

# The era of hybrid work is here.



**As we begin to emerge from the global pandemic, one thing is for certain—the future of work will be forever changed.**

We are now at an inflection point in the next phase of work, where critical decisions must be made. And while settling for “good enough” collaboration solutions might have helped your customers deal with remote work before 2021, they can’t settle for a lower quality, fragmented, unsecure collaboration experience in this hybrid world. We now have a unique opportunity to fundamentally improve how people work – wherever they are. The path forward is the hybrid workplace and the time act is now.

## Strategic investments in the future of hybrid work is a must for your customers.



**Flexibility is king for the foreseeable future.**  
Only 9% of the global workforce expect to fully return to the office after offices reopen.



**Intelligent workplaces are needed.**  
96% want to improve their work environments with intelligent workplace technology.



**Virtual collaboration is no longer a “nice to have.”**  
98% believe they will have meetings with participants joining from home going forward.



**Office footprints will be optimized.**  
53% of large organizations are planning to reduce their office footprint.

## Five Essential Elements of Hybrid Work

When your customers work in a mixed mode – they need technology to be adaptable and flexible for any role, working style, device, and geography. They need solutions that bring the best of remote work and in-person work together so everyone has an equal voice.

To truly deliver on this, collaboration solutions must be:

- Flexible**  
Adapt to any work style, role, and environment
- Inclusive**  
Equal experiences for everyone
- Supportive**  
Focused on safety, empathy, and well-being
- Secure**  
Secure by design, private by default
- Managed**  
Modern infrastructure, frictionless administration

## Meet the all-new Webex Suite

Everything your customers need to collaborate—in the world’s first unified, purpose-built suite for hybrid work.

- Calling
- Messaging
- Meeting
- Polling
- Events



## Intelligent workspace solutions for the modern workforce.

As your customers plan for a return to the office, collaboration endpoints play a large role in connecting distributed teams and providing intelligent capabilities for a safe return to work. Webex Devices offer a solution for every space and use case—whether in the office or at home.



96% of companies can provide better work environments with intelligent workplace technology.

[Learn more](#)

## The hybrid workplace is here. Let’s get your customers ready.

Providing remote workers with the right technology and ensuring a safe return to the office were essential to business continuity. Now organizations are thinking strategically and investing in their long-term vision for the future of work.

With the all new Webex Suite, you can help your customers pivot from remote work as a necessity to seamless hybrid work by design. You’ll have the vision and technology containing each key attributes that hybrid work requires—flexibility, inclusivity, support, security, and management.

Contact us today to learn more about this opportunity.



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Comstor Norway  
Comstor Denmark



No one invests in our partners’ success like we do.

As your Cisco distributor, we have everything you need to go to market and grow your business, including:



Training



Sales and marketing tools



Special offers and incentives



Enablement programs



Certifications