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SYNNEX Corporation Named Major Distributor in New Dell EMC Partner Program

Leading distributor serves as strategic resource to support channel partners' growth through participation in new Dell EMC Partner Program

GREENVILLE, S.C., March 13, 2017 /PRNewswire/ -- [SYNNEX Corporation](#) (NYSE: SNX), a leading Technology Solutions distributor, announced today that it is a strategic Authorized North American Distribution Partner in the new [Dell EMC Partner Program](#). This distinction further represents SYNNEX's ability as one of a small group of distributors to offer the Dell EMC Federal Program, its high-touch support and service offerings, and expertise in selling to small-to-medium businesses.



"SYNNEX is well-aligned with Dell EMC's strategy, and uniquely positioned to help new and existing customers grow their Dell EMC business. With an expanded team dedicated to Dell EMC customers and our history of one-on-one service, SYNNEX is the perfect distribution partner at a time when Dell EMC is creating great new opportunities for the channel," said Peter Larocque, President, North American Technology Solutions, SYNNEX.

With a large, dedicated team, SYNNEX offers a streamlined process for Dell EMC customers. Each SYNNEX reseller account receives support from the same person, creating consistent support and advisory relationships for new and transitioning Dell EMC customers. The team includes a designated Dell rugged specialist, leveraging a SYNNEX-managed demo pool, rugged-focused events, and in-house expertise in verticals, including the Public Safety vertical. Buying power with Dell EMC is further enhanced through a SYNNEX-exclusive program which offers resellers MDF, access to demo gear, asset buyback programs, call campaigns, weekly inventory reports and more, to offset costs and increase knowledge, as well as grow their businesses.

"SYNNEX has been a strong longtime partner of Dell, and we're thrilled to be continuing that partnership as Dell EMC," said Jim DeFoe, Senior Vice President of Global Distribution, Dell EMC. "We're doubling down on distribution partners that are truly strategic to the new Dell EMC Partner Program and our mutual partners. SYNNEX is one of only a few Dell EMC distribution partners in North America, and we're looking forward to their continued collaboration."

SYNNEX supports the Dell EMC Partner Program strategy of being Simple. Predictable. Profitable™. A dedicated SYNNEX team simplifies technical sales and other areas for support; single-rep accounts bring predictable service; and aggressive pricing and re-investment in resellers spur profitability.

For more information, contact SYNNEX' Dell EMC team at 844-748-3355 or buydell@synnex.com and visit www.synnexcorp.com/us/dell/.

For more information about SYNNEX Corporation, visit www.synnex.com.

About SYNNEX

SYNNEX Corporation (NYSE: SNX), a Fortune 500 corporation and a leading business process services company, provides a comprehensive range of distribution, logistics and integration services for the technology industry, as well as outsourced services focused on customer engagement strategy to a broad range of enterprises. SYNNEX distributes a broad range of information technology systems and products and also provides systems design and integration solutions. Concentrix, a wholly-owned subsidiary of SYNNEX Corporation, offers a portfolio of strategic solutions and end-to-end business services around customer engagement strategy, process optimization, technology innovation, front and back-office automation and

business transformation to clients in ten identified industry verticals. Founded in 1980, SYNnex Corporation operates in numerous countries throughout North and South America, Asia-Pacific and Europe. Additional information about SYNnex may be found online at www.synnex.com.

Safe Harbor Statement

Statements in this release that are forward-looking, such as the general success of the collaboration and service and product features and capabilities, involve known and unknown risks and uncertainties, which may cause the Company's actual results in future periods to be materially different from any future performance that may be suggested in this release. The Company assumes no obligation to update any forward-looking statements contained in this release.

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