



Tech Data U.S. Offers Resellers Managed Print Services from FMAudit

IT Products Distributor's Printing Solutions Specialized Business Unit Announces Its First Managed Print Services Solution Offering

CLEARWATER, Fla., Jan 09, 2008 (BUSINESS WIRE) -- Tech Data Corporation (NASDAQ:TECD) today expanded its managed services offering by announcing that its Printing Solutions Specialized Business Unit (SBU) has established a distribution agreement with leading managed print services application provider FMAudit. Resellers can now leverage FMAudit solutions and the SBU's dedicated team of sales, marketing and technical resources to build their own managed print services business.

"In addition to our growing roster of remote monitoring and management tool providers, Tech Data is establishing support for managed services across technology segments," said Joe Quaglia, Tech Data's senior vice president, U.S. Marketing. "By aligning our managed services strategy with the expertise of Tech Data's SBUs and Product Marketing divisions, we are strongly positioned to support customers and vendor partners who are bringing to market emerging managed services solutions such as managed print services, software-as-a-service and hosted telephony."

"Of all the managed services categories, managed print services has the potential to quickly gain traction since it's a go-to-market strategy already familiar to many end users, especially those with copier lease and service agreements," said Wendy Linsky, Tech Data's vice president, Peripherals Product Marketing. "Many of our Printing Solutions SBU customers already bundle comprehensive maintenance agreements with their printer sales. Offering managed print services - or a pay-per-page model compatible with all major vendor lines - is an opportunity for resellers to further enhance the value they provide end-user customers while increasing their own revenue and profit."

Tech Data is the first distributor to offer resellers access to the entire suite of FMAudit managed print services tools, including Rapid Print Assessment™ which provides automated metering, reporting, and consumable and service alerts. With FMAudit solutions, resellers can quickly assess printers and copiers in operation at an end user's site. Resellers can use this information to build a comprehensive report and proposal to demonstrate where efficiencies and cost savings can be gained through a managed print services solution. Once implemented, FMAudit software provides resellers with an array of reporting, account management and analysis tools. Resellers also can leverage data collected by FMAudit to monitor usage, which can lead to additional product sales and services opportunities.

"Through our partnership with Tech Data, we will be able to engage a larger number of IT resellers specializing in printing solutions, helping them to adopt managed services," said Richard Piper, president and CEO, FMAudit. "A key benefit of our distribution agreement with Tech Data is the implementation of a very simple pricing structure. Resellers choose from several pricing levels based on the number of seats at the end-user location. They pay one extremely competitive flat rate for a year's license providing access to our array of leading managed print services, which can easily be built into service contracts billed monthly to generate recurring revenue."

FMAudit solutions are compatible with all leading printer and copier brands, providing resellers with the flexibility to develop solutions based on their preferred product platform or to accommodate solutions comprising a range of devices from multiple vendors. Tech Data's Printing Solutions SBU and FMAudit will collaborate to recruit and enable resellers to deploy managed print services.

To learn more, call (800) 237-8931, ext. 82182, or visit www.techdata.com.

About FMAudit

FMAudit specializes in managed print services solutions. FMAudit is dedicated to developing solutions that remove Meter Mystique - the cumbersome human element of collecting highly valuable print asset information. The data is used for Assessment, Account Reviews, Metering (for accurate and timely billing), Service Dispatch, Customer Relationship Management, Enterprise Resource planning, Sales and Service Force Automation, and Just-in-Time™ automated consumable replenishment.

About Tech Data

Founded in 1974, Tech Data Corporation (NASDAQ GS:TECD) is a leading distributor of IT products, with more than 90,000 customers in over 100 countries. The company's business model enables technology solution providers, manufacturers and

publishers to cost-effectively sell to and support end users ranging from small-to-midsize businesses (SMB) to large enterprises. Ranked 109th on the FORTUNE 500®, Tech Data generated \$21.4 billion in sales for its fiscal year ended January 31, 2007. For more information, visit www.techdata.com.

SOURCE: Tech Data Corporation

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