Stay Connected Stay Productive

Comstor | CISCO Partner — Distribution Partner

Flexible working made easy.

Comstor Business Kits have been designed to facilitate the drive to long term flexible working.

Today's businesses need flexible and adaptable work environments and Cisco's business resiliency solutions enable customers to thrive in today's ever-changing reality. The Comstor kits have been optimised to make your customers more productive from anywhere with truly connected experiences.

The **Comstor Business Kits - Secure Remote Workforce Bundle, Advanced Kit and Advanced+ Kit** - ensure employees stay connected and sensitive data is protected. Thanks to its scalability and additional options, each kit will satisfy the needs of either smaller or larger businesses with more advanced needs.

	Secure Remote Workforce Bundle*	Advanced Kit	Advanced+ Kit
Webex SEC-REMOTE-SOL > A-FLEX-3	✓	✓	✓
Secure X	Included for FREE	Included for FREE	Included for FREE
Duo SEC-REMOTE-SOL > DUO-SUB / DUO-MFA / SVS-DUO-SUP-B	✓ ✓ ✓	Duo-Access	Duo-Beyond
Umbrella SEC-REMOTE-SOL > UMB-SEC-SUB / UMB-DNS-ESS-K9 / SVS-UMB-SUP-E	✓ ✓ ✓	✓ ✓ ✓	UMB-SIG-ESS-K9
CMD SEC-REMOTE-SOL > CMD-SEC-SUB / CMD-ESS-LIC / SVS-CMD-SUP-E	✓ ✓ ✓	✓ ✓ ✓	✓ ✓ ✓
AMP4E AMP4E-SEC-SUB / AMP4E-CL-LIC / SVS-AMPE-SUP-B	—	✓ ✓ ✓	AMP4E-ADV-CL-LIC
Office network @Home	—	MR30H or 9105AXIT	MR30H or 9105AXIT

*Partner Collaboration SaaS Certification required.

Secure Remote Workforce Bundle

Designed to address mainly Small Business needs in the area of security and cloud collaboration at an affordable price. Extra discounts available for this bundle.

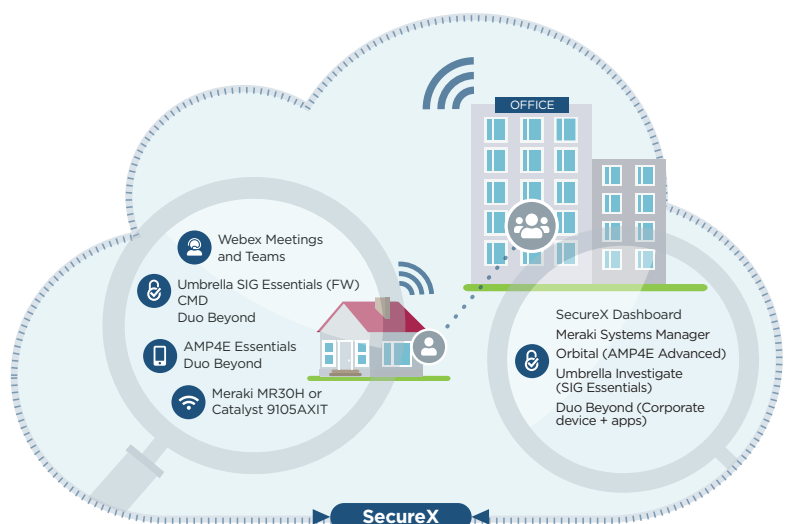The kit includes Collaboration* and Security solutions from Cisco.

OFFICE

Webex Meetings and Teams

Umbrella Essentials CMD Duo MFA

SecureX Dashboard

SecureX

Comstor Advanced Kit

This kit satisfies more sophisticated needs for encrypted connectivity and infrastructure management, optimised for small organisations. This will be a step up from the Secure Remote Workforce Bundle and allows for flexibility on the sale of individual solutions.

