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As Cisco AMs, we tend to get anxious as our forecasts approach, especially at quarter end. We talked with Comstor directly and they laid exactly what would happen, what was needed by when and from whom. Then Comstor drove the follow-up process every step of the way. I was never in the dark about the deal and was always able to get my RM an update before he asked. Comstor came up with strategies to help the partner deliver for the client and get the deal in on time. When I see a deal going through Comstor, I know I can be confident that partner will bring it in successfully.



Comstor
Delivering Results Together
powered by WestconGroup

Sales Enablement Through Comstor Delivered Services

- Establish differentiators
 - Shorten sales cycles
 - Increase close rate
 - Grow and enhance Cisco relationships
 - Increase customer satisfaction
 - Increase profitability
 - Improve cash flow
 - Maximize asset utilization
 - Fed / SLED enablement
- Pre-Sales Services
 - Logistics Services
 - Staging and integration
 - Ship Complete
 - Staggered Shipments
 - Kitting and bundling
 - Bailment
 - RFID / UID / Labeling
 - Reverse logistics
 - Implementation / Smart Hands Delivery Services