



The future of work starts now

Help customers work better together anytime, from anywhere

Comstor Hybrid Work Kits have been designed to facilitate the drive to long term flexible working. We have created optimised unified technology stacks for organisations with users above or below 250 users.

Hybrid work kits



Below **250** users



Secure Remote Work Offer



Hybrid On Prem Kit



Hybrid Cloud kit



Above **250+** users



Hybrid 250+



SASE Kits



Below 250 users

For organisations with less than 250 users:



Secure Remote Work Offer

Designed to address mainly Small Business needs in the area of security and cloud collaboration at an affordable price.

The kit includes Collaboration* and Security solutions from Cisco.



Hybrid On Prem Kit

This kit allows customers to create a reliable small business local area network which can easily integrate with data, voice, video, wireless and security products. It has a lower price point than its counterpart the Hybrid Cloud Kit.



Hybrid Cloud Kit

This kit is designed to create a reliable, cloud-based small business wireless network that is easy to use, and allows integrated components to work together, providing secure connectivity. Subscription required – includes customer support, automation and auto patching.



*Partner Collaboration SaaS Certification required.



	Secure Remote Work Offer*	Hybrid On Prem Kit	Hybrid Cloud Kit
Offer benefits and differences	The Secure Remote Work solution will support organisations working from anywhere whether that's home, on the move or in a fixed location.	Since no two small businesses are the same, the Work Your Way solution gives customers added flexibility . Some may prefer the Meraki premium subscription -based features, which include cloud-management, automatic software patches, and upgrades for greater resiliency. Others may prefer solutions within on prem kit from our Cisco Business Portfolio . These are the same technologies offered to Cisco's enterprise-class customers, and at a price point that appeals to small businesses	
		<ul style="list-style-type: none"> Creates a reliable small - business local area network Easily integrate with data, voice, video, and wireless products Lower price point 	<ul style="list-style-type: none"> Creates a reliable, cloud - based small business wireless network Easy to use, and integrated - components work together, - providing secure connectivity Subscription required - includes customer support, auto patching
Webex SEC-REMOTE-SOL > A-FLEX-3	✓	✓	✓
Secure X	Included for FREE	Included for FREE	Included for FREE
Duo	✓	✓	✓
Umbrella	✓	✓	✓
CMD	✓	✓	✓
Cisco Business Wireless: CBW Switching: CBS Security: RV340		✓ ✓ ✓	
Meraki Wireless: MR Switching: MS Security: MX			✓ ✓ ✓
Secure End Point	Optional	Optional	Optional
List price per user, per month	\$29.95	\$35	\$45

* Collaboration SaaS Certification required

Comstor's licence recommendations based on IT needs:

Customer has dedicated IT		Customer requires 'Plug and Play' IT	
DUO	SEC-REMOTE-SOL > DUO-SUB • DUO-MFA + SVS-DUO-SUP-B	DUO	SEC-REMOTE-SOL > DUO-SUB • DUO-BEYOND + SVS-DUO-SUP-B
Umbrella	SEC-REMOTE-SOL > UMB-SEC-SUB • UMB-DNS-ADV-K9 + SVS-UMB-SUP-E or • UMB-DNS-ESS-K9 + SVS-UMB-SUP-E	Umbrella	SEC-REMOTE-SOL > UMB-SEC-SUB • UMB-SIG-ESS-K9 + SVS-UMB-SUP-E
Secure End Point (optional)	AMP4E-SEC-SUB AMP4E-ADV-CL-LIC + SVS-AMPE-SUP-B	Secure End Point (optional)	AMP4E-SEC-SUB AMP4E-PRE-CL-LIC + SVS-AMPE-SUP-B
CMD (Cloud Mailbox Defence) SEC-REMOTE-SOL > CMD-SEC-SUB CMD-ESS-LIC + SVS-CMD-SUP-E			



