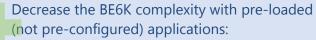# Cisco Business Edition 6000 Configure-to-Order

What is Configure-to-Order (CTO)

The CTO for the Cisco Business Edition 6000 (BE6K) service allows your engineers to capture and provide relevant pieces of information pertinent to the installation of BE6K applications to Comstor. Based on the information your team provides, skilled Comstor technicians install the BE6K specified applications. Upon completion, we will ship the BE6K to the address you provide, where your engineering team will complete the physical installation along with the software configuration.

Why CTO?

The primary factor limiting your competitiveness is the deployment times and costs of a BE6K. Each BE6K deployment requires a significant time investment. With the multiple interactions required during the installation process, the task is complex and not easily automated. Comstor helps streamline this process.

Immediate Benefits to you

Decrease the BE6K complexity with pre-loaded (not pre-configured) applications:
- BE6K configuration can have up to 9 applications. Each application can take 45-90 minutes to install.
- Latest (or earlier, if specified) software installed

No more BE6K as "Dead On Arrivals" and no last-minute cancellations of maintenance windows

CTO gives you costs savings and freeing up your engineering talent to focus on the customer's need instead.

CTO gives you a 30% reduction in deployment times, average install time without CTO 6 days, with CTO 4 days.

With EDGE
we help you to Engage and Onboard with Cisco, Develop your Cisco business, Grow your business through additional architectures, marketing and services, and Extend your business with new consumption models or geographies.

CTO Overview

CTO for BE6K gives you the competitive edge, quickly and cost-effectively scaling in the delivery of Cisco BE6K Collaboration solutions to your customer:

- The CTO Service reduces the average install time on BE6K to 4 days
  - Time saved: up to 2 days
  - Cost saved: $2,400
- Customizable per deployment (IP addresses, Software versions, Redundancy)
- Partner time-to-dial tone < 2 hours
- Skill set required for partner: CCNA voice
- Use case: outsource routine install tasks. Ideal for new partners that need help with their initial installs

CTO product details

Cisco SKU	Comstor CTO Staging Service SKU	Description	CTO Pricing
BE6H-M4-K9=	WSS-STAGE-CSC-BE6K-HD	C220 M4S 2S/8C 2.40 GHz 48 GB RAM, 8 disk / 1000 users, 2500 devices 100 contact center agents 8 apps + Mgmt per server	$250
BE6M-M4-K9=	WSS-STAGE-CSC-BE6K-MD	C220 M4S 2S/4C 2.40 GHz 32GB RAM, 6 disk / 1000 users, 1200 devices 100 contact center agents 4 apps + Mgmt per server	$250
BE6K Voice Applications:	• Cisco Unified Communications Manager • Cisco Unity Connection • Cisco Instant Messaging and Presence • Cisco Unified Contact Center Express • Cisco Video Communications Server • Cisco Paging Server • Cisco Emergency Responder • Cisco Prime Collaboration		

*DAS = Direct-Attached Storage; SFF = Small Form-Factor; RAID = Redundant Array of Independent Disks

Delivering CTO - The process

1. Talk to your Comstor account manager or business development manager
   - Country A
   - Country B
   - Country C
2. Register an account and submit a configuration on the Cisco CTO portal (www.ConfigToOrder.com)

Go to CTO Portal (www.ConfigToOrder.com) + choose WestconGroup European Operations (EMEAR) as your distributor

CTO order sent to Comstor

Comstor quote provided to you

Send Comstor your purchase order (PO)

Comstor pulls BE6K from inventory

Comstor installes BE6K applications

BE6K Shipped to you or your customer, ready for your team to configure and install*

Happy customers, engineers and big profits Let's do this again!

About Comstor

Comstor is the Cisco dedicated business unit within the Westcon Group. We work very closely with our operations organization, but also with our sister company Westcon to provide you with the most comprehensive services, products and support offering.

It is about complementing the skills you already have – supporting you in the areas you need, mentoring you and your team to succeed and empowering you to grasp every opportunity and embrace every challenge.

Distribution is just the beginning.

* Items left to configure by Reseller: Prepare customer network, Use standard on-site Day 1 configuration and user import practice and install phones using preferred practice

This is Comstor.
This is your EDGE.

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