovery call with our architecture experts to create a partner-specific roadmap to success
- Introduction to Enterprise Networking and Cisco Meraki



## Level 2: DEVELOP

BUILD YOUR PRACTICE

- Become a Cisco Select Partner
- Map relevant rebates, incentives and discounts
- Focused Meraki trainings
  - Engineering and Sales
- Get access to SYNNEX Comstor Simplification tools
- Recurring revenue model

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 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

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

For additional information, please contact: [EDGEprograms@synnex.com](mailto:EDGEprograms@synnex.com)



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