



RIM and Tech Data Announce Distribution Agreement for BlackBerry Solutions Targeted at Small to Mid-Sized Businesses in the U.S.

TDMobility Operated through Tech Data and Brightstar Joint Venture to Offer Value-Added Resellers a Single Source for BlackBerry Devices, Software and Support Services

WATERLOO, ONTARIO and CLEARWATER, FLORIDA -- (MARKET WIRE) -- 10/03/11 -- Research In Motion (RIM) (NASDAQ: RIMM)(TSX: RIM) and Tech Data Corporation (NASDAQ: TECD) today announced a new agreement that enables Tech Data to distribute BlackBerry® devices, software and technical support services to its channel of over 60,000 value-added resellers in the United States. The agreement also allows Tech Data to support the end-to-end sale of BlackBerry solutions for small to mid-sized businesses through Tech Data's new TDMobility offering operated by ActivateIT, a Tech Data and Brightstar Corp. joint venture company.

"This agreement opens up new channels for BlackBerry solutions targeted at small to mid-sized businesses in the U.S.," said Derek Peper, Vice President, Enterprise Sales and Strategic Partnerships at Research In Motion. "RIM is also pleased to support the innovative TDMobility offering through this new relationship with Tech Data - an offering that supports the end-to-end sale of BlackBerry solutions, from devices and software through to training and technical support. This is a great win for RIM, Tech Data, Brightstar, the reseller community, our carrier partners and, most importantly, our business customers."

Bringing together two of the world's largest technology distribution companies, Tech Data and Brightstar, gives TDMobility tremendous size and a wide-ranging set of skills. Tech Data's existing operations allow TDMobility to simplify the entire mobility transaction for resellers, while providing access to state-of-the-art mobile devices, a streamlined activation process with leading mobile carriers, and a commission structure that can improve profitability and cash flow for resellers. Completing the solution, TDMobility enables resellers to create a recurring revenue stream by taking advantage of ActivateIT's Cell Manage platform to help resellers simplify their customers' deployments by offering consolidated billing.

"RIM is a strategic vendor partner for our launch of TDMobility into the channel, and ActivateIT is key to making the complete solution possible," said Joe Quaglia, Senior Vice President of U.S. Marketing at Tech Data. "We formed a strategic alliance with Brightstar to enable just this kind of offering and we're excited to offer our reseller customers the opportunity to increase their footprint in the channel by making complete, end-to-end BlackBerry solutions more easily available."

"We're always looking at the best way to serve our customers," said Charles Kriete, President of ActivateIT. "Understanding what the marketplace needs is important, but it is our relationship with both RIM and Tech Data that is making this solution possible."

Tech Data's reseller customers can offer BlackBerry software, technical support and other services to their clients starting today. BlackBerry device distribution and activation are also offered today through TDMobility for select partners, with general availability planned for later this year.

About Tech Data

Tech Data Corporation (NASDAQ GS: TECD) is one of the world's largest wholesale distributors of technology products. Its advanced logistics capabilities and value added services enable over 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.

About Brightstar Corp.

Brightstar is a \$4.6 billion global services company focused on enhancing the performance and profitability of the key participants in the wireless device value chain: manufacturers, operators, retailers and enterprises enabling over 80,000 points of sale worldwide. The company provides a comprehensive range of more than 100 customized services in 51 countries and territories consisting of value-added distribution, supply chain, retail and enterprise and consumer services. Brightstar's services help customers manage the growing complexity of the wireless device value chain and enable them to increase product availability, extend and expand their channel reach and drive supply chain efficiencies by getting the right products to the right place at the right time for the best value. For more information on Brightstar, please visit www.brightstarcorp.com.

About Research In Motion

Research In Motion (RIM), a global leader in wireless innovation, revolutionized the mobile industry with the introduction of the BlackBerry® solution in 1999. Today, BlackBerry products and services are used by millions of customers around the world to stay connected to the people and content that matter most throughout their day. Founded in 1984 and based in Waterloo, Ontario, RIM operates offices in North America, Europe, Asia Pacific and Latin America. RIM is listed on the NASDAQ Stock Market (NASDAQ: RIMM) and the Toronto Stock Exchange (TSX: RIM). For more information, visit www.rim.com or www.blackberry.com.

Forward-looking statements in this news release are made pursuant to the "safe harbor" provisions of the U.S. Private Securities Litigation Reform Act of 1995 and applicable Canadian securities laws. When used herein, words such as "expect", "anticipate", "estimate", "may", "will", "should", "intend", "believe", and similar expressions, are intended to identify forward-looking statements. Forward-looking statements are based on estimates and assumptions made by RIM in light of its experience and its perception of historical trends, current conditions and expected future developments, as well as other factors that RIM believes are appropriate in the circumstances. Many factors could cause RIM's actual results, performance or achievements to differ materially from those expressed or implied by the forward-looking statements, including those described in the "Risk Factors" section of RIM's Annual Information Form, which is included in its Annual Report on Form 40-F (copies of which filings may be obtained at www.sedar.com or www.sec.gov). These factors should be considered carefully, and readers should not place undue reliance on RIM's forward-looking statements. RIM has no intention and undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

The BlackBerry and RIM families of related marks, images and symbols are the exclusive properties and trademarks of Research In Motion Limited. RIM, Research In Motion and BlackBerry are registered with the U.S. Patent and Trademark Office and may be pending or registered in other countries. All other brands, product names, company names, trademarks and service marks are the properties of their respective owners. RIM assumes no obligations or liability and makes no representation, warranty, endorsement or guarantee in relation to any aspect of any third party products or services.

Contacts:

Media Contact:

Brodeur Partners (PR Agency for RIM)

Marisa Conway

212-336-7509

mconway@brodeur.com

Investor Contact:

RIM Investor Relations

519-888-7465

investor_relations@rim.com

Tech Data Corporation

Brian C. Kosoy

Public Relations Manager

727-299-8865

brian.kosoy@techdata.com

Brightstar Corp.

Michele M. Merrell

305-421-6000

michele.merrell@brightstarcorp.com

Source: Research In Motion and Tech Data Corporation

News Provided by Acquire Media