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Tech Data's Davis and Hamilton Recognized as 2016 CRN® Channel Chiefs

CLEARWATER, Fla., Feb. 22, 2016 (GLOBE NEWSWIRE) -- [Tech Data Corporation](#) (NASDAQ:TECD) today announced that both Brian Davis, the company's senior vice president, U.S. Marketing and Purchasing, and Maurice Hamilton, the company's vice president, Technical Services, have been named by *CRN*®, a brand of [The Channel Company](#), to its 2016 Channel Chiefs list.

Channel Chief honorees are selected by *CRN*'s editorial staff on the basis of their professional achievements, standing in the industry, dedication to the channel partner community and strategies for driving future growth and innovation. According to *CRN*, the executives on this annual list represent top leaders in the IT channel who excel at driving growth and revenue in their organizations through channel partners. Each of the 2016 Channel Chiefs has demonstrated loyalty and ongoing support for the IT channel by consistently promoting, defending and executing outstanding channel partner programs.

Davis was appointed senior vice president, U.S. Marketing at Tech Data in February 2014. In this role, Davis leads the strategic direction and operations of the company's core product categories, including client systems, peripherals, software, and cloud services, as well as Tech Data Agency, the company's in-house marketing services agency. He was appointed to leadership of the company's U.S. Purchasing function in February 2015. Previously, Davis served as senior vice president, Product Marketing at Insight for three years. Prior to joining Insight, he was with Tech Data for more than 10 years, progressing through various executive leadership roles. Davis holds a B.S. in Systems Engineering from the United States Naval Academy and an M.B.A. from the University of Florida.

"Over the past year, Brian has led several large-scale initiatives that have helped Tech Data and its channel partners increase awareness and drive results, while expanding his role within our organization," said Joe Quaglia, president, the Americas at Tech Data. "In addition to the refresh of Tech Data's global brand, Brian and his team have fine-tuned *resellerCONNECT*, Tech Data's best-in-channel end user demand generation and business development program, and introduced an automated renewals process for warranty and software licenses on behalf of vendors and resellers. With Brian now leading our integrated marketing, purchasing and business services functions, we look forward to more exciting offerings for our channel partners in the year ahead."

Hamilton has served as vice president, Technical Services at Tech Data since July 2014. In this role, Hamilton leads the strategic direction of the company's presales support and systems engineering capabilities, including the development of strategies to simplify complex solutions for Tech Data's channel of solution providers. Prior to joining Tech Data, he spent 25 years with CDW and PCM in a variety of senior and executive sales and technical services positions. He is a certified VMware Sales Professional 5 (VSP 5), a Symantec Sales Expert Plus (SSE+), and serves on the Cisco Partner Technology Advisory Board. Hamilton holds a B.S. in Information Science from DeVry University in Chicago and an MBA from Lake Forest Graduate School of Management.

"Maurice has transitioned our Technical Services team from traditional support to certified solutions consultants for our customers," said Chuck Bartlett, senior vice president, Advanced Infrastructure Solutions (AIS) at Tech Data. "Under Maurice's leadership, the Technical Services team has increased collaboration with OEM manufacturers, which has helped deepen our relationships with our customers while helping VARs increase their capabilities. As we continue to grow our services business at Tech Data, we look forward to Maurice's continued success in driving positive business outcomes for our partners."

"We are honored to present the 2016 lineup of *CRN* Channel Chiefs, comprised of outstanding executives who move our entire industry forward by cultivating exemplary partner programs and executing cutting-edge business strategy," said Robert Faletra, CEO, The Channel Company. "They represent an extraordinary group of individuals who lead by example and serve as both invaluable advocates and innovators of the IT channel. We applaud their incredible strides and look forward to following their accomplishments in the coming year."

The 2016 Channel Chiefs list is featured in the February 2016 issue of *CRN* and online at www.crn.com/channelchiefs.

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 \$27.7 billion in net sales for

the fiscal year ended January 31, 2015. 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](#).

About The Channel Company

The Channel Company enables breakthrough IT channel performance with our dominant media, engaging events, expert consulting and education and innovative marketing services and platforms. As the channel catalyst, we connect and empower technology suppliers, solution providers and end users. Backed by more than 30 years of unequalled channel experience, we draw from our deep knowledge to envision innovative new solutions for ever-evolving challenges in the technology marketplace. www.thechannelco.com.

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