



Westcon Group is the leading multi-national specialty distributor of networking, convergence, security and mobility solutions.

Westcon Group's award winning programs have proven to be an enormous value-add to our customers around the globe, helping you become more profitable and efficient!

Westcon Group's solutions programs:

- Provide a range of services and tools that enable you to compete most effectively in your advanced technology market(s) of choice
- Offer all the components required to specify, differentiate, build and deliver a unique solution
- Deliver research and news from trusted and respected information sources, allowing your sales teams to establish credibility and differentiate themselves
- Provide access to advanced sales and support tools that allow your sales and technical resources to be more effective in shortening the sales cycle and increasing your pipeline
- And finally, our programs are based around a single concept: making your organization more effective in how it executes the end user sales cycle.

What are the benefits?

- ✓ Access to unique material, tools, information and training that can lead to higher profits and more consultative-oriented selling
- ✓ Increased competitive advantage through the sales development, sales support, training, marketing programs and tools available within the programs
- ✓ Faster identification of business opportunities in high-growth markets
- ✓ Increased knowledge of market conditions and an in-depth understanding of technology
- ✓ Competitive market analysis and reports
- ✓ Significant procurement, inventory management, staging and delivery capabilities that provide a competitive edge.
- ✓ A range of complete programs that support the

Selling Tools and Training



Westcon Group's programs are an integral part of our customers' success in many countries around the world. All of our solutions programs have a technology focus, supported by an ecosystem of carefully selected foundation vendors and a highly relevant group of complementary vendors for each of the following areas:

- Mobility and Unified Communications
- Security
- Convergence, Communications and VoIP
- Networking Infrastructure

This approach allows for highly focused solutions without an endless and confusing "line card" list of vendors, technologies and products.

convergencepoint

Our impressive portfolio of best-of-breed products and services helps you identify, design and deploy comprehensive convergence and IP Telephony solutions.

securitypoint

Our carefully selected collection of industry-leading products and services help you satisfy your customers' network security requirements.

1neVoice

Our impressive portfolio of best-of-breed products and services helps you identify, design and deploy comprehensive Cisco-centric communications solutions.

1neDefense

Our carefully selected collection of industry-leading products and services helps you satisfy your customers' Cisco-based network security requirements.

1neWave

A selection of world-class wireless and mobility products and services designed to interoperate and complement Cisco's wireless solutions offerings.

1neNetwork

Access all the network infrastructure technologies, products and services needed to build a solid, reliable Cisco-centric network backbone.

Become a Partner Today!

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