

# A Clear Vision to Address the Market Need

 **Tech Data**<sup>®</sup>



**TECHNOLOGY  
SOLUTIONS**  
*Formerly a division of Avnet*

A WINNING COMBINATION

# Tech Data – At a Glance



**40**

Countries  
of Operation

**14k+**

Employees

**115k+**

Customers in  
100 Countries



**600+**

Market-  
Leading  
Vendors

**\$36B**

Combined  
Sales  
(pro forma)



**#107**

*Fortune*  
500

**#409**

*Fortune*  
Global 500

**8**

Years  
*Fortune*  
Most  
Admired

# Design Objectives of Go-to-Market



**Consistency** and **leverage** across business & region



**Specialized customer-focused coverage**



Provide **optimal customer experience & delivery**



**Grow, profit** and **capture market share**



Designed to provide **speed, ease, & accountability**

# Next-Generation Technologies Value Proposition



- Single source for leverage, operational efficiency, solution building and delivery
- Consolidated ease of doing business – speed, accuracy, accountability
- Access to unique IP and more value-add managed services
- Expanded technical, sales and certification expertise
- Specialization in industry-driven, next-generation capabilities & expanded vertical market presence
- Robust portfolio of vendor-aligned IT training & education courses
- Assistance in implementation and management of IT assets from design through disposal

# Customers | How You Benefit from the 'Winning Combination'



**Competitive Consolidation**



**Added Capacity and Reach**



**New Skills**



**Expanded Line Card**



**Distinctive 'Ready Now' Offerings**

## ***That translates to...***

- **One distributor can scale your business** through more options, more services, more solutions
- **Leverage more capability** in sales, marketing, financing and credit, business capabilities and operational systems, as well as **additional technical resources**, and logistics, supply chain and integration capabilities.
- Leverage Tech Data's **specialized skills and resources** to **win more market share** while keeping costs low
- Unmatched breadth and depth of solutions and resources to **expand your portfolio and help solve a broader set of business problems**
- **Distinct offerings that help you provide more complete solutions** – from IP to managed services offerings built to help organizations discover, plan, evaluate, architect, implement, understand, train, maintain and dispose of their technology investments.

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