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**Comstor**

Delivering Results Together  
powered by WestconGroup



# EDGE

ENGAGE/DEVELOP/GROW/EXTEND  
AGENDA WAS CRAFTED BY YOU  
YOU JOINTLY INVESTED BY BEING HERE  
METRICS FOR SUCCESS  
FEEDBACK AND DISCUSSION  
APP FOR AGENDA/PEOPLE/ACTIVITIES



# ME

ATT/LUCENT/AVAYA

CISCO

FORSYTHE

COMSTOR



# YOU

PRODUCT KEEPS THE LIGHTS ON... GOOD BUSINESS

PRODUCT IS NOT THE HIGHEST MARGIN EARNER

A PRODUCT IS NOT A CUSTOMER SOLUTION

SLA BASED SALES ARE NOT PRODUCT SALES

YOU NEED A PARTNER THAT CAN DO THE FUNDAMENTALS

YOU NEED A PARTNER THAT CAN DO MORE



# WE

FOCUS ON CUSTOMER SUCCESS

FOCUS ON SECURITY

FOCUS ON FINANCE

FOCUS ON SERVICES & PEOPLE

FOCUS ON PRACTICE MONETIZATION

BEING GREAT AT THE FUNDAMENTALS

ITS ABOUT YOU AND HOW YOU SERVICE CUSTOMERS