



# Splunk Onboarding Guide

Partner Success. It's what we do.

# Driving Partner Success



Westcon delivers a portfolio of world-leading cybersecurity, networking, and data centre & cloud infrastructure vendors to give businesses the advanced solutions they need to thrive in the digital world.

Comstor is our Cisco-dedicated business, delivering a complete portfolio of programmes, products, and promotions to ensure partners maximise every opportunity.

# Becoming A Splunk Partner

1

Apply to become a partner and log-in to the partner portal

> [Click here](#)

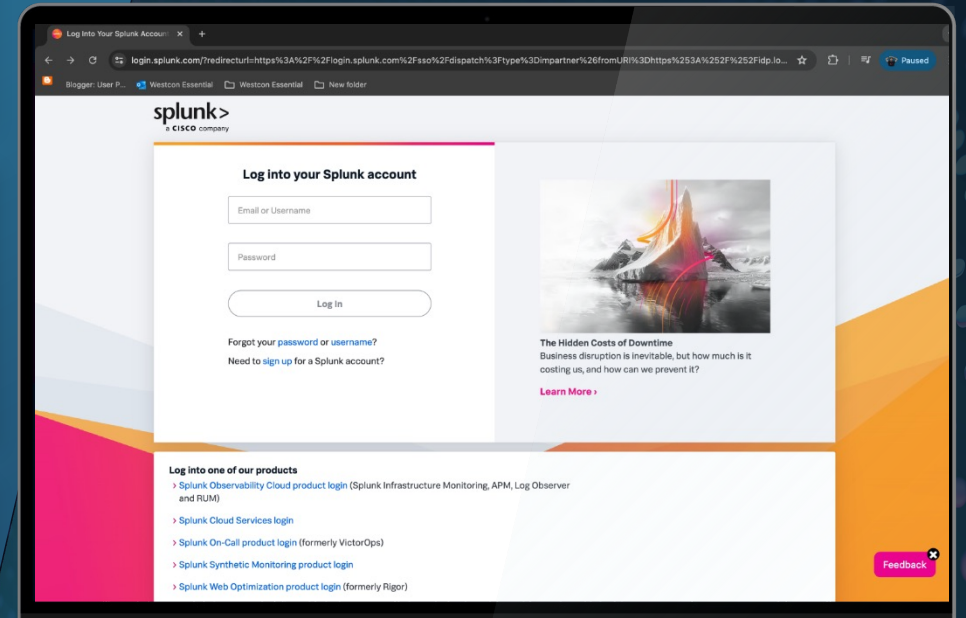
2

You should receive your login credentials within 24 hours of applying and when you do, please log in to the SPLUNK PARTNER PORTAL and you will see a dashboard (PPP) with the minimum requirements to become a partner.

3

Here is what you will need to complete in order to be in good standing with the Splunk Partner program:

- Sign Partner General Terms (PGT)
- Complete Due Diligence Questionnaire
- Select Sales/Manage Motion
- Sign Motion Addendum
- Complete minimum training requirements (4 hours)



# Onboarding with Westcon-Comstor

- In order to quote and transact with Westcon-Comstor you will need a Reseller Account Number and either a cash or credit account.
- Select your account type:
  - Prepaid / Cash –payment to be made before we can place your order on the vendor.
  - Credit account – invoice is sent once goods are shipped from our warehouse.
- Please complete the relevant attached cash / credit application and send to [WGAPCreditManagement@westcon.com](mailto:WGAPCreditManagement@westcon.com).
- If the CL is above \$10k, our finance team will request financials.
- Once approved we will provide you with a Reseller Account Number, this will also allow you to login to Partner Central. This account number will be needed to onboard as a Cisco Partner.

All quotes can be sent directly to [quotes@comstor.com](mailto:quotes@comstor.com).

[create a cash account >](#)

[create a credit account >](#)

# Key Contacts



## Sales – Practice Lead

Laura-Rose Carbone

Email: [Laura-Rose.Carbone@comstor.com](mailto:Laura-Rose.Carbone@comstor.com)



## Technical – Solutions Architect

Samuel Chen

Email: [Samuel.Chen@comstor.com](mailto:Samuel.Chen@comstor.com)



## Pre-Sales (Technical questions, quoting, deal registration etc.)

Email: [quotes.au@comstor.com](mailto:quotes.au@comstor.com)

Phone: 1800 646 112 (option 2)



## Post Sales (Orders, ETAs, Account Information, Post-Sale Support)

Email: [customerexperience.au@westcon.com](mailto:customerexperience.au@westcon.com)

Phone: 1800 646 112 (option 1)



## Partner Central (Self service, view stock, ETAs)

Access: <https://westconcomstor.com/au/en/our-value/partner-central.html>



# Comstor Sales Team







**Comstor Director**  
John Poulter  
Email: [John.Poulter@comstor.com](mailto:John.Poulter@comstor.com)





**Sales Manager**  
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 **QLD – Account Manager**  
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 **Renewals / WA – Account Manager**  
 Samantha Brenkly  
Email: [Samantha.Brenkley@comstor.com](mailto:Samantha.Brenkley@comstor.com)

# Redefining Value-Add

We've spent the last 35 years redefining what it means to add value, and creating bespoke solutions for our IT partners to **grow, buy, sell, and manage**, through our:



Global  
footprint



Trusted Partner



Extensive Services  
Portfolio





# Comstor Cisco Technical Team



## 4x Solutions Architects

Aligned with 20 years+  
experience covering  
enablement, demos,  
POC/POV,  
certifications