OFFICE

Webex Meetings and Teams

Umbrella Essentials CMD Duo Access

AMP4E Essentials Duo Access

Meraki MR30H or Catalyst 9105AXIT

SecureX Dashboard
Meraki Systems Manager

SecureX

Comstor Advanced+ Kit

This kit is designed to address more advanced business needs in the area of security, cloud collaboration and networking. To support larger organisations managing international offices and workforces.

OFFICE

Webex Meetings and Teams

Umbrella SIG Essentials (FW) CMD Duo Beyond

AMP4E Essentials Duo Beyond

Meraki MR30H or Catalyst 9105AXIT

SecureX Dashboard
Meraki Systems Manager
Orbital (AMP4E Advanced)
Umbrella Investigate (SIG Essentials)
Duo Beyond (Corporate device + apps)

SecureX

*Partner Collaboration SaaS Certification required.

What's in the kits?

Cisco Webex Meetings and Teams

To keep companies worldwide connected and allow them to continue with their business operations during this time of crisis, Cisco has expanded its Webex capabilities.

- Full featured HD video meetings, content sharing, recording
- Unlimited meetings and webinars with up to 200 participants
- Webex Teams unlimited messaging
- Microsoft Exchange Calendar, Directory Sync, SSO
- Microsoft Teams interoperability
- Analytics and Troubleshooting dashboard

SecureX

SecureX is a cloud-native, built-in platform experience that connects the company's Cisco security protection and its infrastructure. Nowadays, visibility is key to radically reducing threat dwell time and human powered tasks to stay compliant and counter the attacks every company have to face.

With Secure X your customers can benefit from a platform that is:

- Integrated and open for simplicity
- Unified in one location for visibility
- Maximizes operational efficiency with automated workflows

SecureX Dashboard

The Cisco SecureX dashboard provides visibility and aggregate, actionable intelligence across an organisation. From the dashboard, you can view and launch your integrations, view other available integrations, view metrics and data across an entire security environment, take response actions, and view relevant news articles of importance to your network security.

Cisco Duo

Adaptive Multi-Factor Authentication (MFA). Proactively reduce the risk of a data breach with Duo. Verify users' identities, gain visibility into every device, and enforce adaptive policies to secure access to every application.

Duo Access

Duo Access goes beyond simple multi-factor authentication (MFA). It helps your customers reduce risks by enforcing precise policies and controls. Enable teams to define and enforce rules on who can access what applications - under what conditions. Define access policies by user group and per application to increase security without compromising end-user experience.

Duo Beyond

Duo Beyond expands secure access past traditional perimeter-based network security with the power to grant access to any application, to any user, from any device, while maintaining security hygiene.

With Duo Beyond, your customers can do all that Duo Access can ... plus:

• Trusted Endpoints
• Duo Network Gateway

In a nutshell, with Duo Beyond it is possible to:

• Differentiate between corporate and personal devices.
• Limit sensitive data access to only corporate devices.
• Limit remote access to specific applications without exposing the network.
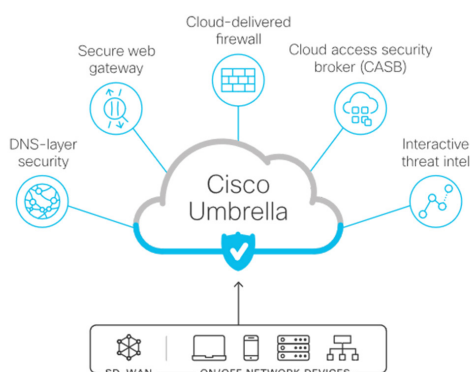
Cisco Umbrella DNS Essentials

Umbrella is the most efficient security solution for all internet access. Relying on the core of the internet protocol - the DNS, it can detect and block dangerous internet access before any data is exchanged.

