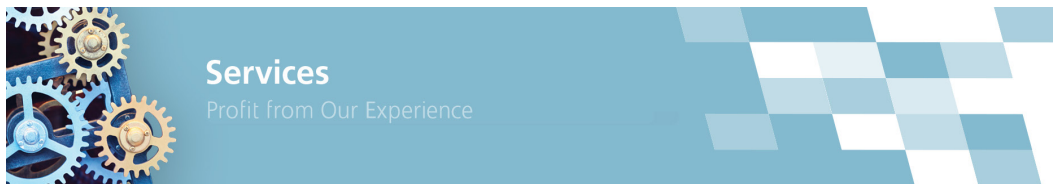




WHY WESTCON-COMSTOR SERVICES?

Westcon-Comstor is the technology distributor of choice for partners seeking end-to-end solutions that develop new revenue streams and business opportunities. By partnering with us, you can successfully expand your capabilities in delivering comprehensive solutions to end users worldwide. As a Westcon-Comstor customer, you can leverage our economies of scale to support even the most challenging projects, deriving value from a growing services portfolio structured to help you build margins, reduce operating costs, and create new revenue streams.



OUR UNIQUE VALUE PROPOSITION

Technology resellers of all sizes rely on Westcon–Comstor Services for cost-effective offerings that augment their support capabilities. They look to us for value-added solutions that increase their existing skill sets, enhance knowledge delivery, broaden their geographic reach, reduce capital expenditures, and bolster current competencies beyond the scope of what they can offer on their own. Partners further profit from our experience as a leading channel provider of authorized technical product training and certifications.

We provide the end-to-end lifecycle services required to deliver complete technology solutions, complemented by a comprehensive suite of business-extending services to simplify processes and eliminate costs. Our experts consult, educate, design, build, operate, manage and reinforce each partner's unique services solutions objectives through premier Supply Chain, Support, Education and Professional Services.



Westcon–Comstor resellers generate profitable services revenue as they become more nimble and valuable to their customers through our partnership.

OUR KEY DIFFERENTIATORS

For more than 30 years, resellers across all of our markets have depended on Westcon–Comstor for a competitive edge. Westcon–Comstor Services helps shape business for resellers who make us their partner of choice by constantly delivering service excellence:

- Our financial strength and stability enable us to support partners and partner opportunities of all sizes
- Our strong global vendor relationships and capabilities help broaden partners' geographic reach and technology services portfolio
- We support you worldwide with a continually growing staff of more than 300 engineers holding over 2,000 certifications
- Our highly trained and dedicated Services team delivers a consultative approach tailored to meet each partner's specific goals, markets and customers
- Experienced engineers offer world-class GoldSeal Support offerings with a 99% customer satisfaction rating
- We offer a complete set of services to fulfill multivendor, multitechnology projects and highly specialized solutions on behalf of customers for end customers worldwide
- We enable our partners to white-label many of our services offerings



Services

Profit from Our Experience



PILLARS TO SHAPE AND REINFORCE YOUR BUSINESS FRAMEWORK

SUPPLY CHAIN SERVICES



Westcon-Comstor Supply Chain Services provide proven end-to-end solutions to our partners worldwide. With custom integration capabilities in 22 logistics centers servicing 170 countries, we offer customers the flexibility they need to meet the demands of a rapidly changing global market. Every step in the logistics process is handled with accuracy and precision, from asset tagging, IOS load and configuration, to extensive testing that prevents on-site DOA exposure. For local, regional and multinational rollouts, our systems and in-house Supply Chain Project Managers work together to complement your resources, allowing you to expand market presence with minimal capital investment.

SUPPORT SERVICES



Westcon-Comstor's GoldSeal Support offer is a competitively priced Tier 1 and 2 maintenance package available only through our partners and delivered as an extension of your support team or direct to the end user in a white-labeled environment. With a 99% customer satisfaction rating, GoldSeal helps ensure a consistent customer experience and maximum uptime. It also saves valuable training and payroll dollars while bringing higher margins, recurring revenue streams and new solutions technologies to your business. This offer can be sold as an annual contract and, for specific vendors, as a block of hours or in per-incident packages. GoldSeal Monitoring and GoldSeal as a Service are also available to meet your evolving needs.

EDUCATION SERVICES



Westcon-Comstor Academy underscores a global commitment to channel education that began 30 years ago. We offer a complete portfolio of sales, presales, certification and technical training courses to provide hands-on experience with the latest products and applications. Training offerings include classroom, virtual, remote and online self-paced learning. We are an Authorized Training Center (ATC) for select vendors, and we partner with leading organizations to deliver additional education and enablement opportunities. Solutions can be customized for your local and global needs, and approved vendor courses can be resold to end-user customers at higher margins, appearing as your own training offers.

PROFESSIONAL SERVICES



Westcon-Comstor Professional Services encompass site analysis, deployment and technical engineering services to expand partners' existing capabilities. Designed to complement your skill sets and capacity, these services provide access to high levels of expertise, enabling you to go to market with new products and solutions across new or multiple geographies in pursuit of maximized services revenues. We offer a complete set of services to deliver multivendor, multitechnology projects that help you prepare, deploy and configure business solutions tailored for your customers.



Services

Profit from Our Experience



PROFIT FROM THE EXPERIENCE OF OUR SERVICES TEAM IN NORTH AMERICA



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