## 4x Presales Engineers

Estimate creation, Deal  
Registration, BoM  
building, complex  
quoting



## 4x TQS

General quoting  
specialist – our engine  
room. 5000 quotes per  
quarter, fast  
turnaround, 80% of  
responses <4 hours



## 2 x Renewals Specialists

Complex renewals,  
consolidation &  
prorating, proactive  
renewals and  
automation

## How to Engage

Reach out at:  
**quotes.au@comstor.com**

**Presales Manager:**  
Ben Sandland  
ben.sandland@comstor.com  
0400 033 633

# Marketing Capability

## Creative Services

Provide creative, content, SEO, web, marketing automation, social, data analytics, and PR services supporting around marketing program activity. Our expertise cover the entire spectrum of activities from strategic planning to production processes.



## Event Management

Our team has comprehensive event management experience, with strong capability around both physical & virtual. We focus on hyper-targeted events both to and through partners such as roundtables & technical enablement.

## Lead & Pipeline Generation

We have vast experience across inbound & outbound lead-generation programs (at partner & EU level) including BANT, Appointment Setting, Competitive Displacement & much more



## In-house Marketing Capabilities

Our in-house marketing team functions as a full-service creative agency, with capabilities to assist partners, no matter their shape or size.

## Incentive Programs

We develop multi-functional, omni-channel incentive programs designed to impact partner buying behaviour.



## MDF

Our team are experts in navigating, optimizing and leveraging vendor MDF programs to ensure vendors and partners get a strong return on their marketing spend investment.



## ABM

We take a tailored approach, working strategically with key partners to identify their focus areas, and opportunities for expansion. Whether it's net new or cross-sell/up-sell into their existing install base, we've got it covered.



# PartnerCentral. Your digital gateway to Partner Success

PartnerCentral is our innovative marketplace tool that helps partners succeed in the dynamic XaaS-focused world.

## Why PartnerCentral?



Accelerate XaaS transformations



Simplify complex multivendor transactions



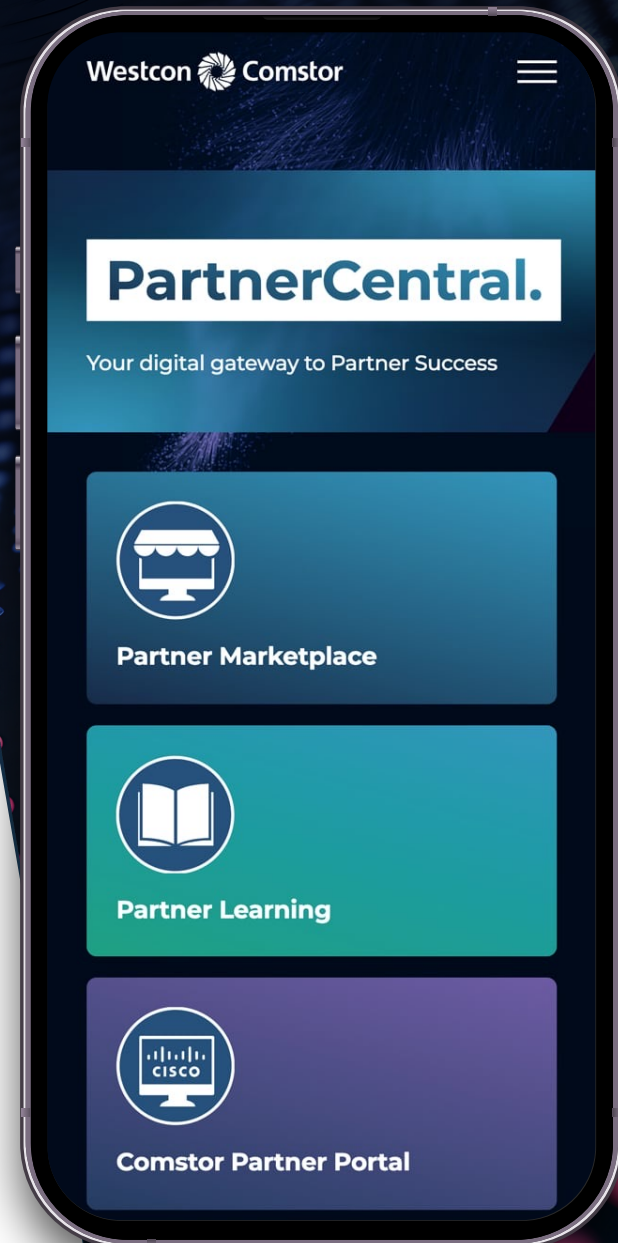
Boost productivity through self-service



Grow and optimise revenue with data and insights



Streamline sales processes with automations and integrations



# Financial Services



Overcome  
budget  
constraints



Accelerate  
adoption and  
align billing  
schedules



Combine  
multivendor  
solutions into  
one subscription



Fast approval  
directly from  
Westcon-  
Comstor



Enjoy the  
processes you  
already use

+FX Consistency via quote validity

+ Payment terms

Westcon-Comstor **excels** in bringing **partner success** to **AWS Marketplace**



The only **AWS security competency** distributor **globally**



Most comprehensive **Vendor portfolio** via Distribution **for AWS Marketplace**



The most **AWS Marketplace certified** salespeople **globally**

# Westcon Comstor

Partner Success. It's what we do.

[www.westconcomstor.com](http://www.westconcomstor.com)

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