

**DELIVERING
RESULTS
TOGETHER**



Westcon  **Comstor**

About Us

Westcon-Comstor is one of the leading Value Add Distributors (VAD) of Security, Collaboration, Infrastructure, Mobility and Data Centre Solutions in the Middle East. We offer a portfolio of best in-class products, services and solutions from highly reputed vendor partners that interoperate with and compliment each other. Our highly qualified staff deliver outstanding support and unmatched relationships with our vendor and channel partners, including technical expertise, network design, sales consultancy, logistics, financial services offering and integrated marketing. Westcon-Comstor delivers excellence in core distribution services globally.

Our Global Footprint



Our Vision

Our vision is simple and the foundation of everything we do at Westcon-Comstor: to create unrivalled value and opportunity for our partners across the supply chain through our people and partnerships. Our deep market knowledge and expertise in today's technologies is matched by innovation and investment in the solutions of tomorrow. This application of talent and technology and focus on the future enables our partners to embrace change and capitalise on the digital transformation.

Our Story

Technology is our business, but our story is our people and our partners. Our people's dedication and expertise, our deep vendor relationships, and our EDGE approach to our partners creates an exceptional customer experience. We are transforming the way technology is distributed – and **Delivering Results Together.**

Our solutions from the world's leading vendors make businesses more secure, productive, mobile and connected. We translate these technologies into real value for our partners through unrivalled channel support and our expertise in digital distribution, services and global deployment.

Westcon-Comstor EDGE

EDGE is our approach to every opportunity and our commitment to every partner. It's how we translate our difference – our people, deep vendor relationships, global expertise and technical services – into real value for our partners. Value that our competitors can't match.

More than just a word, EDGE is a positive statement of intent: it provides a framework to help partners engage and onboard with our core services, develop their business with our portfolio of vendors, grow their business through new solutions, technologies, marketing and services, and extend their business by unlocking more profitable opportunities and expanding into new markets.



ENGAGE

Access to our core services, laying the foundations of success with our dedicated account management, pre-sales support, order management, and more.



DEVELOP

Expand the proposition through business planning, develop the team and win more business with our dedicated team including testing and proof of concept trials, demo equipment, mentoring and training.



GROW

Increase capabilities to compete for larger deals through our vendor programmes, financing, logistics and integration services, global deployment solutions and marketing services.



EXTEND

Reach new markets and unlock more opportunities with our cloud offerings, managed services and annuity software-based recurring revenues.

Routing, Switching, IP Communications, Network Security, Wireless WAN, Storage Area Networking, Home Networking, Video Systems, Application Network Systems



Cabinets, Racks, Accessories including PDU's and containment, Copper & Fiber connectivity, Cable Pathways, labeling Systems, Modular scalable total DCIM solutions

Westcon Security

Next-Generation Endpoint Security, Incidence Response & Threat hunting, Application Control, Data Center Security, Carbon Black Collective Defense Cloud – Attack Analytics & intelligence, End-of Life Systems, IT Audits & Risk Controls, Next Generation AV, POS Security, Stop Ransomware, Regulatory Compliance

Carbon Black.



Network Security, Firewall, IPS, URL Filtering, Threat and Malware prevention, Cybersecurity, RAPS, Wildfire, Autofocus, Aperture

Network Encryption Security solutions utilizing standards-based security protocols and certifications.



SSL VPN, Network Access Control, Mobile Workspace for the Next of Generation Workers

Network Access Control (NAC), BYOD Management, Mobile Device Management – MDM, BYOD Security



Firewall, NGFW, Application Intelligence and Control, Network Security, Capture Advanced Threat Protection, Secure VPN, Email Security, Sonicpoints, WAN optimization, Security Management

Application Delivery, Web Acceleration, Security, Load-balancing, WAN Optimization, HighAvailability, AAL VPN, network Traffic Management, Network Hardware, Data Management, File Virtualization, Cloud Computing



Advanced Web & Cloud Security, ATP, Encrypted Traffic Management, Incident Response, Analytics & Forensics, Protecting Web Apps, Networks Performance & Optimization, Next Generation End Point, Threat & Information Protection

DDos Protection, Global Threat Intelligence, Network Visibility Products, High Performance Internal Network Traffic Security, Detection of hidden Threats



TIPPINGPOINT® Threat Protection System, Next Gen IPS, Centralized management solution, Real-time detection, Enforcement and Remediation. Deep Discovery.