• Integration with company's networking devices
• Off-network protection with Cisco AnyConnect
• Web filtering and block suspicious domains
• Integrated with Cisco Threat response
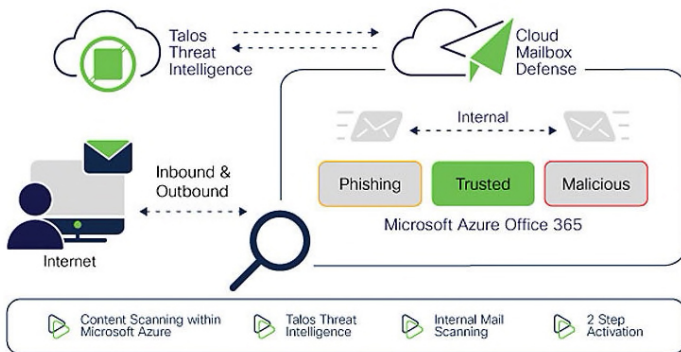
CMD (Cloud Mailbox Defense)

Cloud Mailbox Defense augments native Microsoft 365 security and provides complete visibility to inbound, outbound and internal user-to-user messages.

- Starts at 25 users

AMP (Advanced Malware Protection)

70% of breaches originate at endpoints and 61% of small businesses experienced a cyberattack in the past*. AMP allows you to enforce the endpoint security by capturing the file trajectory and analysis and determining the level of danger of each file or program executed, to finally block any suspicious behaviour.

- Next-generation protection
- Continuous monitoring
- Dynamic file analysis
- Vulnerability identification
- Endpoint isolation

*https://www.absolute.com/go/study/2019-endpoint-security-trends/

Cisco Meraki MR30H

The Cisco Meraki MR30H is a quad-radio, cloud-managed wall switch access point with MU-MIMO support. It provides performance, enterprise-grade security, and simple management.

- Integrated enterprise security and guest access
- Optimized for voice and video
- Self-configuring, plug-and-play deployment
- Sleek, low-profile design blends into any environment
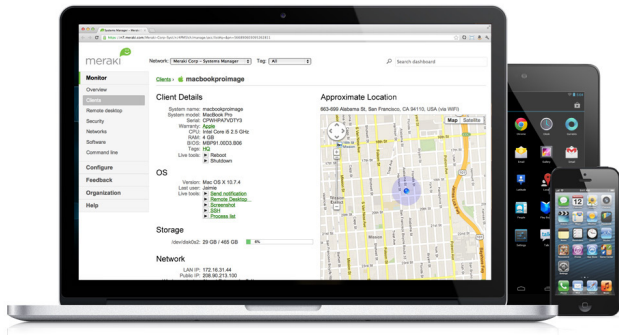
Meraki Systems Manager

A mobile device management solution providing cloud-based centralised management, diagnostics, monitoring and security of the mobile devices in an organisation.

Cisco Catalyst 9105AXIT

The Cisco® Catalyst® 9105 Series Access Points are the most versatile next generation access point in enterprise grade. They are resilient, secure, and intelligent.

Extending Cisco's intent-based network and perfect for networks of all sizes, the Catalyst 9105 Access Points scale to meet the growing demands of IoT while fully supporting the latest innovations and new technologies.

Additional options for Secure Remote Workforce Bundle and Advanced Kit

Make your flexible working experience even more enjoyable and secure with Cisco. From desk screen to stylish headsets to robust VPN solutions, Cisco can assist you with addressing all of your customers remote working needs.

Are you looking for seamless, quality and secure collaboration?

The ability to communicate is vital for any small business and disjointed and clumsy collaboration tools can make matters worse. Remote workers are less productive and frustrated when they don't have the right tools to keep them aligned with the rest of the organization.

Cisco Desk Pro	CS-DESKPRO-K9 CON-SNT-CS9DESKP (Service)	Intelligent collaboration device for desks and shared spaces. Collaborate, co-create, and annotate on an interactive, touch re-direct, 4k-touch display.
Cisco Headsets	HS-WL-730-BUNA-C (Bluetooth) CP-HS-W-522-USB= (USB) CP-HS-WL-562-M-EU= (Multibase Connectivity)	Professional headsets that create intuitive user experiences and offer a single, integrated tool to manage Cisco headsets, endpoints, and applications, both on-premises or in the cloud.

Do you need secure VPN, Multi-factor authentication or more advanced security features?

Small businesses, regardless of size, should never compromise on security. Employees often need to share sensitive information, and when small businesses support remote employees, they have multiple sites and devices that are subject to attack. Small businesses face threats to their very existence if they fall victim to a cybersecurity breach.

