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## Tech Data's Bauerlein and McCourt Recognized as 2017 CRN Channel Chiefs

CLEARWATER, Fla., Feb. 20, 2017 (GLOBE NEWSWIRE) -- [Tech Data Corporation](#) announced today that [CRN](#)<sup>®</sup>, a brand of [The Channel Company](#), has named both Marty Bauerlein, senior vice president, U.S. Sales, and Angie Beltz McCourt, vice president, Global Cisco Strategy and Americas IoT, to its prestigious list of 2017 Channel Chiefs.

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. Each of the 2017 Channel Chiefs has demonstrated loyalty and ongoing support for the IT channel by consistently promoting, defending and executing outstanding channel partner programs.

Bauerlein was appointed senior vice president, U.S. Sales in March 2015. In this role, he leads the strategic direction of the company's customer channel and relationships in the U.S. and Latin America, while proactively developing new growth opportunities for Tech Data. Bauerlein also leads the development and execution of Tech Data's U.S. Sales plan, aligning with the company's strategy and objectives. In 2011, he received Tech Data's Vice President of the Year award for his leadership contributions and was previously named to *CRN's* Channel Chiefs list in 2014. Bauerlein is also active in the community and leads Tech Data's annual charity golf tournament, which has raised more than \$1 million for several charities. Marty holds a B.S.B.A. in Marketing from Fredonia State University.

"Over the past year, Marty led the strategic centralization of our SMB sales team in the U.S. and has broadened our field sales coverage to deliver wins for both our customers and vendors," said Joe Quaglia, president, Americas at Tech Data. "Under Marty's leadership, we have increased membership in TechSelect community, Tech Data's premier partner community, and improved training for our resellers, which have both resulted in increased opportunities for our partners. I am proud to congratulate Marty and his team on this well-deserved recognition."

McCourt was appointed vice president, Cisco Solutions Group at Tech Data in September 2010, leading the company's dedicated team of sales, marketing and technical professionals in support of all Cisco solutions available through Tech Data in the Americas. In 2016, she was appointed to lead the company's worldwide Cisco strategy, as well as its Smart IoT Solutions strategy and implementation in the Americas. McCourt serves on Tech Data's Diversity & Inclusion Advisory Board and is a member of the board of directors of the St. Petersburg College (SPC) Foundation. McCourt is also a co-founder of the Exploratory Lab Boot Camp, a collaborative career development program for college students to develop technical skills and prepare for careers in the technology industry. McCourt was previously selected as a Channel Chief by *CRN* in 2015 and was named one *CRN's* "Power 100 Women of the Channel" in 2011. She holds a B.S. in Human Sciences from Florida State University.

"Angie is a seasoned leader who empowers her teams with the knowledge and passion to innovate and exceed partner expectations," said Chuck Bartlett, senior vice president, Advanced Infrastructure Solutions (AIS) at Tech Data. "Over the past year, Angie and her teams have achieved outstanding success for our company, our partners, and our community. As a result of her dedicated leadership, Tech Data received Cisco's global award for Distributor of the Year. Angie also played a key role in the successful rollout of Tech Data's Smart IoT Solutions practice, and her continued commitment to STEM education and the community is helping prepare the next generation of technology leaders."

"The executives on our 2017 Channel Chiefs list have distinguished themselves by building strong partner programs, developing and executing effective business strategy and helping to advance the channel as a whole," said Bob Faletra, CEO of 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 achievements and look forward to their successes in the coming year."

The 2017 *CRN* Channel Chiefs list is featured in the February 2017 issue of *CRN* and online at [www.crn.com/channelchiefs](http://www.crn.com/channelchiefs).

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### 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 105,000 resellers to efficiently and cost effectively support the diverse technology needs of end users in more than 100 countries. Tech Data generated \$26.4 billion in net sales for the fiscal year ended January 31, 2016. It is ranked No. 108 on the Fortune 500<sup>®</sup> and one of Fortune's "World's Most Admired Companies." To learn more, visit [www.techdata.com](http://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](http://www.thechannelco.com)

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