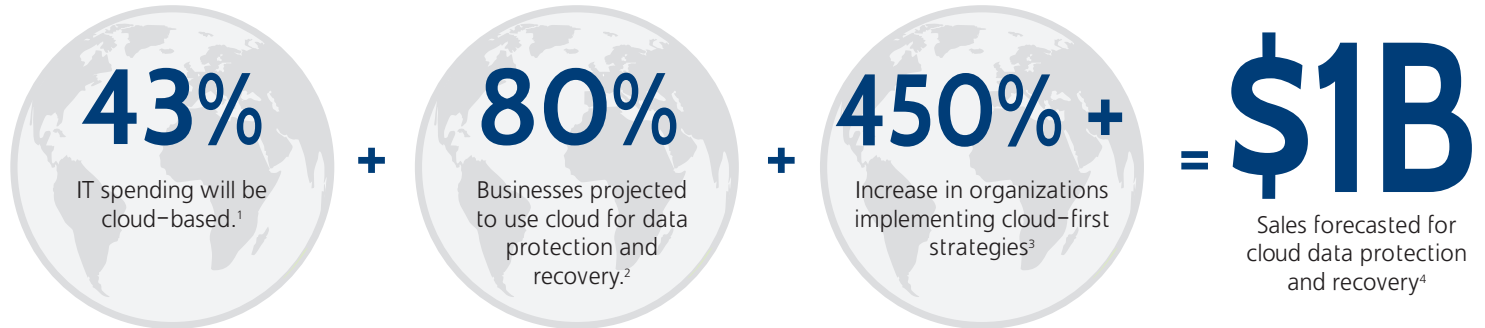


Westcon-Comstor Helps You Build a Profitable Cloud Backup Business

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



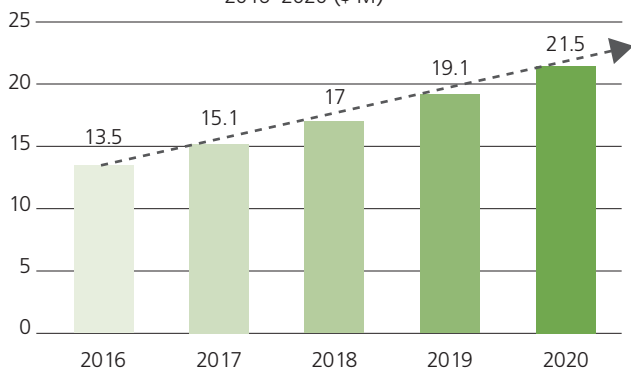
Cloud backup solutions protect your customers' information:

- 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)



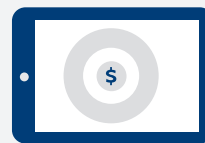
To learn more about how Westcon-Comstor and its partners can help your cloud business thrive, contact us at

Cloud@Westcon.com or 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.

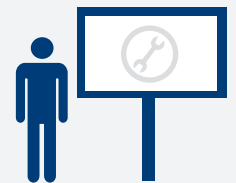


BlueSky Cloud and Service Management Platform

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