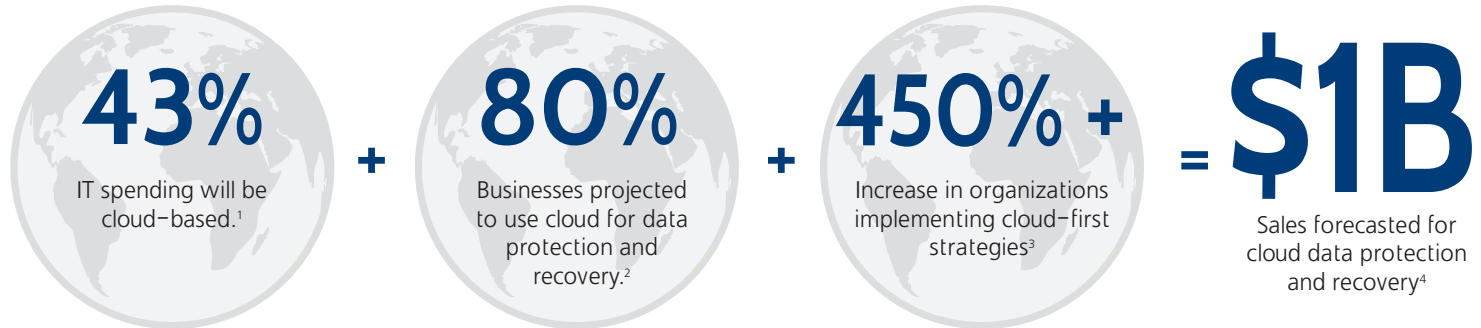


# Westcon-Comstor Helps You Build a Profitable Cloud Backup Business

The opportunity is clear for IT organizations, by 2018....



## Cloud solutions provide:

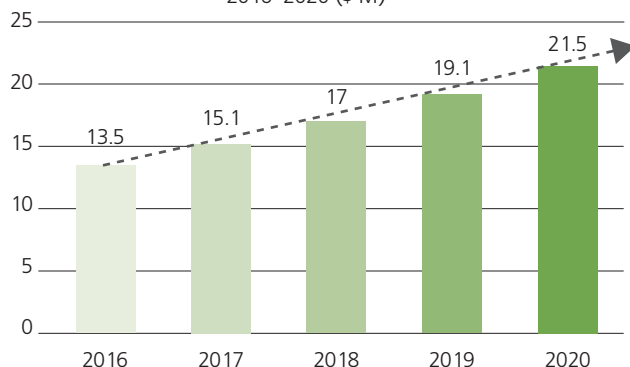
- Lower capital investment
- Faster deployment of solutions
- Scalability
- Reduced maintenance for infrastructure
- Up-to-date software

## Cloud backup solutions protect your customers' information:

- Wherever it resides, on-premise or in the cloud
- Long-term and cost-effectively compared to traditional solutions like tape drives
- Flexibly and efficiently, minimizing the impact to the network

## Backup Offers a Big Opportunity for Resellers in Latin America

LATAM Backup and Recovery Forecast  
2016-2020 (\$ M)



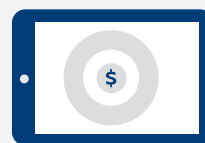
To learn more about how Westcon-Comstor and its partners can help your cloud business thrive, contact us at

[Cloud@Westcon.com](mailto:Cloud@Westcon.com) or [Cloud@Comstor.com](mailto:Cloud@Comstor.com).

## The Westcon-Comstor Advantage

### Cloud Expertise

The combination of best in breed cloud services, enablement programs and a management platform empowers us to aggressively tackle IT projects differently than other competitors.



### BlueSky Cloud and Service Management Platform

Westcon-Comstor's BlueSky platform radically simplifies order, delivery, management and renewal of your cloud services. BlueSky keeps you at the center of the digital services lifecycle, ensuring you profit from every transaction.

### Unmatched Reseller Enablement Programs

Westcon-Comstor combines dedicated cloud sales and marketing with advanced logistics support, services, pre-sales engineering and training to help you take your business to the next level.



### Westcon-Comstor Helps You:

- Attract customers to your business
- Augment your technical abilities
- Select industry-leading cloud solutions
- Manage vendor relationships
- Enable your team to sell cloud solutions
- Streamline billing, invoicing and logistics
- Scale without disrupting existing operations



1 IDC Cloudview, IDC #US40852416, June 2016  
2 Matching Infrastructure Design with Workload Recovery Requirements, Part 1: Defining the Data Protection, Operational, and Disaster Recovery Continuum and Ecosystem, IDC #US41669316, December 2016  
3 Worldwide and Regional Public IT Cloud Services Forecast, 2016-2020, IDC # US40739016, December 2016  
4 Worldwide Data Protection and Recovery Software Forecast, 2015-2019: Healthy Yet Slowing Growth, IDC #258493, September 2015