# 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

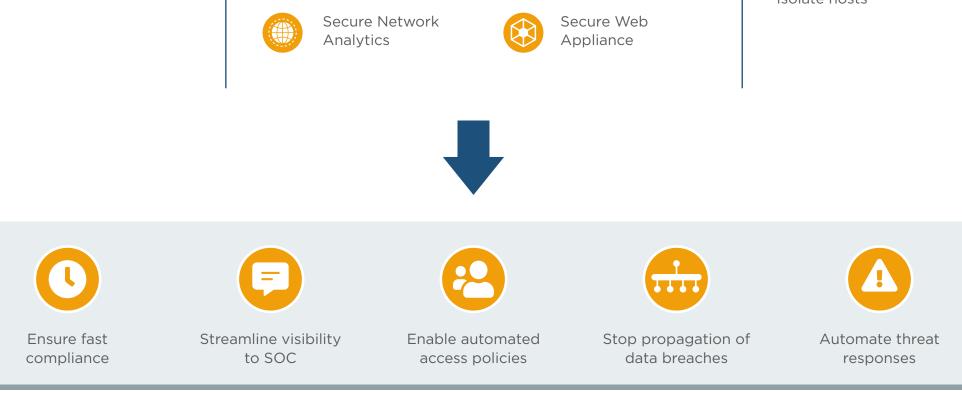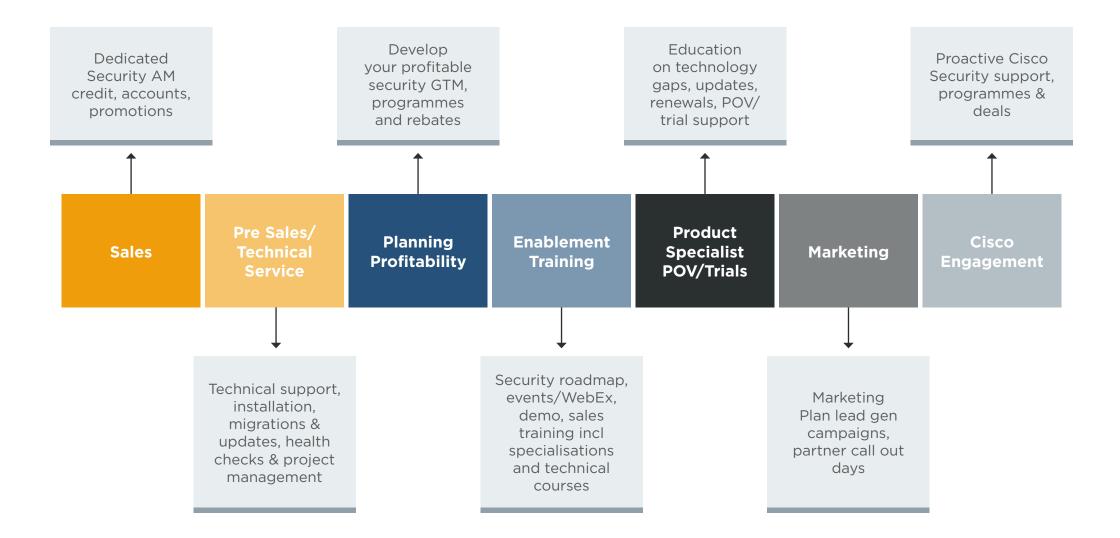## Local security context

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

Dedicated Security AM credit, accounts, promotions

Develop your profitable security GTM, programmes and rebates

Education on technology gaps, updates, renewals, POV/ trial support

Proactive Cisco Security support, programmes & deals

| Sales | Pre Sales/ Technical Service | Planning Profitability | Enablement Training | Product Specialist POV/Trials | Marketing | Cisco Engagement |
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Technical support, installation, migrations & updates, health checks & project management

Security roadmap, events/WebEx, demo, sales training incl specialisations and technical courses

Marketing Plan lead gen campaigns, partner call out days

# 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** |

- 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 focussed 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.**

**Comstor**