

20 YEAR RELATIONSHIP

Westcon and Trend Micro have developed a strategic partnership with a **Distribution Agreement** covering Europe and Africa.

TEAM OF EXPERTS

Our dedicated Trend Micro sales teams deliver **proactive account management**, working alongside technical experts to provide you with a wide range of **services, training** and **consultancy**.



MARKETING SUPPORT

Our marketing teams and **Marketing-As-A-Service (MAAS)** offering drive opportunities through new business, upsell and refresh programs.

WESTCON-COMSTOR ACADEMY

We offer a **comprehensive range of technical courses** designed to **educate your staff** and **customers**. **Individual training sessions** also ensure that you will always be able to exploit the **full potential** of Trend Micro solutions.

PROOFS OF CONCEPT (POCS)

To help you **increase your Trend Micro business** and shorten the sales cycle, we provide a **large number of demo units** across EMEA to demonstrate Trend Micro's value.



180+ COUNTRIES

By working with Westcon, you can ship to 180+ countries, deploy and invoice locally, which ensures you meet **delivery SLAs** and recover **VAT**.

SALES SUPPORT

Our sales teams help you **maximise your margins** and **rebates**, supporting you in positioning the solution to your customer at the quoting stage and ensuring you never miss out on **renewal opportunities**.

NEXT-GENERATION SUPPORT AND MANAGED SERVICES

Our multi-lingual Service Desk goes beyond providing standard support. Our technical specialists are **available 24x7x365** to provide **expert advice** and assist with your **pre-sales** enquiries, **troubleshooting, configuration, design** and **change management**.

FAST RESPONSE TIME

Our team will deliver your quotation **on time** with the **best pricing available** and the right technical solution for your customer.

LOCAL LABS

We provide our partners with the opportunity to use our Digital Business Transformation Centers to **evaluate different technologies** and **environments**, and to **showcase implementation scenarios**.

EMEA Trend Micro Product Manager:
Álvaro Galatas
+34 91 419 60 98
Alvaro.Galatas@westcon.com