



December 6, 2016

Tech Data Named Authorized Distributor by Quest Software

CLEARWATER, Fla., Dec. 06, 2016 (GLOBE NEWSWIRE) -- [Tech Data Corporation](#) (Nasdaq:TECD) announced today that it has been named an authorized distributor of [Quest Software](#). Through the agreement, Tech Data will provide Quest products and services to its channel of resellers in the United States and Canada through its Advanced Infrastructure Solutions (AIS) division.

"We are excited to partner with Quest and look forward to helping our solution providers address critical issues like data protection and management for their clients—while reducing their time, effort and money spent on IT administration and development," said Chuck Bartlett, senior vice president, AIS at Tech Data. "Tech Data's dedicated team of experts is ready to assist our solution providers in learning about Quest solutions and capitalizing on market opportunities."

Tech Data will offer Quest's portfolio of more than 100 innovative solutions that address critical areas of security, IT and cloud management, including database management, data protection, endpoint systems management, and Microsoft platform management. Tech Data's dedicated Quest team can assist with deal registration, special pricing requests, configurations, complementary product attach services, opportunity development and pipeline management. The team is also equipped to offer business development planning that incorporates partner resource allocation for sales and technical training, market support, and demand generation.

"Our partner ecosystem plays a pivotal role in ensuring our customers' biggest technology challenges are addressed with superior products and service through an easy-to-work-with business model," said Pete Koliopoulos, vice president, Global Channels and Alliances at Quest. "Tech Data has a proven track record in distribution, strong knowledge of the Quest software solutions portfolio, and deep reach within Quest's channel of resellers' communities. These credentials are proof points of the value Tech Data will provide as a trusted Quest distribution partner in the United States and Canada."

For more information on Quest solutions, contact Tech Data's AIS division at 800-237-8931 (option 2) or email AISdatacenter@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 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[®] 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 Quest

Quest helps solve the complex technology and security problems that stand in the way of organizations' ability to always be ready for what's next. With Quest solutions, companies of all sizes can reduce the time and money spent on IT administration and security, so they have more time to focus on and invest in business innovation. Quest has more than 100,000 customers worldwide across its portfolio of software solutions spanning database management, data protection, endpoint systems management, identity and access management, and Microsoft platform management. For more information, visit www.quest.com.

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