Meraki MX68 for central VPN connection (50 tunnels)	MX68 - HW	CISCO DESIGNED	100% Cloud Managed Security and SD-WAN for small branches or home workplace.
NGFW	FPR1010-NGFW-K9	CISCO DESIGNED	Cisco Next Generation Firewall uniquely provides advanced threat protection before, during and after attacks.
Anyconnect	L-AC-APX-LIC=	CISCO DESIGNED	Cisco AnyConnect provides an easy and secure VPN experience to not only prevent rogue devices from connecting to corporate resources, but also identify suspicious behavior on or off-premise.
Tailored Advanced Security with client-less options	Do you need **Firepower**, **Anyconnect** VPN client, or client-less solution? Every customer is different. It is necessary to help keep them safe and protected. Are you missing any security feature in our bundle? **Go for tailored solution**. We empower you to deliver the best solution to your customers. Contact us today.		

Do you need to extend your wireless connection?

In the rush to keep businesses running, many small businesses adopt piecemeal networking technologies that aren't scalable, secure, reliable, or intuitive. Whether they are deployed on-premise or in the cloud, small businesses get what they need at a cost they can afford with Cisco® Designed networking solutions.

Cisco Business Access Points	CBW140AC-E	CISCO DESIGNED	Brand new Cisco Business Access Points deliver an ideal blend of superior performance in a compact form factor. It delivers a highly secure and reliable wireless connection.
Cisco Meraki GO	GR10-HW	CISCO DESIGNED	Meraki Go is a cloud-based, do-it-yourself networking solution for small businesses that is easily managed from an intuitive mobile app.

Do you need to support increasing demand in your datacenter while minimizing disruption?

HyperFlex	Cisco architecture for 500-seat VDI configuration is now available includes: • Three Cisco HyperFlex HXAF220-M5SX All-Flash nodes • One Cisco HyperFlex HX-C220-M5SX Compute-Only node • A pair of Cisco's fabric interconnects	Get more info here: bit.ly/ComstorHyperFlexEMEA

Additional options for Comstor Advanced+ Kit

Make your remote working experience even more enjoyable and secure with Cisco.
From desk screen to stylish headsets to robust VPN solutions, Cisco can assist you address all your customers remote working needs.

Are you looking for seamless, quality and secure collaboration?

Cisco Desk Pro		CS-DESKPRO-K9 CON-SNT-CS9DESKP (Service)	Intelligent collaboration device for desks and shared spaces. Collaborate, co-create, and annotate on an interactive, touch re-direct, 4k-touch display.
Cisco Headsets		HS-WL-730-BUNA-C (Bluetooth) CP-HS-W-522-USB= (USB) CP-HS-WL-562-M-EU= (Multibase Connectivity)	Professional headsets that create intuitive user experiences and offer a single, integrated tool to manage Cisco headsets, endpoints, and applications, both on-premises or in the cloud.

Extend the MR30H capabilities with VPN access by adding MX to your central site:

Meraki MX68 for central VPN connection (50 users)		MX68 - HW	CISCO DESIGNED	100% Cloud Managed Security and SD-WAN for small branches or home workplace.
Meraki MX100 for central VPN connection (250 users)		MX100 - HW LIC - MX100 - ENT - 1YR	CISCO DESIGNED	100% Cloud Managed Powerful Networking and Security for Branches of Any Size.
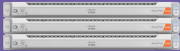
Do you need more advanced security features?

Tailored Advanced Security with client-less options	Do you need **Firepower**, **AnyConnect** VPN client, or client-less solution? Every customer is different. It is necessary to help keep them safe and protected. Are you missing any security feature in our bundle? **Go for tailored solution**. We empower you to deliver the best solution to your customers. Contact us today.

Do you need to extend the wireless coverage?

Cloud solution: • Meraki MR • Meraki MS CISCO DESIGNED **or** **On-premise:** • The Aironet 1815t Office extend to Catalyst 9100	Add more MR and MS products onto your network for better 100% cloud solution Add more Catalyst 9100 products in your home network for better coverage.

