

Comstor Supporting 2 segments / 2 Approaches

	SMB	Enterprise
Comstor Partner Support BDM – Product Specialist – Pre-sales – Training	✓	✓
Knowledge Transfer Cisco Specialisation	Cisco Core Specialisation	Cisco Core Specialisation Cisco Advanced Security Specialisation
Comstor Secure 360 Trainings	✓	✓
Dedicated SMB/MSP Lead	✓	
Partner Profitability Support Cisco Perform Plus Program	✓	
Enablement Advanced Specialisation cost		✓
Marketing Growth Activities	✓	✓
End-user leads	✓	✓
Radius prioritisation	✓	

