



Grow your Cisco security business with CSI

Cisco Security provides effective protection for the IT your customers use today and the hybrid and multi-cloud technologies of tomorrow



Comstor

CSI is Comstor's dedicated Cisco Security programme, designed to grow your Cisco Security business with unrivalled sales, technical, product, services and demand generation support.



CSI can help you make money with Cisco

- 100% Cisco dedicated team to grow your security business
- End to end Cisco Security solutions with POV and trials
- Services, software and recurring revenue model
- Cisco Security Profitability Analysis
- Enablement through education, technical, sales and marketing
- Cisco relationship management
- Expert certified engineers in Cisco architectures



Cisco Security programmes & promotions



Train & shadow your sales team



Involve us early on to discuss whiteboard your plan



Sales call out days



Cisco Security Specialisation & Fire Jumper training



POV's and free trials



Use our technical CCIE & Fire Jumper team



Marketing and lead generation



Offer a managed service or installation service package

Secure with intelligence, context and response

Intelligence



Secure Endpoint |
Secure Malware
Analytics | Umbrella
Investigate

Local security context



Secure Endpoint



Secure Email



Secure Network
Analytics



Cisco Umbrella



Secure Firewall



Secure Web
Appliance

Response actions

Block destinations

Block files

Isolate hosts



Ensure fast
compliance



Streamline visibility
to SOC



Enable automated
access policies



Stop propagation of
data breaches




Automate threat
responses

CSI supports engagement and enablement



Team CSI the largest Cisco Security Team in EMEA distribution

Security Architecture Lead	Drives your Security business plan
Business Development Manager	Supports your go to market and deals
Product Specialist	Supports with solution knowledge
Pre Sales Engineer	Provides technical expertise

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- Knowing who at Cisco can help is key to building productive and profitable relationships
 - CSI team is 100% aligned with the Cisco Security at an EMEA and local level
 - Understand Cisco's drivers, initiatives and programmes to get the most out of them strategically and deal by deal
 - Connect and engage with the local channel team, local CyPAM team, extended Security channel team and local Cybersecurity channel SE team

Education and training



- Security Fundamentals Talos
- USP Platform Umbrella
- Advanced Malware Protection
- MerakiMX
- Firepower NGFW
- Email security
- Web security
- ISE, Cloudlock, Stealthwatch

Trials, POVs and lead gen



- Firepower adaptive threat focused next generation firewall
- Threat Scan POV risk assessments identify critical attacks and vulnerabilities
- CMD for Office 365
- End user customer/ new business campaigns
- Events: face to face and webinar
- Partner call out days



Security is a serious business

With CSI you can help your customers stay secure and make your business more profitable.

Speak to your local CSI team at Comstor.