Do you need to support increasing demand in your datacenter while minimizing disruption?

HyperFlex	New quick ship VDI bundles are available including: • Three Cisco HyperFlex HXAF220-M5SX All-Flash nodes • One Cisco HyperFlex HX-C220-M5SX Compute-Only node • A pair of Cisco's fabric interconnects	Get more info here: bit.ly/ComstorHyperFlexEMEA

How can services support your flexible workers?

- Support hardware beyond standard warranty.
- Centralised support across hardware, software and third party vendors.
- Assistance with software applications, including software on-boarding and proactive assistance managing the lifecycle.

Cisco and its wide range of service offers, ensures your customers' needs are met. Cisco Services does not just minimize downtime impact, they also allow customers to get the full business value of their investments.

- **Ensure business continuity**
- **Reduce Security breach risk**
- **Increase uptime**
- **Improve operational efficiency**

Get more info here: bit.ly/ComstorServices

CISCO DESIGNED

Cisco Designed is a curated portfolio of products, specifically designed for small business to deliver simple, secure and flexible products at the right price for small businesses to thrive. As well as provide profitable opportunities for you.
Power your customers businesses with simple, secure, and scalable IT to work the way they choose.

Cisco Capital Payment Options

As your customers re-imagine their workforces and workplaces, flexible payment options can help them transition to a secure and remote workforce by investing in the Cisco Secure Remote Workforce solutions. Provide a path for your customers to access the hardware, software, and services they need while preserving cash and existing credit lines. Financing can help them remain competitive by keeping technology up to date—especially now as they work hard to provide adaptable, productive, and trusted experiences for their employees, customers, and partners. Customers can take advantage of as low as 0% interest rates and no upfront costs while you get paid upfront.

Comstor Payment Calculator*

Your success is our priority. Cisco Capital's flexible and innovative payment solutions make it easier for you to close more deals, grow your business and deliver Cisco solutions faster.

These adaptable and attractive payment options offer you and your customers new ways to consume and deliver digital transformation and acquire new technologies faster.

Take advantage of the options available to you today. Let Comstor show you how.

*not yet available for Middle East or Africa

Access the payment calculator here

Online Capital Assessment*

Your deal may qualify for financing - let us guide you to the best financing option.

Complete this form to find out https://m.westconcomstor.com/l/333091/2020-07-22/f1twt

*Available for Europe and South Africa only

Complete financing solution including hardware, software and multi-year services

Learn more about easylease
https://www.westconcomstor.com/uk/en/comstor/payment-options.html
Contact your easylease account manager
easylease_partner_enquiries@cisco.com

For any queries contact the team: flexible_finance@cisco.com

Commercial Payment Options

If your customer is investing more than €325,000 and needs a flexible lifecycle approach

- Your customer gains financial flexibility at an exceptionally low interest rate
- Flexible lifecycle options: Refresh, Retain or Return
- Lifecycle approach provide you with a trigger point to revisit the customer before end of financing term

Learn more about commercial payment options
Visit https://www.westconcomstor.com/uk/en/comstor/payment-options.html
Any questions?
commercial_payment_options@cisco.com

Find out all available offers: cisco.com/go/partner/emea

Advantages for you

- Enable more options with periodic payments - still get paid upfront
- Bundle more, profitable Partner Services
- Strengthen customer retention
- Earn an easy additional 0.7% rebate when you book more than 5 deals over $150k within the FY21

Advantages for your customers

- Spread total cost over 3 to 5 years
- Pay for the TOTAL SOLUTION on price-per-month basis
- As low as 0% financing
- Easier access to future technology innovation

Why Comstor?

We're proud to be a true extension of Cisco in the marketplace, working closely with partners to build their Cisco business.

100% aligned, we're not only the largest Cisco-exclusive distributor, but we also have the most Cisco-trained and certified experts in the channel. A true collaborator in its go-to-market and channel strategy, learn more about how to win with Comstor.

Russell Blackburn
VP Product Management & Marketing

https://m.westconcomstor.com/Why-Comstor

Contact us:
www.westconcomstor.com

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