# **Tech Data's Shared Values**

# Integrity and Respect

• The foundation of our business is integrity. All interactions with customers, business partners, suppliers, shareholders and team members must be conducted with integrity, ethics, and mutual respect.

#### **Teamwork**

• We invest in our team members and provide a professional, challenging and rewarding environment where we work together as one cohesive team to share ideas and resources.

## **Partnership**

• Strategic business relationships with customers and business partners produce mutual benefits. We value those relationships and invest in their long term development.

# **Passion for Winning**

• We aspire to be the best at everything we do, always striving to be the first choice for our customers and business partners.

### **Ownership**

• We promote an environment of personal accountability that delivers consistent results against commitments. We all take responsibility for each team decision.

# **Tech Data's Guiding Principles**

- Hiring the right people is the most important decision we make. We hire and retain smart people who are passionate team players.
- We honor commitments and respect our team members by being on time, responding to requests in a timely fashion and delivering quality work.
- We are part of the solution not part of the problem. We continually seek to improve our individual skills.
- We are driven to deliver results by setting priorities and achieving aggressive goals.
- We treat the dollars we spend as if they were our own.
- We recognize and reward team members for achievement.
- Relentless continuous improvement for every business process is a key to our success.