How Distribution Helps You Build a Profitable Cloud Security Business
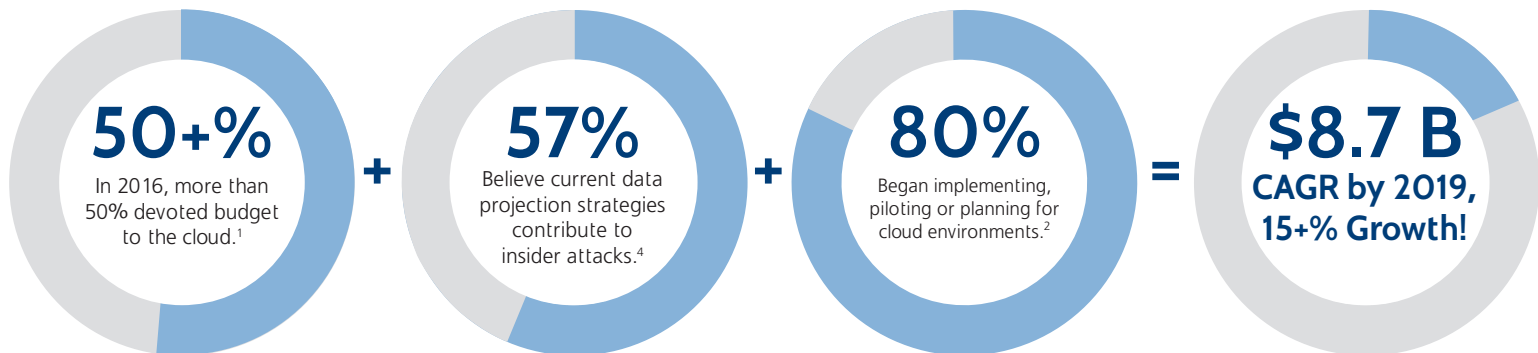
The Opportunity is Clear with IT Organizations

50+%
In 2016, more than 50% devoted budget to the cloud.[1]

+

57%
Believe current data projection strategies contribute to insider attacks.[4]

+

80%
Began implementing, piloting or planning for cloud environments.[2]

=

$8.7 B
CAGR by 2019, 15+% Growth!

Cloud solutions provide:
- Faster deployment
- Scalability
- Reduced maintenance
- Up-to-date software
- Lower capital outlay

Security applications protect users and information against:
- Unauthorized access
- Stolen identities
- Data and privacy loss
- Confidentiality and compliance issues

Westcon-Comstor Helps You
- Select strong solutions
- Manage vendor relationships
- Augment your technical abilities
- Attract customers to your business
- Ready your staff to sell cloud solutions
- Streamline invoicing and logistics
- Scale without disrupting existing operations

The Westcon-Comstor Advantage

Deep Security Expertise
Our security practice is **out-pacing** industry average and surpassed **$1 billion** in 2015.

Superior Line Card
Our line card reflects the most critical and fastest-growing security and cloud solution providers such as:

Blue Coat Systems
Check Point Software Technologies
F5 Networks
FireEye
Gemalto
Imperva

Unmatched Reseller Enablement Programs
We combine dedicated sales and marketing with advanced logistics support, services, pre-sales engineering and training.

To learn more about how we and our partners can help your cloud business thrive, contact us at
Cloud@Westcon.com or **Cloud@Comstor.com**

Westcon Comstor

[1] Cloud Security 2016 Spotlight Report, CrowdResearchPartners • [2] CrowdResearchPartners
[3] Markets and Markets, 2015 • [4] "Market Share Analysis: Security Software, Worldwide, 2015," Gartner, Inc.