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Tech Data Delivering VMware vCloud Hybrid Service -- Disaster Recovery to Solution Providers

Complete VMware vCloud Hybrid Service Now Available in the Company's Solutions Store

CLEARWATER, Fla., May 15, 2014 (GLOBE NEWSWIRE) -- Tech Data Corporation (Nasdaq:TECD) today announced its expanded agreement with VMware (NYSE:VMW) to offer Disaster Recovery as a Service (DRaaS) solutions that introduce native cloud-based disaster recovery capabilities for VMware vSphere® virtual environments and VMware vCloud® Hybrid Service™ to its channel of solution providers. Offered through Tech Data's award-winning Solutions Store, DRaaS extends disaster recovery and protection coverage to any business or mission-critical application running in a vSphere virtual environment. The announcement was made in conjunction with the TechSelect Partner Conference, taking place this week at the Omni Orlando Resort at ChampionsGate in Orlando, Florida.

"Tech Data is pleased to offer simplified cloud disaster relief in an affordable and reliable way for solution providers through our partnership with VMware," said Chuck Bartlett, senior vice president, Advanced Infrastructure Solutions (AIS) at Tech Data. "Through the agreement, solution providers can now offer vCloud Hybrid Service — Disaster Recovery as a value-added service to end user customers who already have deployed infrastructure or offer a comprehensive solution for new deployments. Tech Data will provide the scale and enablement tools solution providers need to successfully offer a best-in-class tailored solution for their end users."

The vCloud Hybrid Service enables disaster recovery solutions for mid-size businesses seeking enterprise-class IT business continuity. Disaster Recovery is a new Recovery as a Service (RaaS) offering owned and operated by VMware, built on vSphere Replication™ and vCloud Hybrid Service—a hybrid cloud platform for infrastructure-as-a-service (IaaS). Together, these components form a straightforward service-oriented approach to extending disaster recovery capabilities.

With thousands of applications and more than 90 operating systems certified to run on VMware vSphere, solution providers can provide their end user customers with the sophisticated infrastructure to run applications in the cloud. vCloud Hybrid Service offers a seamless extension of the data center, while fully isolating software-defined networks and firewalls, securing transition to the virtual cloud.

"Partnering with Tech Data to offer vCloud Hybrid Service — Disaster Recovery, enables customers to have a simple and affordable disaster recovery plan," said Frank Rauch, vice president, Americas Partner Organization, VMware. "Together we can help channel partners offer leading-edge solutions while building a complete end-to-end solution for partner profitability and customer loyalty."

"We are pleased to announce that vCloud Hybrid Service, including Disaster Recovery, is now available in the award-winning Solutions Store," said Stacy Nethercoat, vice president, Software and Cloud Services at Tech Data. "As part of our continued commitment to providing the best and most comprehensive cloud offerings in the IT channel, solution providers can now leverage our provisioning and billing system, powered by StreamOne, when purchasing their choice of VMware cloud services."

Tech Data's TDCloud business unit is a team of cloud experts dedicated to supporting Tech Data's channel of solution providers through education, enablement, and adoption of cloud and subscription-based services. TDCloud is powered by Tech Data's StreamOne platform, an automated buying, selling, provisioning and billing system for cloud and subscription-based services technology that scales the business and operational scope. To learn more about TDCloud, contact the TDCloud team at (800) 237-8931, ext. 87663, email tdcloud@techdata.com, or visit the TDCloud website.

At the TechSelect Partner Conference, VMware will speak to attending solution providers about Horizon DaaS®, a new cloud-based desktop service that delivers cost-effective enterprise-class virtual desktops running on VMware vCloud Hybrid Service. Solution providers interested in DaaS are looking for bundled services such as: desktop engineering, cloud aggregation, and desktop management & support.   Tech Data and VMware have created a customized offering that will help solution providers gain new customers, increase their service and subscription revenues and reduce desktop management and support costs.

As a value-add, Tech Data and VMware teamed up to create mBytesTD mobile application, providing access to VMware's Sales Bytes resources. Exclusively available to Tech Data's channel of solution providers, the app is available via the Apple or Google Play store.

For more information on Tech Data's VMware offerings, including vCloud Hybrid Service DRaaS and Daas, visit www.techdata.com/vmware. To speak with someone on Tech Data's VMware team, contact (800) 237-8931, ext. 80333 or vmware@techdata.com.

About Tech Data

Tech Data Corporation is one of the world's largest wholesale distributors of technology products, services and solutions. Its advanced logistics capabilities and value added services enable 115,000 resellers to efficiently and cost effectively support the diverse technology needs of end users in more than 100 countries. Tech Data generated $26.8 billion in net sales for the fiscal year ended January 31, 2014. It is ranked No. 119 on the Fortune 500[®] and one of Fortune's "World's Most Admired Companies." To learn more, visit www.techdata.com, or follow us on Facebook and Twitter.

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CONTACT: Amanda Lee

         Public Relations Manager

         (727) 538-5803

         amanda.lee@techdata.com
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