

WESTCON-COMSTOR VALUE

Your Choice for Cloud and AWS Services

– over and above a great AWS service, Westcon-Comstor can provide



ATTRACTIVE COMMERCIAL TERMS

- Discounts on AWS consumption and marketplace spend
- Invoicing in local currency or USD
- Finance options for Reserved Instances (RI) purchasing
- No minimal period or minimal spend to qualify
- Simplified billing and management
- Development credits – proof of concept credits



AWS ENABLEMENT

- Westcon-Comstor's AWS Reseller Enablement Portal – advanced AWS training and enablement resources, marketing templates & tools
- Programmes to bolster sales and technical skills
- AWS technical & business courses run by Westcon-Comstor, to assist you to get certified free of charge



TOOLS TO DELIVER THE BEST AWS ENVIRONMENT

- BlueSky Cloud & Service Management Platform
- BlueSky Cloud Optimisation Engine, powered by Cloudyn
- BlueSky Security Analytics & Compliance Service, powered by Dome9
- BlueSky Financial Optimisation Service

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CLOUD CUSTOMER SUCCESS CENTRE

– Dedicated specialist team to assist with

- On-boarding – legal, technical, program requirements to get started
- Operations – billing, quoting, order processing
- Margin enhancement – AWS Optimisation, analysis, recommendations
- Acceleration & Growth – Pre/post sales resources, sales support



MARKETING

- White-labelled templates for Reseller's to brand
- Assistance in delivering AWS marketing central campaigns



SERVICES

- Financial Services
- Technical Resources – Pre/Post
- Education & Training – training credits to get started with AWS
- Marketing Services



ACCESS TO A COMPREHENSIVE WORLD CLASS PORTFOLIO

- Make margin from AWS Marketplace
- Visit our Cloud websites to view our comprehensive list of Cloud vendors: [Australia](#) | [Indonesia](#) | [New Zealand](#) | [Singapore](#)

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