Offer	What's in it for you?	What's in it for your customer?	What's the customers need?	What's the solution?
Secure Remote Work Kit 	<ul style="list-style-type: none"> A complete yet simple package of solutions that's easy to position to non-technical small business buyers. The flexibility to adapt the package to suit customers with existing Cisco products. Instant access to upfront discounts that speed up sales cycles and help you be more profitable. A source of recurring subscription revenue and services opportunities. Opportunities to up-sell and cross-sell the rest of the Cisco Designed portfolio. A pure SaaS-delivered offer that requires no inventory or fulfilment and scales easily up to 250 users. Long-term satisfied customers 	<ul style="list-style-type: none"> Simple yet powerful collaboration solutions to keep employees productive from anywhere. Intuitive security against the threats that matter most to small businesses: email, weak passwords and internet-borne threats. Reliable and secure products from one of the world's most trusted technology vendors. Cloud-based solutions that are easy to buy, deploy, manage and use. A simple and competitive per user, per month price. An end to piecemeal technologies from multiple point vendors. 	1. Need to collaborate with colleagues, customers, suppliers in an engaging manner	Webex
			2. Complete visibility of the entire security attack surface	SecureX
			3. Flexible, fast and cloud delivered security in one solution	Umbrella
			4. Protect SAS applications and cloud storage as well as applications. Ensures only authorised people have access.	DUO
			5. Talos - Biggest non governmental security agency protecting email and email attachments and visibility on data loss.	CMD
Hybrid On Prem Kit 		<ul style="list-style-type: none"> Flexibility for the entire office to be anywhere and everywhere people log in. Intuitive security against the threats that matter most to small businesses: email, weak passwords, and internet-borne threats. Secure access to all applications, data and team members. Reliable and secure products from one of the world's most trusted technology vendors. 	1. A reliable small business local area network 2. Easily integrate with data, voice, video, and wireless products 3. Lower price point	All of the solutions included in Secure Remote Work Kit & Cisco Business
Hybrid Cloud Kit 		<ul style="list-style-type: none"> Cloud-based solutions that are easy to buy, deploy, manage and use. A simple and competitive per user, per month price. An end to piecemeal technologies from multiple point vendors. Flexible payment options from Cisco Capital 	1. Creates a reliable, cloud-based small business wireless network 2. Easy to use, and integrated components work together, providing secure connectivity 3. Subscription required – includes customer support, auto patching	All of the solutions included in Secure Remote Work Kit & Cisco Meraki



Above 250 users

For organisations with more than 250 users:

Hybrid 250+ Kit	
Webex Suite / Enterprise Agreement A-Flex-3	✓
Umbrella SEC-REMOTE-SOL > CMD-SEC-SUB	✓
Duo SEC-REMOTE-SOL > DUO-SUB	✓
Secure Endpoints AMP4E-SEC-SUB	✓
Meraki Systems Manager LIC-SME-1YR	✓
Meraki MR Wireless: MR	✓
Meraki MS Switching: MS	✓
Meraki MX Security: MX	✓

Comstor's licence recommendations based on IT needs:

Large Dedicated IT Team		Small Dedicated IT Team	
Time to spend on solving problems		IT staff that perhaps focus on other areas of the business as well	
DUO	SEC-REMOTE-SOL > DUO-SUB • DUO-ACCESS + SVS-DUO-SUP-B	DUO	SEC-REMOTE-SOL > DUO-SUB • DUO-BEYOND + SVS-DUO-SUP-B
Umbrella	SEC-REMOTE-SOL > UMB-SEC-SUB • UMB-DNS-ADV-K9 + SVS-UMB-SUP-E • UMB-SIG-ADV-K9	Umbrella	SEC-REMOTE-SOL > UMB-SEC-SUB • UMB-SIG-ESS-K9 + SVS-UMB-SUP-E
Secure End Point	AMP4E-SEC-SUB AMP4E-ADV-CL-LIC + SVS-AMPE-SUP-B	Secure End Point	AMP4E-SEC-SUB AMP4E-PRE-CL-LIC + SVS-AMPE-SUP-B
CMD (Cloud Mailbox Defence) SEC-REMOTE-SOL > CMD-SEC-SUB CMD-ESS-LIC + SVS-CMD-SUP-E			



Discover further suitable solutions for > 250 users within our SASE Essentials and SASE Advanced Kit [here](#).



