

*Security & Storage*

**Com/tek**

*Your Communications Partner*

## **SECURITY & STORAGE**

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We provide a holistic approach to system availability. You store & secure.

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Comztek's Security & Storage Business Unit sees security and storage as linked in critical areas as they are both designed to ensure that the end-user's business remains up and running.

Its aim is to change the resellers' perception that these areas are separate entities that require individual point products and to help them develop holistic solutions for their customers.

For example, customers requiring a simple anti-virus product may also need a firewall, as well as a solution for data storage and backup.

This approach to holistic rather than point solutions, not only enables resellers to up-sell products, but also to develop their businesses by providing their customers with better service, enhanced skills and more flexible product implementations.

### Products across two key areas:

- Security - Symantec and McAfee products are covered under security and include a broad range of solutions for antivirus, firewall, data protection, intrusion detection and security management.
- Storage - Symantec (including the Old Veritas) is the key storage brand and include storage and backup hardware and management software.

### Support and Training

For resellers to succeed in rolling out complete solutions that cover all areas of security, backup and storage, it is critical for their skills to be constantly updated as well as access to a comprehensive range of support resources maintained.

The Security & Storage Business Unit has invested heavily in a number of initiatives designed to educate resellers as well as equip them to provide ongoing support to their customers.

The unit maintains access to vendor-certified skill sets in all areas, making them available to resellers from pre-sales all the way through to after-sales support.

Training is offered on an ongoing basis and focuses on the link between security and storage as well as creating complete solutions and identifying up-selling opportunities.

The Unit also provides extensive workshops which cover important areas such as policy development, troubleshooting, threat identification and management, configuration and setup.

In addition to training and skills development, the Unit provides a lead generation programme to help resellers enhance their sales efforts.

The Unit's dedicated product experts are certified at a business level to provide customers with a complete analysis of their IT and business requirements and access to data on compliance issues, security concerns and storage strategies.

Security & Storage



Contact Details:

Comztek distributes technology solutions throughout Africa, with branch offices in Namibia, Kenya, Zambia and South Africa.

Product availability, promotions and pricing is specific to each country where products distributed by Comztek is available.

For products available in your country refer to the availability grid here and contact your Comztek Office.

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	McAfee	Symantec
Angola <sup>5</sup>	●	●
Botswana <sup>5</sup>	●	●
Burundi <sup>3</sup>		●
Comores <sup>5</sup>		●
Eritrea <sup>3</sup>	●	●
Ethiopia <sup>3</sup>	●	●
Kenya <sup>3</sup>	●	●
Lesotho <sup>5</sup>		●
Madagascar <sup>5</sup>		●
Malawi <sup>5</sup>	●	●
Mauritius <sup>5</sup>	●	●
Mayotte <sup>5</sup>		●
Mozambique <sup>5</sup>	●	●
Namibia <sup>2</sup>	●	●
Reunion Island <sup>5</sup>	●	●
Rwanda <sup>3</sup>	●	●
South Africa <sup>1</sup>	●	●
Swaziland <sup>5</sup>	●	●
Tanzania <sup>3</sup>	●	●
Uganda <sup>3</sup>	●	●
Zambia <sup>4</sup>	●	●
Zimbabwe <sup>5</sup>	●	●

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