Grow your Cisco security business with CSI

Cisco Security provides effective protection for the IT your customers use today and the hybrid and multi-cloud technologies of tomorrow.
CSI is Comstor’s dedicated Cisco Security programme, designed to grow your Cisco Security business with unrivalled sales, technical, product, services and demand generation support.

CSI can help you make money with Cisco

- 100% Cisco dedicated team to grow your security business
- End to end Cisco Security solutions with POV and trials
- Services, software and recurring revenue model
- Cisco Security Profitability Analysis
- Enablement through education, technical, sales and marketing
- Cisco relationship management
- Expert certified engineers in Cisco architectures

1. Cisco Security programmes & promotions
2. Train & shadow your sales team
3. Involve us early on to discuss whiteboard your plan
4. Sales call out days
5. Cisco Security Specialisation & Fire Jumper training
6. POV’s and free trials
7. Use our technical CCIE & Fire Jumper team
8. Marketing and lead generation
9. Offer a managed service or installation service package
Secure with intelligence, context and response

Intelligence
- Secure Endpoint
- Secure Malware
- Analytics
- Umbrella
- Investigate

Local security context
- Secure Endpoint
- Secure Email
- Secure Network
- Analytics
- Cisco Umbrella
- Secure Firewall
- Secure Web
- Appliance

Response actions
- Block destinations
- Block files
- Isolate hosts

Ensure fast compliance
Streamline visibility to SOC
Enable automated access policies
Stop propagation of data breaches
Automate threat responses
CSI supports engagement and enablement

- **Sales**
  - Technical support, installation, migrations & updates, health checks & project management

- **Pre Sales/Technical Service**
  - Develop your profitable security GTM, programmes and rebates

- **Planning Profitability**
  - Education on technology gaps, updates, renewals, POV/trial support

- **Enablement Training**
  - Education on technology gaps, updates, renewals, POV/trial support

- **Product Specialist POV/Trials**
  - Security roadmap, events/WebEx, demo, sales training incl specialisations and technical courses

- **Marketing**
  - Marketing Plan lead gen campaigns, partner call out days

- **Cisco Engagement**
  - Proactive Cisco Security support, programmes & deals
Team CSI the largest Cisco Security Team in EMEA distribution

<table>
<thead>
<tr>
<th>Role</th>
<th>Responsibility</th>
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<tbody>
<tr>
<td>Security Architecture Lead</td>
<td>Drives your Security business plan</td>
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<tr>
<td>Business Development Manager</td>
<td>Supports your go to market and deals</td>
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<tr>
<td>Product Specialist</td>
<td>Supports with solution knowledge</td>
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<tr>
<td>Pre Sales Engineer</td>
<td>Provides technical expertise</td>
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- Knowing who at Cisco can help is key to building productive and profitable relationships
- CSI team is 100% aligned with the Cisco Security at an EMEA and local level
- Understand Cisco’s drivers, initiatives and programmes to get the most out of them strategically and deal by deal
- Connect and engage with the local channel team, local CyPAM team, extended Security channel team and local Cybersecurity channel SE team

Education and training

- Security Fundamentals
- Talos
- USP Platform Umbrella
- Advanced Malware Protection
- MerakiMX
- Firepower NGFW
- Email security
- Web security
- ISE, Cloudlock, Stealthwatch

Trials, POVs and lead gen

- Firepower adaptive threat focussed next generation firewall
- Threat Scan POV risk assessments identify critical attacks and vulnerabilities
- CMD for Office 365
- End user customer/ new business campaigns
- Events: face to face and webinar
- Partner call out days
Security is a serious business

With CSI you can help your customers stay secure and make your business more profitable.

Speak to your local CSI team at Comstor.