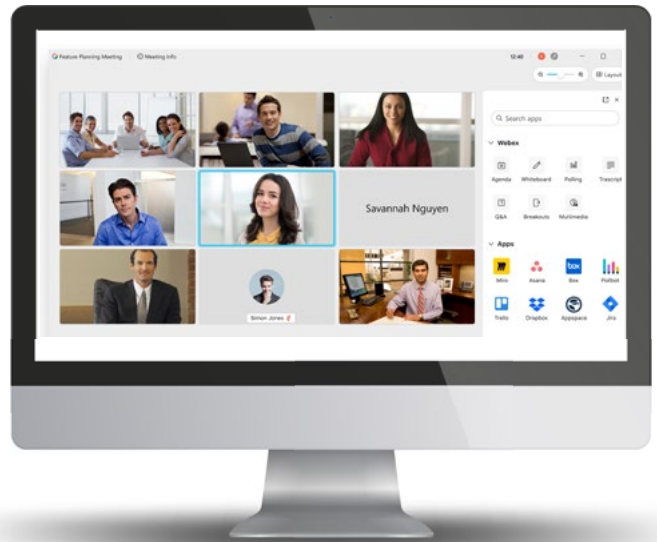
What's in the < 250 kits?

Cisco Webex App

The Cisco Webex App represents a single platform to access collaboration services and products of Cisco Webex.

One secure place to call, message and meet, and get the work done!

- Built-in high-definition voice and video calling and meetings with integrated conferencing devices and headsets
- Message, file share and one-click calling in always-on spaces with people inside and outside of the organization
- High-definition meetings integrated with the calendar and rich AI -powered transcriptions and real time translations
- Powerful noise-canceling technology
- Meeting templates and stage layouts
- Third party app integration



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

Umbrella DNS

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

Umbrella SIG

The Umbrella Secure Internet Gateway (SIG) Essentials package offers a broad set of security functions that until now required separate firewall, web gateway, threat intelligence, and cloud access security broker (CASB) solutions. By enabling all of this from a single, cloud delivered service and dashboard, Umbrella provides higher security efficacy with less effort and less resources



Cloud Mailbox Defense (CMD)

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

Cisco Business

Cisco Business is the networking arm of Cisco's small business portfolio, encompassing Cisco Business Switches, Wireless and the Cisco Business Dashboard.

Cisco Business Switches: Providing solid building blocks for any small business network. With an all-new, on-device user interface, elegant industrial design and step-by-step user guide, these switches are set to impress and provide the most intuitive user experience for small business customers.

Cisco Business Wireless Access Points: The Cisco Business Access Points deliver high density wireless connectivity for small offices. Incredible small business network speed meets simple, cloud-based management and advanced security.



Cisco Meraki

- The Cisco Meraki 100% cloud-managed networking solution, encompasses security, physical surveillance,
- Switching, wireless, and mobile device management.
- Discover more about Cisco Meraki in the dedicated Comstor Meraki Guide. [Here](#)



Resources

Your success is our success! Small business is big business, and together with Cisco we are 100% committed to helping you thrive. Sell more to your existing customers and find new buyers with complete, affordable Cisco Designed solutions for small business.



Get started today with these enablement and demand generation resources:

Cisco Designed for Small Business on Sales Connect

Small business case studies: Customer success stories from around the globe

Customer and partner stories: Find the right story for you, using the easily navigable customer story repository

Partner incentives when selling across architectures and focusing on mid-size and small customers

**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 Services

Paving the way for the future

Cisco Services provide you with the support your remote teams need to stay productive and play a key role in your customers success, while helping you build predictable revenue streams.



Of companies will make remote work a permanent option where possible.

Source: PwC CFO Pulse Survey, US Findings - June 15, 2020

Why Cisco Services?