Westcon Unified Communications and Collaboration

<p>Uninterrupted Power Supplies and Network Critical Infrastructure for Datacenters</p>			<p>Session Border Controllers (SBCs), Multiservice Security Gateways (MSGs) and Session Routing Proxies (SRPs)</p>
<p>Communication and data solutions, IP Telephony, Unified Communications, Contact Centers and communications-enabled business applications</p>			<p>IP Video and Security systems</p>
<p>Data Center Switching, Ethernet Converged Switching, Network Routers and Network Management Solutions</p>			<p>Wired, Wireless and Mobile next-generation audio headset solutions for Office, Contact Centers and Enterprise</p>
<p>Combines network element programmability, operating system commonality and management unification</p>			<p>Standards-based Unified Collaboration Systems</p>
<p>Barcode Readers, Data Collection Mobile Computer and RFID</p>			<p>Wide range of indoor and outdoor "Smart Wi-Fi" products to mobile carriers, broadband service providers and corporate enterprises</p>
<p>Ethernet switching, wireless, networks security and network management solutions</p>			<p>Interactive and Collaborative Technology Solutions that Enable Inspired Collaboration in School and Workplaces Around the World</p>
<p>Hands-free communication for contact center, office and Mobile markets</p>			<p>SIP Trunking services , Unified communication, Cloud link for Skype for Business, Call Centre Solutions, Network Consolidation for Enterprise and solution providers</p>
<p>Professional Large Format Displays, Medical Displays, Digital Signage Displays, Projectors and Desktop Displays</p>			<p>Comprehensive EVM (Enterprise Visibility and Mobility) which includes Advanced Data Capture, Mobile Computer, RFID, Rugged Tablets and AIT(Asset Identification and Tracking) with Card, Bar code & Mobile printers</p>

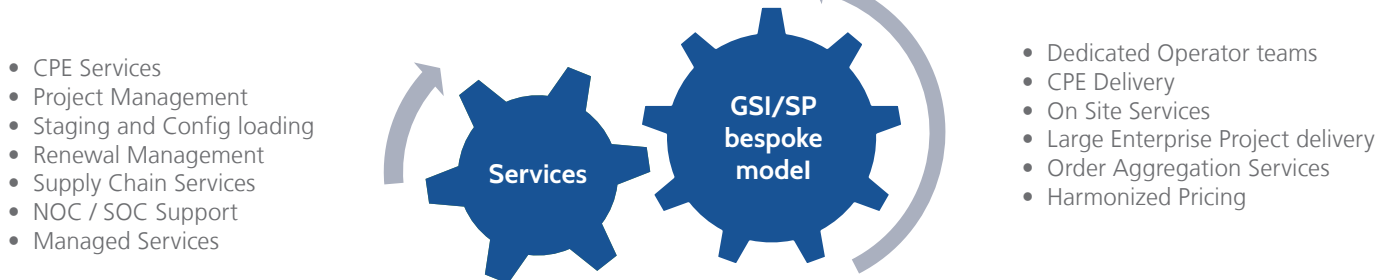
Global Deployment

With **Global Deployment Solutions** by their side, partners can extend their global reach and explore international opportunities with ease. Global logistics capabilities coupled with in-depth understanding of global, regional and local trade processes, compliance, customs and duties provide everything partners need to successfully deploy global projects involving multi-country roll-outs.



GSI / SP Solutions

We work with leading Global System Integrators / Telecom Service providers in the Middle East and have regional presence in UAE, KSA, Kuwait, Bahrain, Qatar, Oman, Lebanon, Egypt & Jordan.



GSI / SP – Global System Integrators / Service Providers

Services Solutions

Westcon-Comstor Services work with our resellers and vendors to discover, develop and deliver opportunities that provide greater strategic insight, richer margin and longer-term customer engagements through our decades of experience and unique in-house skillsets of engineers, Support centres, Education and global Supply chain delivery models



Support

- Global 24/7 Support
- Onsite support
- Device monitoring
- Service monitoring



Professional Services

- Solution Design
- Onsite and Remote Implementations
- Migrations and updates
- Consultancy and project management
- Optimization and Health Checks



Education

- Classroom, Virtual and onsite Training
- Flexible and customized learning
- Certified Instructors and Dedicated labs
- Global Delivery with Multi-lingual team



Supply Chain

- Integration and Staging services
- Reverse logistics
- Logistic services
- Supply chain project management

Marketing as a Service

Grow your business through strategically planned and properly executed marketing plans & campaigns.

**STRATEGIC
MANAGEMENT &
BUSINESS PLANS**

**CAMPAIGN
MANAGEMENT**

**DESIGN
SERVICES**

**WEBINAR &
TELE-MARKETING
SERVICES**

**DATABASE
MANAGEMENT**

Please contact us at- marketing.me@westcongroup.com

The Westcon-Comstor E-Commerce Platform

A new and easy-to-use platform that provides a number of self-service functions, available anytime.

Comprehensive Product Catalogue



Search

Search through our entire vendor portfolio



Pricing

List pricing and customer discounted prices



Stock

See the availability of products in stock



Delivery times

The estimated delivery duration is shown for each product

Place Orders



Add to cart

Browse products and add to the cart in order to generate quotes



Paste Bill of Materials

Paste in the serial numbers and quantity for quick ordering



View Previous Order History



Get copies of previous invoices

Submit Return Requests



Arrange the submission of repair or commercial RMAs, right in the e-commerce portal

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Local offices coming soon in Qatar, Kuwait, Bahrain and Oman