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Tech Data Offers End-to-End Services for Microsoft Surface Hub

CLEARWATER, Fla.--(BUSINESS WIRE)-- [Tech Data Corporation](#) (Nasdaq: TECD) today announced that it will now offer end-to-end support for deployments of [Microsoft Surface Hub](#), a first-of-its-kind collaboration device designed to unlock the power of the group, to its channel of solution providers in the U.S. through [Signature Technology Group \(STG\)](#), its wholly owned subsidiary providing data center services. STG Tech Data will offer site assessment, physical installation, integrations, configurations and adoption trainings — enabling resellers to provide the ultimate customer experience for their end-user clients.

"Our partners can now digitally transform their customers' collaboration environments with confidence using the powerful Microsoft Surface Hub," said Linda Rendleman, *vice president of Product Marketing at Tech Data*. "Studies prove that collaboration drives business now more than ever before. Our Surface Hub expertise gives our resellers the ability to quickly deploy and implement a state-of-the-art collaboration platform that will deliver greater ROI to their clients."

Tech Data also exclusively provides services to Authorized Device Resellers (ADR), who have the ability to white label the services as their own. Solution providers can seamlessly quote and order Surface Hub hardware and service with Tech Data for domestic deployments. These services offer resellers added capabilities to enhance their solution stack and coverage areas.

"Tech Data delivers critical Microsoft Surface Hub services to the channel," said Calin Turcanu, senior director, Product Marketing, Microsoft. "The domestic services STG Tech Data provides leverage the Hub's ability to reduce meeting room costs, increase sales¹ and help teams in the workplace be more productive."

As an added benefit, [Tech Data's](#) pioneering cloud platform, [StreamOne™](#), offers a full selection of Microsoft offerings, as well as endpoint security solutions, available to all Tech Data partners. In addition to the cloud, partners of Tech Data can leverage in-depth expertise in complementary technology market segments, including cognitive computing, the data center, data analytics, the Internet of Things (IoT), mobility, security and enterprise networking, and [training and education](#).

[Click to tweet:](#) .@Tech_Data Offers End-to-End Services for #Microsoft #SurfaceHub <http://ow.ly/sQ0Y30b4jo6>.

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. 108 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](#).

¹ "The Total Economic Impact of Microsoft Surface Hub," Forrester Consulting, February 2016.

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Tech Data Corporation
Wally Campbell
Public Relations Manager, Americas
480.794.7426
wally.campbell@techdata.com

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