



Increase Value to Customers and Close Sales Faster with Westcon-Comstor's New Zealand LEAP Centre



The Westcon-Comstor LEAP (Learn, Experience, Architect, and Plan) Centre is our technology arena where we test and demonstrate new and existing products and technologies. Through this

centre we are able to provide our partners with unprecedented hands-on training and experience, incorporating state-of-the-art technology and equipment from industry-leading

vendors, providing a flexible lab environment where resellers and end-user customers can bridge the gap between presentation and real-world demonstrations.

LEAP Centre Defined



A place to get a clear understanding of how these technologies will produce value.



A place to touch, experience, test and learn about these technologies.



A place to design a high-level architecture for your specific environment.



A place to lay out an actual data centre integration plan.

Solution Based

Our LEAP Centre provides a flexible lab environment where the reseller and the end-user can come together for hands-on demonstrations and training to better evaluate their solutions. As we work with multiple vendors, our aim is to bring the best of the best with a Solution Based approach which includes technologies from the following areas:

- Server, Virtualisation and Storage
- Security and Networking
- Backup and DR
- Unified Communications
- End User Computing / Mobility
- Collaboration / IP Voice & Video
- Management Systems and Tools
- APC product solution provides the foundation for platforms - all Big Data, DR, VOIP and Server Solutions

Vendor Based

For the customers closely aligned with a specific vendor we offer the Vendor Based approach in which we have hand-picked the best vendor offerings and presented them as a single technology solution. These comprise the following vendors:

- VMware
- Audiocodes-Lync
- Netapp
- Palo Alto
- IBM
- CISCO
- Avaya
- Veeam Backup and Replication and Monitor
- CheckPoint
- Juniper Switching
- XIO
- APC Environment
- AWS
- Nvidia

The LEAP Centre Benefits

- We provide the tools to help expand our partners' expertise in creating complete solutions as part of their sales cycle, and an interactive environment to help our partners define and implement business growth strategies.
- We can help to empower partners to understand, articulate, gain hands-on experience, and provide perspective on generating new revenue streams through data centre opportunities.
- We offer an unprecedented learning experience which no other competitive training centre can match.
- We focus on today's business-relevant market opportunities to deliver solutions to real-world challenges.
- We empower partners to test drive cutting-edge, high-growth technologies.
- It is a no cost solution to help realise better win rates and shorter sales cycles through effective pre-design, planning, and solution evaluations.

Make the Westcon-Comstor LEAP Centre part of your sales cycle.

To get more information, please contact your Reseller's account manager or Westcon-Comstor on +64 9 415 6220

The LEAP Centre is located at Westcon-Comstor in Auckland but it can be accessed by other parts of New Zealand. This LEAP Centre is also complimented by the state of the art Westcon-Comstor NZ Training facility and conference room, also based in Auckland and available for presentations and conferencing.