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Tech Data Connects Channel Partners at Recent Reseller Events

Company's Channel Link and TechSelect Conferences Attract Over 900 Attendees to Las Vegas and Palm Springs

CLEARWATER, Fla., May 16, 2012 (GLOBE NEWSWIRE) -- [Tech Data Corporation](#) (Nasdaq:TECD) hosted over 900 attendees at its recent Channel Link and TechSelect events, connecting the Company's reseller customers and vendor partners in support of collaboration and profitable growth.

Channel Link "Brings the Channel Together. Better."

Tech Data's Spring Channel Link event, held last month at The Venetian in Las Vegas, drew over 600 attendees. The semi-annual event provides IT resellers with the opportunity to network and build relationships with top industry vendors while learning practical new business-building skills. With its theme of "*Bringing You Together. Better.*," the spring Channel Link explored key areas to help resellers grow their businesses, including Cloud, consumer technology, digital signage, healthcare IT, mobility and SMB. Attendees also heard presentations from some of Tech Data's top vendor partners, experienced live demonstrations of Tech Data's game-changing StreamOne Solutions Store and TDMobility's CellManage offering, and witnessed the introduction of TDPrioritySMB.

"Channel Link provided the ideal setting for the launch of TDPrioritySMB," said Greg Banning, vice president of SMB Sales at Tech Data. "At Tech Data, we understand clearly that we are an extension of our SMB resellers' value proposition: an extreme customer experience. We have designed the new TDPrioritySMB so that our SMB resellers can leverage Tech Data's size and scale for more customized options in sales support, more flexible credit terms, and more world-class services. Accordingly, our goal is to provide our SMB resellers with an extreme customer experience that is unrivaled in the channel."

Attendees were also treated to a rousing keynote address from Hall of Fame quarterback Terry Bradshaw, an evening and dinner at the famed Club TAO, and an outstanding performance by former Eagles lead guitarist Don Felder and his Don Felder Band.

The Women in the Channel luncheon, presented by Tech Data's Diversity & Inclusion Council, proved to be one of the most anticipated sessions at Channel Link. Now in its second year, the Women in the Channel event was once again filled to capacity as keynote speaker Meaghan Kelly, vice president of Business Development for HP, spoke about her journey to leadership. Following her presentation, an open Q&A forum provided an interactive outlet for attendees.

The fall 2012 Channel Link event will be held in Orlando, Fla. on September 19-21, 2012.

TechSelect Swings into Palm Springs

[TechSelect](#), Tech Data's community of IT resellers supporting the technology solutions needs of small- to medium-sized businesses (SMBs), hosted its Spring TechSelect Partner Conference on May 2-5, 2012 at the Hyatt Grand Champions Resort in Palm Springs, California. Nearly 300 channel partners, including 140 resellers, were in attendance to share profitable growth strategies, discuss the latest technologies in the IT channel, engage in exclusive one-on-one networking opportunities and hear an inspiring presentation by keynote speaker Lou Holtz.

"We started TechSelect 13 years ago with 50 members and have grown to 425 members who make up 18% of Tech Data's U.S. business," said Pete Peterson, Senior Vice President of U.S. Sales at Tech Data. "As our TechSelect community continues to grow, we continue to evolve to meet the ever-changing needs of our partners. This year, TechSelect will offer an all-new TechSelect website, enhanced training and enablement offerings, and TechSelect sub-communities focused on specific technologies, verticals and vendors."

Also at the event, Allan Walters, senior vice president of [Saratoga Technologies](#), was announced as the new president of the TechSelect Advisory Council. Continuing TechSelect's host city charitable program, Walters and Peterson presented the [Barbara Sinatra Children's Center](#) with a check for over \$18,000 — the TechSelect community's largest monetary donation to date. The conference concluded with dinner and drinks at the Palm Springs Air Museum, where attendees toured World War II planes and talked with WWII fighter pilots.

The fall TechSelect Partner Conference will be held in San Juan, Puerto Rico on November 7-10, 2012. To learn more about TechSelect, go to www.techselect.com or call (800) 237-8931, ext. 84529. Follow TechSelect on Twitter at [@TechSelect](https://twitter.com/TechSelect).

"After attending both recent Channel Link and TechSelect events, it is obvious that Tech Data is truly making the success of its SMB resellers a priority," said Bruce Enright, president of [Tallgrass Technologies](#). "Having the opportunity to engage one-on-one with top IT vendors is an invaluable resource that Tech Data provides. These collaborative sessions, along with the hands-on insight into Tech Data's latest technologies like StreamOne and TDMobility, make both events a can't-miss part of our schedule each year."

About Tech Data

Tech Data Corporation is one of the world's largest wholesale distributors of technology products. Its advanced logistics capabilities and value added services enable 125,000 resellers in more than 100 countries to efficiently and cost effectively support the diverse technology needs of end users. Tech Data generated \$24.4 billion in net sales for the fiscal year ended January 31, 2011, and is ranked 109th on the Fortune 500[®]. To learn more, visit www.techdata.com.

The Tech Data Corporation logo is available at <http://www.globenewswire.com/newsroom/prs/?pkgid=10666>

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