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Tech Data Introduces Agent365 Service for Microsoft Office 365

New offering supports cloud and Microsoft Office 365 resellers

CLEARWATER, Fla.--(BUSINESS WIRE)-- Tech Data Corporation (Nasdaq: TECD) today unveiled its new Agent365 service, designed to provide resellers a simple, quick and convenient program to capitalize on cloud services. Agent365 delivers to resellers the operational systems and resources, including billing, provisioning, management and helpdesk, to support Microsoft Office 365 and other Microsoft cloud applications.

Agent365, available immediately in the U.S., enables resellers to transition from the retired Microsoft Advisor program while continuing to receive commissions and outsourced billing, and also remain the partner of record for their customers. Tech Data will offer a 24/7 helpdesk for its reseller partners to support their end customers.

"We believe the market for Microsoft Office 365 is robust, and provides a prime opportunity for our reseller partners to deliver value-added services to their customers," said Stacy Nethercoat, vice president, Cloud, Americas at Tech Data. "With Agent365, resellers are able to bring cloud-based enterprise-grade productivity services to the clouds of organizations of all sizes, leveraging Tech Data's operational expertise and customer support."

Additional benefits for resellers of Tech Data's Agent365 program include:

- Lucrative monthly incentives on every purchase

- Hands-on billing management with automated provisioning

- The ability to maintain customer control—as the partner of record, resellers will still own the customer relationship with the opportunity to upsell and cross-sell.

"We see Agent365 as a natural evolution from Microsoft Advisor, enabling us to continue delivering our customers the benefits of Office 365 while cost-effectively leveraging Tech Data's operational support," said Spencer Ferguson, chief executive officer at Wasatch I.T., a provider of managed information technology and network services, and a Tech Data partner. "We look forward to rolling out the program to our customers."

Tech Data's approach to the cloud exemplifies how it is helping partners excel through specialization while capitalizing on the high-growth, next-generation technologies that are redefining the future. In addition to the cloud, partners can leverage Tech Data's in-depth expertise in complementary technology market segments, including cognitive computing, the data center, data analytics, Internet of Things (IoT), mobility, security and enterprise networking, and training and education, as well as consulting and managed services around this Agent365 offering.

To learn more about Agent365, as well as the full portfolio of solutions and services available through Tech Data Cloud, call (800) 237-8931, ext. 87663 or email tdcloud@techdata.com.

Click to tweet: .@Tech_Data unveils Agent365 for #Office365 resellers.

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 $26.2 billion in net sales for the fiscal year ended January 31, 2017. It is ranked No. 107 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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