- To help you increase uptime and improve operational efficiency while ensuring your business continuity.
- To assist you with software applications, software on-boarding and proactivity for managing the lifecycle.
- To help you centralise support across hardware, software and third-party vendors.
- To provide support hardware beyond standard warranty.

Smart Net Total Care

Address next – generation support requirements and position your company as a trusted advisor with **Smart Net Total Care**.

Our tools are here to help you increase service levels and build an infrastructure that is more agile and responsive to changing IT needs.



Advance HW replacement



Security and product alerts



Access to Cisco TAC



OS SW updates



Lifecycle control



Install base visibility

Cisco Services can help you stay competitive and grow your revenue by increasing profitability and supporting you in this new business and economic environment.



What our customers say...

"Comstor have a specialised, expert Cisco Services and renewals team; they have helped us drive our renewal rate"

Partner: Ivent Mobile

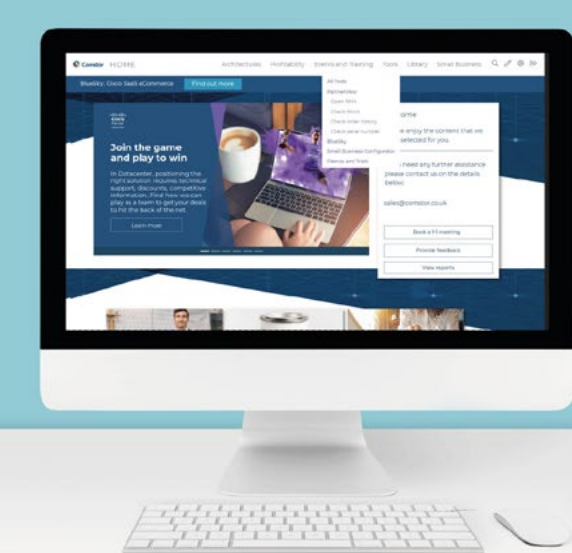
"Comstor offers an invaluable support system to us when it comes to Cisco Services. Starting from monitoring our client base and keeping an eye on all our clients' renewals , to closely monitoring our rebates"



Partner: Vision Valley

"Comstor's expert team are our ideal partner for Cisco Services and renewals. They proactively help us drive our renewal opportunities ensuring we achieve our CSPP Metrics"

Partner: Cubit Technologies

Services capabilities and tools that will help you pave the future



**Comstor** | Partner Portal
Partner facing assets to our eCommerce, promotions, tools, videos, demos, etc.
Where you can also access
 **PartnerView**
For Partners to purchase and renew Cisco products and services

Register to access the
Comstor Partner Portal

We have partner facing assets, an e-commerce platform, promotions, tools, videos, demos, and downloadable content in the form of e-books, and much more...

Renew your Cisco products and services with our Comstor e-commerce platform **PartnerView**, which is now accessible via the Comstor Partner Portal.

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 Work 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

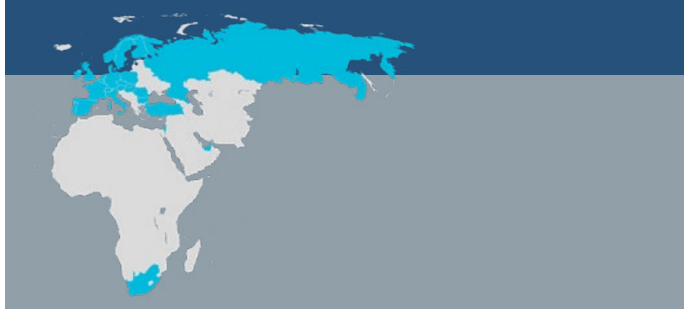
[Access the payment calculator here](#)

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/ftwt>

*Available for Europe and South Africa only



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

Advantages for you

- Enable more options with periodic payments - still get paid upfront
- Bundle more, profitable Partner Services
- Strengthen customer retention

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.



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

Contact us:
www.westconcomstor.com

CISCO
DESIGNED

CISCO
Distributor



Comstor